



**focusing on**

# Solutions



A publication for and about Brandeis Machinery & Supply Company customers • [www.BrandeisSolutions.com](http://www.BrandeisSolutions.com)

## JEFF ROBARDS CONSTRUCTION, INC.

Discover how dedication to being  
the best drives growth for this  
Louisville-area firm



Jeff Robards,  
President

**KOMATSU®**



# A MESSAGE FROM THE PRESIDENT



Gene Snowden, Jr.

**Celebrating  
five years  
of *intelligent*  
Machine Control**



Dear Valued Customer:

Anniversaries are a cause for celebration, and some stand out more than others, such as 60-year marriages or businesses marking a half century of operations. While Komatsu's *intelligent* Machine Control technology's five-year anniversary isn't near that stage yet, it's still worthy of commemorating the revolutionary accomplishment of these dozers and excavators with integrated GPS.

This issue of your Focusing on Solutions magazine spotlights the first company in North America to employ an *intelligent* Machine Control dozer, the innovative D61i-23. Right away, the firm's owners recognized that the technology was a "game changer" and have since added several other pieces to their fleet.

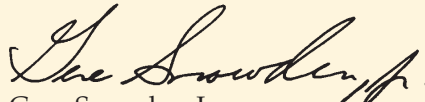
Many of you are utilizing these excavators and dozers and reaping the benefits as well – no masts or cables, reduced staking, minimized overcutting and lower costs. Whether you are a large contractor, an individual working on your own or somewhere in between, we encourage you to demonstrate an *intelligent* Machine Control product and see how it can make your business more efficient and productive.

Of course, there are times when a standard machine is more appropriate to the task at hand. Inside, see articles on Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer and PC1250LC-11 excavator. Both will quickly move mass quantities of dirt, and the dozer provides the advantage of being a good finish grader.

Whatever machines you run, proper maintenance is critical and using OEM products in the process is highly recommended. Find out why Komatsu's CK-4 Genuine Engine Oil is a wise choice for keeping machines running at peak performance.

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



Gene Snowden, Jr.  
President and Chief Operating Officer



## IN THIS ISSUE

### JEFF ROBARDS CONSTRUCTION, INC. pg. 4

As a child, Jeff Robards loved playing in the dirt and looked for a way to make a living at it. See inside for the story of his success.

### EMPLOYMENT OUTLOOK pg. 8

Recruiting qualified millennial employees is an ongoing challenge in the construction industry. Take a look at some ideas to attract and retain members of this generation.

### GUEST OPINION pg. 11

Learn why one environmental professional says communities are at risk without more investment in the federal water infrastructure.

### CASE STUDY pg. 13

Explore the reasons why one contractor finds added value when using his PC490LCi excavator on utility applications

### GPS TECHNOLOGY pg. 14

Find out why the first company to use an *intelligent* Machine Control dozer has expanded its use of the revolutionary technology in the past five years.

### NEW PRODUCT pg. 19

Examine the unique features of the D65PX-18 Wide VPAT dozers that equip them for maximum production on a variety of jobsites.

### PRODUCT IMPROVEMENT pg. 21

Discover how the new PC1250-11 excavators keep their digging force longer, thanks to higher horsepower.



Published by Construction Publications, Inc. for Brandeis Machinery  
[www.brandeismachinery.com](http://www.brandeismachinery.com)

#### LOUISVILLE, KY

1801 Watterson Trail  
 Louisville, KY 40299-2454  
 (502) 491-4000  
 FAX (502) 499-3195

#### STANVILLE, KY

130 Mare Creek Road  
 Stanville, KY 41659-7003  
 (606) 478-9201  
 FAX (606) 478-9208

#### LEXINGTON, KY

1389 Cahill Drive  
 Lexington, KY 40504-1167  
 (859) 259-3456  
 FAX (859) 254-0783

#### PADUCAH, KY

160 County Park Rd.  
 Paducah, KY 42001  
 (270) 444-8390  
 FAX (270) 575-4907

#### CORBIN, KY

1484 American Greeting Card Road  
 Corbin, KY 40701-4813  
 (606) 528-3700  
 FAX (606) 528-9014

#### EVANSVILLE, IN

17000 Highway 41 North  
 Evansville, IN 47711  
 (812) 425-4491  
 FAX (812) 425-1171

#### FORT WAYNE, IN

7310 Venture Lane  
 Fort Wayne, IN 46818-1256  
 (260) 489-4551  
 FAX (260) 489-1620

#### INDIANAPOLIS, IN

8410 Zionsville Road  
 Indianapolis, IN 46268-1524  
 (317) 872-8410  
 FAX (317) 872-8417

## THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

Gene Snowden Jr., President & Chief Operating Officer  
 Tony Estes, Senior Vice President/Sales & Rentals  
 Gary Hirsch, General Manager Crane & Material Handling  
 Cory Edwards, Used Equipment Manager  
 Chuck Mueller, Vice President/Coal Services Manager  
 David Coultas, Vice President/Regional Sales Manager  
 Lee Heffley, Vice President/Regional Sales Manager  
 Keith Harlan, Vice President/Product Support Services/Operations  
 Todd Coffey, Corporate Service Manager  
 Dan Brandon, Manager of Sales & Rental Services  
 Craig Leis, Corporate Rental Manager  
 Garrett Dykes, Director Rebuild Center

### NORTHERN REGION

Brian Bell,  
 Northern Region  
 Operations Manager

### INDIANAPOLIS

Brandon Richard,  
 Service Manager  
 Gary Schwartz,  
 Asst. Service Manager  
 Bruce Monroe,  
 Parts Manager  
 Andy Lock,  
 Aggregate  
 Specialist  
 Brian Cook,  
 Machine Sales Rep.  
 Ken Peterson,  
 Machine Sales Rep.  
 John Mills,  
 Machine Sales Rep.  
 Donald Baumgardner,  
 Scrap and Recycling  
 Specialist  
 Chris Druckrey,  
 Product Support Rep.  
 Mac Morris,  
 Product Support Rep.  
 Dave Potts,  
 Rental Rep.

### FORT WAYNE

Andy Kluck,  
 Service Manager  
 John Smith,  
 Parts Manager  
 Tim Kreider,  
 Machine Sales Rep.  
 Doug Fox,  
 Machine Sales Rep.  
 Tom Patrick,  
 Wirtgen Product Specialist

### EASTERN REGION

Barry Justice,  
 Eastern Region  
 Operations Manager

### STANVILLE

Harold Vititoe,  
 Service Manager  
 Shawn Spears,  
 Parts Manager  
 Jason Douglas,  
 Machine Sales Rep.  
 Rick Johnson,  
 Product Support Rep.

### CORBIN

Harold Vititoe,  
 Service Manager  
 Larry Sawyers,  
 Assistant Service Manager  
 Shawn Spears,  
 Parts Manager  
 Jason Douglas,  
 Machine Sales Rep.  
 Nick Baird,  
 Product Support Rep.

### WESTERN REGION

Bob Morris,  
 Western Region  
 Operations Manager

### EVANSVILLE

Phil Daily,  
 Service Manager  
 Mike Reese,  
 Parts Manager  
 Dustin Olander,  
 Machine Sales Rep.  
 Brandon Russell,  
 Machine Sales Rep.  
 Jonathan Beaven,  
 Mining Sales Rep.  
 Rob Lampton,  
 Product Support Rep.  
 Rodney Spaw,  
 Rental Rep.  
**PADUCAH**  
 Nathan Clark,  
 Service Manager  
 Chuck Fowler,  
 Parts Manager  
 Ron Griffin,  
 Product Support Rep.  
 Chad Porter,  
 Machine Sales Rep.

### CENTRAL REGION

Steve Seelbach,  
 Central Region  
 Operations Manager

### LOUISVILLE

Mike Krow,  
 Service Manager  
 Bob Bisig,  
 Parts Manager  
 Gene Snowden III,  
 Machine Sales Rep.  
 Nick Koetter,  
 Machine Sales Rep.  
 Greg Zoeller,  
 Machine Sales Rep.  
 Brandon Richardson,  
 Product Support Rep.  
 Josh Weber,  
 Product Support Rep.  
 Dave McCauley, Rental Rep.

### LEXINGTON

Bobby Walden,  
 Parts Manager  
 Kenneth Smallwood,  
 Service Manager  
 Jason Douglas,  
 Machine Sales Rep.  
 Ken Tate, Machine Sales Rep.  
 Alex Rains,  
 Machine Sales Rep.  
 Andy Carpenter,  
 Product Support Rep.  
 Lisle Dalton,  
 Rental Rep.

**KOMATSU®**



## JEFF ROBARDS CONSTRUCTION, INC.

### Dedication to being the best drives growth for this Louisville-area firm



Jeff Robards,  
President

This was always the path that Jeff Robards was going to take.

Growing up, he lent a hand on the family farm and helped his dad build houses. Spending hours in the dirt wasn't work for Robards, it was life.

"I wanted to figure out a way to play in the dirt and make a living – and I knew farming wasn't going to cut it," Robards said. "I started grading yards in high school with a skid loader, and it grew from there."

Jeff Robards Construction, Inc. officially opened in 1993, with small grading jobs in the Louisville area. Growth came steadily, and in 1997, the young company got its first big-time contract and evolved into a multifaceted construction company.

"We completed a 125-unit multi-family project in Mount Washington," recalled Robards. "That one really kicked it off for us. From there, we consistently landed and completed large commercial projects and residential subdivisions."

Using an *intelligent* Machine Control Komatsu D61PXi-23 dozer, a Jeff Robards Construction operator grades a residential site near Louisville.

Today, Jeff Robards Construction has 61 employees and focuses on site-prep services. The company typically has several active jobsites at any given time, and the type of assignments those crews complete varies based on the market.

"Right now, roughly 75 percent of our work is residential, but two years ago it was probably 75 percent commercial," noted Robards. "It's a very fluid industry, and we do whatever our customers want. We take a site from clearing to paving – performing grading and installing utilities – then hand it over for vertical construction."

Although his company has grown, Robards can still be found on the jobsite.

"There's not much dirt in the office," he joked. "I'm on machines every day. I float between sites depending on who needs help. It's a great way for me to be involved in everything we have going on, and it gives me a chance to build relationships with the crews."

### Breaking ground

While the majority of the company's time is spent in the Louisville area, Robards occasionally travels for customers. This summer, the firm broke ground on a massive residential development outside of Lexington. The endeavor has been great for Robards Construction on and off the clock.

"This is unique for us because we don't travel a lot, plus it's huge," said Robards. "I like that there's an existing house on the site. I struck a deal with the developer to let our crew use it, so they don't have to travel daily or stay in a hotel. I'm on that site a lot as well, so when I go there, I usually take some steaks to grill."





A Jeff Robards Construction operator uses a Komatsu PC360LCi excavator with *intelligent* Machine Control at a site in Lexington. “(The technology) speeds up the entire process,” said President Jeff Robards. “At the end of the day, we’re probably 10 percent faster. The technology is great for younger operators, and it also benefits our experienced people. It takes everyone up a level.”

It’s fun and a chance to hang out that we don’t get too often.”

During the day, the crews keep busy on the 64-acre site that will boast 300 multi-family units and 90 residential lots. Before those can go up, crews will move 200,000 yards of dirt and lay 12,000 feet of sewer, 6,000 feet of storm, 9,000 feet of water, 4,500 feet of off-site sewer and 2,200 feet of off-site water pipe. They will also install 43 sanitary manholes and roughly 80 storm structures.

“We’re basically building two developments on one site,” explained Robards. “There’s a lot of infrastructure going on. We started clearing in April, got into full production in June and we will probably wrap up here next fall. This is an awesome opportunity for us.”

### Cutting edge

Robards’ firm is able to handle large jobs like the one in Lexington thanks to advanced technology and support from Brandeis Machinery & Supply Company and Machine Sales Rep Nick Koetter. Robards is committed to incorporating the latest in GPS control into his fleet, which is why he runs Komatsu *intelligent* Machine Control equipment.

“My first experience with GPS was using an aftermarket system on a trackhoe in 2006,”

recalled Robards. “I loved it. Then, we added a Topcon system on a motor grader about six years ago. When the *intelligent* Machine Control equipment came out, we tried a D51PXi and were hooked. The technology is amazing. We are believers.”

Robards’ fleet reflects that statement as it includes a pair of *intelligent* Machine Control dozers – a D51PXi and D61PXi-23 – and a PC360LCi excavator along with another D51PXi dozer on rent.

“The Komatsu technology is so much better than anything else out there,” proclaimed Robards. “We run a mixed fleet, and when we need a new machine, we demo what’s available. When it comes to advanced technology, Komatsu is the best.

“The integrated GPS system has made us a lot more efficient,” he continued. “When we are laying pipe, for example, I am able to dial my subgrade in below my invert for six inches of rock. Then I go back to the model and grade the rock. I always have six inches, and I don’t have to move material twice. It speeds up the entire process. At the end of the day, we’re probably 10 percent faster. The technology is great for younger operators, and it also benefits our experienced people. It takes everyone up a level.”

*Continued . . .*

# Twenty-five years of steady growth

... continued

The support and attention he received from Brandeis along the way also helped make the integration a success.

"Brandeis and Nick are excellent partners," said Robards. "In addition to the machines, they provided all of the training and service we needed to succeed."

## Always on site

With multiple active jobsites, Robards sometimes needs to be in two places at once. While modern science can't offer him any solutions, Brandeis has lent a hand.



Jeff Robards Construction President Jeff Robards (left) relies on Brandeis Machinery & Supply Company Machine Sales Rep Nick Koetter for equipment, training and service needs.

With Topcon's Sitelink3D, a machine-monitoring software that displays the screen from the equipment onto his tablet, Robards can witness the efficiency of his machines from anywhere.

"Sitelink is an amazing tool," said Robards. "From my tablet I can be inside the cab. If an operator has a problem, he can call me and I can see what he's seeing. If plans get changed, I can upload them right to the machine from here; and if I need to send a message, I can do that, too. Once I had an operator who had some questions while working on a job. I walked him through the process step-by-step from my tablet. Without Sitelink, it would have taken him all afternoon to do the operation, call me, and complete the next step. It's unreal."

## Being the best

While growth has come gradually for Jeff Robards Construction in the last 25 years, size hasn't been a priority for the company, just quality.

"I've never been concerned with being the biggest, I just want to be the best," stated Robards. "I don't have any grand growth plans for the next decade, but I want to continue to offer a quality product for our customers. If growth happens, then that's great, but it's not my main goal." ■

At a large project in Lexington, a Jeff Robards Construction operator uses a Komatsu intelligent Machine Control D51PXi dozer to grade the site.

"When it comes to advanced technology, Komatsu is the best," noted President Jeff Robards.



CLOSE TO OUR CUSTOMERS

 **WIRTGEN GROUP**



# For your success.

**ROAD AND MINERAL TECHNOLOGIES.** The WIRTGEN GROUP owes its strength to the excellence of its product brands - WIRTGEN, VÖGELE, HAMM and KLEEMANN - with their unique wealth of experience. Put your trust in the WIRTGEN GROUP.

➤ Find out more: [www.wirtgen-group.com/america](http://www.wirtgen-group.com/america)

**WIRTGEN**

/

**VÖGELE**

/

**HAMM**

/

**KLEEMANN**



**Louisville, KY • (502) 491-4000**  
**Stanville, KY • (606) 478-9201**  
**Paducah, KY • (270) 444-8390**  
**Lexington, KY • (859) 259-3456**

**Corbin, KY • (606) 528-3700**  
**Indianapolis, IN • (317) 872-8410**  
**Evansville, IN • (812) 425-4491**  
**Fort Wayne, IN • (260) 489-4551**

# RECRUITING A NEW GENERATION

## Creating a sense of community and belonging can attract, retain millennial workers

Construction companies are facing a critical time. An abundance of available projects is unquestionably a good thing, but the industry's positive momentum is exposing one of its most serious issues – the lack of skilled workers.

While company owners are beginning to invest in recruiting measures, keeping new staff members will be the next challenge. That may be especially true for millennials. Hiring and retaining them is a growing concern, especially considering that they now comprise the majority of the workforce. According to a Gallup poll, six in 10 millennials are currently open to exploring new job opportunities.

Part of the reason is the ability to easily search for a seemingly infinite number of jobs at any time. There are thousands of positions listed

across hundreds of online job sites, so why would employees limit themselves to one career for the rest of their lives? Society fosters the perception that the next employer will pay more or will offer other attractive features.

Some of the blame lies in the culture of instant gratification, but a majority of the issue stems from a disconnect between employer and employee. Many young workers would like to stay at a job long term, if only their companies did a couple of things differently.

Cracking the code that is the millennial workforce will make or break businesses throughout the next decade, notes Iluma Learning, Inc. Founder Amy Parrish. “Millennials are looking to be a part of something; they crave a sense of community and belonging,” she writes. “The idea of working for a faceless corporation is not always appealing to millennials – they want to be welcomed and appreciated for their efforts, regardless of the industry. A company’s culture goes a long way toward helping it transcend a workplace and become something more meaningful that employees can really buy into and commit to.”

### Match practices to your culture

Taking concrete steps can help your company understand how to hire, develop and retain this generation of young, ambitious workers. According to Parrish, every organization has a culture, whether it defines one or not.

“The way a company runs its daily operations, values employees and works with customers shapes its culture,” she writes. “Making a concerted effort to delineate and develop a positive culture goes a long way toward attracting and retaining employees. While rules and regulations can create the outline

Companies can attract and retain millennial employees by creating a positive culture. “The real culture is what happens at the workplace every day,” said Iluma Learning, Inc. Founder Amy Parrish. “If a company says it values employees’ opinions, staff members should feel like their input matters. Talk to employees and managers to truly determine if your company’s practices are matching up with your culture.”





for a company, the culture colors, shades and highlights the areas that reside outside the lines. Policies and procedures may tell the what, but culture provides the who, why and how.”

Parrish points out that a culture is about more than buzzwords on letterhead or a website. “The real culture is what happens at the workplace every day. If a company says it values employees’ opinions, staff members should feel like their input matters. If it says it cherishes time away from work, then an organization should not require 80-hour workweeks or shame workers into forgoing their vacation days. It is important for owners and leaders to monitor the real culture of their workplace continuously. Talk to employees and managers to truly determine if your company’s practices are matching up with your culture.”

### **Avoid the turnover trap**

Millennials want to be pushed and challenged to do more. Creating a culture where employees feel welcome and encouraged to test their resolve from day one will entice new hires to join your team and also stay longer. You will be rewarded with hardworking, long-term employees who are invested in the company.

Winning over millennial talent has less to do with offering hip perks or remodeling the office than it does with showing millennials that they have a future at your organization where they can learn, grow, achieve and lead, according to a recent Gallup poll. Providing opportunities for

career growth as well as personal development plays a major role for millennials when deciding where to work and how long they are willing to stay with one company.

Like any employee, as millennials learn and grow, they want opportunities to provide input and the ability to work independently when appropriate. Show a candidate that there is genuine mutual trust between employer and employee to accomplish a task without micromanagement. Once a millennial is hired, create a monthly review to show progress and areas of improvement. The review should be a two-sided equation. When you involve millennials in the process and define their aspirations, you will create a stronger connection between the company and the work that millennials are doing.

“Employers will be relying on millennial talent for decades to come,” writes Klyn Elsbury, CEO & Founder of Landmark Makers in an article that appeared on Forbes.com titled “Five Proven Tactics for Hiring and Retaining Millennial Employees.” “If you want your new talent to stay with you, you have to give them unique reasons to. Only the organizations that understand how talent wants to be treated will avoid the turnover trap.” ■

---

*Note: Information in this article was gathered and compiled from various sources, including an interview with Amy Parrish, M.Ed., MBE, a Professional Management Leadership Specialist for the heavy equipment industry. She has 15 years of experience in the industry and has worked with the Association of Equipment Distributors as well as several heavy equipment manufacturers.*

A recent Gallup poll found that six in 10 millennials are currently open to exploring new job options. You can attract and keep millennials by giving them opportunities to grow and learn.

# HE'S NOT THE TYPE TO COMPROMISE.

## WE'RE NOT EITHER.

GORMAN-RUPP CONSTRUCTION PUMPS  
ARE ENGINEERED TO MEET THE HIGHEST  
STANDARDS IN THE INDUSTRY. *HIS.*

He's not just a worker. He's a craftsman. And that means he holds himself—and his tools—to a higher standard. He chooses Gorman-Rupp construction pumps for his jobs because he knows Gorman-Rupp pumps are engineered with simple designs and high quality parts to minimize repairs and service. So he can rely on his pumps to keep doing their job—and doing it well—day in and day out. Gorman-Rupp simply doesn't make compromises when it comes to quality. *And neither does he.*



**GR**  
GORMAN-RUPP  
PUMPS



Louisville, KY • (502) 491-4000  
Stanville, KY • (606) 478-9201  
Paducah, KY • (270) 444-8390  
Lexington, KY • (859) 259-3456

Corbin, KY • (606) 528-3700  
Indianapolis, IN • (317) 872-8410  
Evansville, IN • (812) 425-4491  
Fort Wayne, IN • (260) 489-4551

# COMMUNITIES AT RISK

## Additional federal infrastructure investment is critical to ensuring safe drinking water

When news of the Flint, Mich., water crisis made headlines, nearly 21 million people across the country relied on water systems that violated health standards. Low-income communities, minority populations and rural towns disproportionately deal with barriers to safe water.

Drinking water challenges are complex: failing infrastructure, polluted water sources and low-capacity utility management are all part of the issue. Declining investment in water infrastructure throughout the last several decades has exacerbated the problem.

Access to safe water is essential for our survival and our economy. Without serious investment in water infrastructure, we will continue to put communities at risk. As a country, we must support existing funding sources for water infrastructure, develop new and innovative funding mechanisms and more effectively prioritize the water needs of underserved communities.

Investment in water infrastructure has decreased. An analysis from the Value of Water Campaign shows that combined federal investment in drinking water and wastewater infrastructure declined from 63 percent of total capital spending to 9 percent since 1977. State and local governments have also decreased their capital spending on water infrastructure in recent years. The EPA estimates that the United States needs to invest \$472.6 billion in the next 20 years, the majority of which can be attributed to rehabilitating, upgrading and replacing existing infrastructure.

### Essential for health, economy

Safe water is essential to our health – and if we're not healthy, we can't work. Businesses

and industries rely on water to support worker productivity and as a raw resource for goods and services. According to the Economic Policy Institute, \$188.4 billion spent on water infrastructure investment in five years can yield \$265 billion in economic activity and create 1.9 million jobs.

Federal investment in water infrastructure must continue to grow. The reality is that Flint is not an isolated incident. Communities across the country struggle to provide safe water. People are working hard to address these issues, but more effort is needed. Everyone can play a role by making our failing water systems and the communities that rely on them a priority. Safe water must no longer be a luxury. ■

---

*Sara Schwartz holds a master's degree in environmental management from the Yale School of Forestry and Environmental Studies. This article is excerpted from a blog post. For the full version, visit [blog.ucsusa.org](http://blog.ucsusa.org). Connect with Schwartz at [www.linkedin.com/in/saraschwartz1/](http://www.linkedin.com/in/saraschwartz1/).*



Sara Schwartz,  
Union of Concerned  
Scientists, Early  
Career Scientist  
Mentor Program  
Participant

**Investment in the nation's water systems is critical, and we must put more money toward existing infrastructure, especially in underserved communities, says Sara Schwartz, Union of Concerned Scientists, Early Career Scientist Mentor Program Participant.**



# KOMATSU®

## WORKS FOR ME™

**"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!"



# KOMATSU®

THAT'S WHY I AM KOMATSU

[komatsuamerica.com](http://komatsuamerica.com)

© 2018 Komatsu America Corp. All Rights Reserved



029



# INTELLIGENT INSTALLATION

## Boomerang Corp. finds added value on utility applications with PC490LCi excavator

Since opening his own construction company in 1998, Bryce Ricklefs has always looked outside the box to find a hidden niche to help his company, Boomerang Corp., thrive.

Twenty years later, Ricklefs continues to search for those advantages, which is why he selected a Komatsu *intelligent* Machine Control PC490LCi excavator with integrated GPS technology last year.

"We were one of the earliest adopters of GPS because we knew it would help save time and money, and it's a strategy that continues to work," shared Ricklefs. "For us, it was a no-brainer to add the PC490LCi to our fleet."

While most PC490LCi owners use the excavator in mass grading applications, Ricklefs believed the machine also offered advantages on Boomerang's utility-installation projects.

"Using the PC490LCi for utility applications has improved our efficiency," reported Ricklefs. "It's quicker and more cost effective because we can hit grade without a person in the hole guiding the operator; the machine does that step for us. Plus, the plans are right there on the screen in the cab, so the operator doesn't have to get out or stop to ask as many questions. We can get on grade, switch to pipe and move to the next cut faster."

"We reduce the amount of material because the excavator prevents overdigging, which also saves on rock as the bottom of the cut is always uniform," he added. "In addition to material savings, it enables us to provide a quality finished product with consistent bedding throughout the project."

### Komatsu delivers

Komatsu was on-hand to assist Boomerang in unlocking the advantages of the system.

"They came here for training and helped us set up," noted Ricklefs. "It was quick and easy. Right now, we are about 10 percent more efficient and regularly within one-tenth of a foot of grade. As we get more comfortable, I'm confident we will see both of those numbers improve."

Boomerang recently expanded its investment in *intelligent* Machine Control technology as it acquired a PC360LCi excavator last fall and two D51PXi dozers earlier this year.

"Our purchase of the PC360LCi is a direct result of our experience with the PC490LCi," stated Ricklefs. "They are the first of what I envision as many Komatsu i-machines for us." ■



Bryce Ricklefs,  
President  
Boomerang Corp.

A Boomerang Corp. operator uses a Komatsu *intelligent* Machine Control PC490LCi excavator to dig a trench to install storm pipe. "Using the PC490LCi for utility applications has improved our efficiency," said Boomerang Corp. President Bryce Ricklefs. "We can hit grade, switch to pipe and move to the next cut faster."





Discover more at  
[BrandeisSolutions.com](http://BrandeisSolutions.com)

# A 'GAME CHANGER'

## First contractor to use revolutionary *intelligent* Machine Control is more efficient, productive than ever



Joe Liesfeld III,  
Vice President



Kelby Morgan,  
Project Manager

Liesfeld Contractor takes pride in being at the forefront of construction technology. The Richmond, Va., earthwork contractor was one of the first in its community and surrounding area to use a dozer with an aftermarket GPS grading system.

"It was awkward, but it was cool; and, at times, it would grade by itself using an indicator system," recalled Vice President Joe Liesfeld III, who along with his father, Joe Jr., own and operate the firm. "The technology continued to improve, which helped with efficiency, but the drawback was that our operators had to spend time installing and taking down masts and cables every day. That takes a bite out of production time."

When Komatsu introduced its initial *intelligent* Machine Control dozer five years ago, Liesfeld

Contractor jumped at the chance to be the first to demonstrate the revolutionary D61i-23 with factory-integrated GPS that required no time-consuming set up of masts or cables.

Komatsu has since added five more sizes of the machine: D39i, D51i, D65i, D85i and D155i. Some of the dozers are in their second generation, including the D61i-24s. All feature fully automatic blade control from first pass to last. During rough-cut, if the system senses excess blade load, it automatically raises the blade to minimize track slip and maintain forward momentum. The blade also automatically lowers to push as much material as possible for maximum production in all situations.

"Right away we recognized that the original D61i was a game-changer," stated Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product. After the trial period, we made it part of our fleet and have since put additional units to work. We use them in all facets of construction, from stripping topsoil to putting a site to final grade. The accuracy is outstanding."

### Accuracy delivers productivity

With thousands of machines in North America and total fleet hours into the millions, Komatsu's *intelligent* Machine Control dozers have proven to reliably deliver accuracy on jobsites.

"The blade is a dirt pusher, and it's also our survey crew," stated Liesfeld. "The dozers always know where they are in relation to final elevation. They have virtually eliminated staking and the need for extra labor to check grade, which is a huge cost savings. After the

A Liesfeld Contractor operator grades with a Komatsu D51PXi-24 dozer. "The blade is a dirt pusher, and it's also our survey crew," said Vice President Joe Liesfeld III. "This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer."

### ► VIDEO





Komatsu *intelligent* Machine Control excavators, including this PC360LCi-11, are go-to machines for Liesfeld Contractor, which puts them to work excavating, digging trenches and constructing ponds. “They have the versatility to move mass quantities of materials as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly,” said Technology/GPS Manager Chris Ashby.

site model is loaded into a machine, we set up a base station and a benchmark, and that’s it. We have noticed the biggest savings with fine grading. This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer.”

Liesfeld Contractor’s Technology /GPS Manager Chris Ashby builds 3-D site models based on CAD files provided by engineering firms. After checking for accuracy, he sends the models to the dozers via Topcon’s SiteLink3D system.

“It’s seamless, and once the model is loaded, the machine is ready to go to work,” said Ashby. “The operator always has an overall, site-grading map available on the high-res monitor, detailing elevations and where cut-and-fill locations are. If there is a change, I can send an update directly to the machine, so that adjustments are virtually instantaneous.”

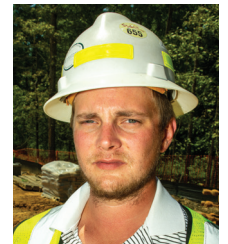
### Excavators effective in every application

Ashby can also transmit revised information to the firm’s *intelligent* Machine Control

excavators. Komatsu announced their arrival with its PC210LCi-10 – the world’s first such excavator – approximately one year after the D61i-23 dozers. Liesfeld Contractor runs a second-generation PC210LCi-11, as well as PC360LCi-11 units.

Among a host of standout features in the excavators is an exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won’t allow it. This reduces wasted time and the need for expensive fill materials.

“The main uses for our excavators are trench digs for dry utilities, so the models are done on a ditch-by-ditch basis, because each is unique,” Ashby pointed out. “Recently, on a large project, we had dozens to dig. If each required staking and we needed someone to constantly check grade, the cost would have been fairly high. Once I loaded the models, the operators could simply excavate the trenches and move the dirt.”



Chris Ashby,  
Technology/GPS  
Manager

Continued . . .

# 'The technology allowed us to work confidently'

... continued

## What others are saying about *intelligent Machine Control*



*"The accuracy is spot-on, and we aren't wasting materials due to overcutting. The technology is easy to use – download a file to the machine, and you're ready to roll in just a few minutes."*

**Bret Barnhart, Owner, Bret Barnhart Excavating**



*"I think what stood out the most to me was using the PC490LCi to cut a slope, and when it was done, the slope was smooth as glass. We loaded the plans, and it cut right to grade with no stakes or grade checkers."*

**Pete Sewczak, Vice President, Zak Dirt**



*"(The integrated system) saves us time and money by eliminating the need to put up and take down masts, and we no longer worry about them getting damaged or stolen. What stands out is the increased production and efficiency. We simply plug the plans into the machines and go to work."*

**Randy Ellis, Owner/Vice President, R&T Ellis**



*"The savings of time and material costs have been significant. We don't need surveyors to drive new stakes or replace the ones that invariably get knocked down."*

**Mike Greenfield, Owner/President, Greenfield Trucking**

Liesfeld Contractor uses its *intelligent Machine Control* dozers, including this D61PXi-24, from first pass to last. "Right away we recognized that the original D61i was a game-changer," said Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product."



Morgan added, "There were a lot of ups and downs to those utility trenches compared to straightforward ditch digs, which added to the complexity. As a result, there was no way to use laser guidance. Every grade break required staking, but the integrated system eliminated the need for that. The technology allowed us to work confidently, knowing that once the excavators reached target depths at each point of the trenches, our operators could not go beyond that."

On the same project, Liesfeld Contractor used the excavators for additional applications. "They have the versatility to move mass quantities of materials, as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly," said Ashby. "Because these excavators are accurate and could put the entire area to grade, we did it without a dozer. That eliminated additional machine costs."

## Upped the ante

Joe Liesfeld Jr. founded Liesfeld Contractor in 1972, clearing house lots with a dozer, chainsaw and a dump truck. As the years progressed, so did the company. By the mid-1980s, commercial site work and other large projects that involve a comprehensive package of services became the norm, most of them for repeat customers. The Liesfelds also operate an environmental company that offers wetland construction, as well as a recycling operation.

Expansion continued through the 1990s, when Joe III and his brother, Kenny (who's no longer with the company), as well as Morgan joined the business. The trio were instrumental in bringing GPS technology to Liesfeld Contractor's jobsites.

"We have moved millions of yards of dirt through the years, and we've always sought ways to be as efficient and productive as possible," said Morgan. "The *intelligent Machine Control* products really upped the ante. They make operators at every career level more effective, and our people love them." ■

# KOMATSU®

## WORKS FOR ME™



**"WE'RE NOT A BIG COMPANY,  
BUT KOMATSU TREATS US  
LIKE WE ARE."**

### BETTER SUPPORT.

"My cousin Thomas and I started our construction company on a wing and a prayer. We couldn't have done it without the financing, training, tech assistance and support we received from Komatsu and our distributor. The products are top quality. They make us efficient at our job, and feel connected—like they want to be our partner in this. That's why Komatsu works for us!"

**Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS**

# KOMATSU®

*THAT'S WHY I AM KOMATSU*

[komatsuamerica.com](http://komatsuamerica.com)



© 2018 Komatsu America Corp. All Rights Reserved 033

# KOMATSU®

## WORKS FOR ME™

**"I'VE USED THEM ALL AND  
KOMATSU IS THE BEST."**

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."



# KOMATSU®

THAT'S WHY I AM KOMATSU

[komatsuamerica.com](http://komatsuamerica.com)

© 2018 Komatsu America Corp. All Rights Reserved



028



Discover more at  
BrandeisSolutions.com

## EFFICIENT MATERIAL MOVEMENT

### Komatsu's new wide-blade dozer excels when low ground pressure is needed

The ability to move mass quantities of material and finish grade with one machine on a variety of jobsites is a distinct advantage. Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer provides it in a package that includes nearly a foot more blade width and six-inch larger track shoes than its standard counterparts. Traditional and *intelligent* Machine Control models are available.

The 53,925-pound dozers have 14.1-foot, six-way blades, which deliver greater grading productivity and versatility, according to Chuck Murawski, Komatsu Product Manager, Dozers, who emphasized that customers are increasingly using these size-class dozers for more than slot dozing. Komatsu beefed up the C-frame to ensure it could carry the wider blade.

"Our D65s handle the heavy lifting of stripping, cutting and pushing, and the Wide VPAT blades make them excellent finish dozers," he said. "Each has increased steering power for greater maneuverability, and we added an automatic shift mode with a full-time torque converter that maximizes production and efficiency on both short and long pushes. The hydraulics are smooth, so operators can control the blade with little effort."

#### Light footprint

The D65PX-18 Wide VPAT Blade Specification models really stand out in sensitive areas, said Murawski. Ground pressure with the 36-inch track shoes is approximately 5 PSI, which is 14 percent lower than machines with 30-inch shoes.

"This makes them ideal for projects such as landfill cells where the dozer is running across a liner or in pipeline construction where it's operating on top of buried pipe," reported Murawski. "Another advantage is that the

shoes are centered on the track compared to being offset like some competitive models, so the load is always evenly distributed. That helps lengthen undercarriage life."

Komatsu equipped the D65 dozers with its PLUS (Parallel Linkage Undercarriage System) Undercarriage, which features rotary bushings and larger components that undergo a unique heat-treating process for increased strength and durability.

"Customers report increased flotation and better traction with the wide, 36-inch track shoes; greater stability on slopes with the 7 percent wider track gauge; faster times when spreading material using the 14.1-foot blade; and a smooth, comfortable ride from a well-balanced machine," said Murawski. ■



Chuck Murawski,  
Komatsu Product  
Manager, Dozers

#### Quick Specs on Komatsu's D65PX-18 Dozer Models

Model	Horsepower	Operating Weight	Blade Capacity
D65PX-18 Wide VPAT and D65PXi-18 Wide VPAT	217 hp	53,925 lb	5.8 cu yd

Komatsu's new D65PX-18 Wide VPAT Blade Specification dozer has wider blades and track shoes, allowing for more efficient material movement on areas where low ground pressure is essential.



# Tougher Than Everything

Montabert breakers sense the hardness of material, adapting their power and strike frequency to deliver just the right amount of energy. You get the best possible performance every time, without all the wear and tear.

More breakups.  
Fewer breakdowns.  
That's Montabert.

---

*See our attachments in action!*  
[montabertusa.com](http://montabertusa.com)

---



Follow us on social media for  
regular updates from **Montabert!**

2905 Shawnee Industrial Way  
Suwanee, GA 30024  
[ussales@montabertusa.com](mailto:ussales@montabertusa.com)  
866-588-8690



**MONTABERT®**



*Engineering Innovation since 1921*

Montabert and the Montabert logo are registered trademarks of Montabert S.A.S. in the United States and various countries around the world.

**Available through Brandeis Machinery and Supply Company**



Discover more at  
BrandeisSolutions.com

## NEW PC1250-11 EXCAVATORS

### Increased horsepower significantly boosts productivity and profitability

Numbers tell the tale on Komatsu's upgraded PC1250 excavators. They offer a 13 percent boost in horsepower and up to 8 percent greater productivity, all while maintaining the fuel consumption of their Dash-8 predecessors. Two configurations are available – the PC1250-11 with a short undercarriage and a PC1250LC-11 with a long undercarriage – allowing users to match the excavator to their particular applications.

"The higher horsepower delivers additional power to the pumps, which helps the excavator handle the high-demand segments of a cycle more effectively," said Kurt Moncini, Komatsu Senior Product Marketing Manager, Tracked Products. "We also made some changes to reduce hydraulic pressure loss for improved efficiency. During tough applications, the machines keep their digging force longer. Operators who have run the Dash-8 model, should notice a significant increase in performance."

Companies involved in large, high-volume excavating jobs should choose the short undercarriage PC1250-11, which has a shorter boom that's thicker at the arch. "This short-boom configuration allows customers to use a bigger bucket," explained Moncini. "It's primarily made for one application – high-production truck loading. Fifty-ton to 70-ton-class trucks are an ideal match, but the PC1250-11 is also more than capable of loading up to 100-ton trucks."

#### Versatile LC configuration

In addition to mass excavation and truck loading, the PC1250LC-11 long-undercarriage configuration excels in deep sewer and water trenching, general construction and mining/quarry applications. It features a standard 29-foot, 10-inch boom and arm options of 11'2", 14'9" and 18'8".

"The long undercarriage model provides greater versatility because its arm options and longer boom enable larger digging envelopes with greater reach and digging depths," said Moncini. "The ability to handle objects such as manholes and box culverts is outstanding, too. This is a great, larger-size, multi-purpose excavator."

"Komatsu's Business Solutions Group can help identify the right configuration and machine specifications to best suit customers' operations," added Moncini. "Whichever they choose, either excavator will meet their needs and do so more productively and efficiently, which increases profitability." ■



Kurt Moncini,  
Komatsu Senior  
Product Marketing  
Manager,  
Tracked Products

#### Quick Specs for Komatsu's PC1250 Excavators

Model	Net Horsepower	Operating Weight	Boom Length
PC1250-11	758 hp	259,960-265,900 lb	25 ft, 7 in
PC1250LC-11	758 hp	269,300-275,240 lb	29 ft, 10 in

Komatsu's new PC1250-11 short-undercarriage, mass-excavation excavator (shown below), as well as the PC1250LC-11 long undercarriage model, deliver greater production while maintaining the same fuel efficiency as their their Dash-8 predecessors.



# REACH YOUR EXCAVATOR'S POTENTIAL

**b** **BRANDEIS** Proudly Sells



Mulchers & Attachments



**WE HAVE A MULCHER FOR YOUR SIZE EXCAVATOR 7 - 40 TONS!**  
**SEVERE DUTY or HEAVY DUTY MULCHERS**



[fecon.com](http://fecon.com)

800.528.3113

# VOICE OF THE CUSTOMER

## Feedback leads to increased power, lift capacity and more in new XT-5 Series track feller bunchers

Lift capacity and power are major contributors to production in the woods, and Komatsu's XT-5 Series of track feller bunchers deliver both with a more powerful Tier 4 Final engine and greater lifting ability for enhanced logging performance. Komatsu also improved reliability and durability with the introduction of a new rugged undercarriage that significantly extends service life.

Four models – XT430-5 (non-leveling), XT435L-5, XT445L-5 and XT465L-5 – with operating weights ranging from 66,359 to 74,516 pounds are available. Compared to their predecessor XT-3 models, the contemporary XT-5s have a 310-peak-hp, Cummins engine that provides increased horsepower and torque and lowers fuel consumption by as much as 10 percent, thanks to advanced engine and hydraulic system control designs.

Lift capacities at full-reach have jumped 75 percent on the XT430-5, XT435L-5 and XT445L-5, and 16 percent on the XT465L-5. The latter now readily operates the Quadco (a Komatsu-owned company) 24-inch cutting-capacity, high-speed disc saw heads.

### Responding to customers

"We have been systematically gathering and analyzing voice-of-the-customer input to define our next generation of feller bunchers," said Steve Yolitiz, Manager, Marketing Forestry, Komatsu America. "The XT-5 Series represents the culmination of translating this input into feller bunchers that truly meet the needs of today's demanding loggers."

Larger-capacity, hydraulic piston pumps for the implement, attachment and disc saw operate at 500 rpm lower speed, while providing high flow. Each pump has

pressurized suction inlets to reduce cavitation risk. Boom, arm and rear hydraulic tubes and hoses have robust forestry-specific guarding that improves protection and sheds debris.

The undercarriage's rugged 8.5-inch track chain link has a thicker and stronger bushing strap to resist "twist," as well as a high-density track roller and idler bushing material that extends wear cycles. All final drives feature a triple-labyrinth, floating-seal housing to protect the seal against mud packing. Other undercarriage improvements further extend service life.

Komatsu relocated the state-of-the-art forestry cab to the left of the boom for industry commonality. Design changes give superior lines-of-sight to each track. Standard rearview and optional right-side-view monitoring systems further enhance the operator's view. Eleven LED lights provide superior visibility for night operations. ■



**Steve Yolitiz,**  
Manager,  
Marketing Forestry,  
Komatsu America

Komatsu's new XT-5 Series of track feller bunchers delivers increased power, lift capacity, reliability and durability as well as KOMTRAX® telematics system technology. Four models are available.



CONTINUOUS IMPROVEMENT



Discover more

# COMFORT AND PERFORMANCE

## Takeuchi introduces TB235-2 compact hydraulic excavator to its lineup

Takeuchi has launched the all-new TB235-2 compact hydraulic excavator. Sharing the same design concept of the TB230, TB240 and TB260, the TB235-2 delivers a 3.5-ton product in this competitive market classification.

The TB235-2 meets the needs of a wide range of customers including general

With an operating weight of 7,474 pounds, dig depth of 10 feet 7.7 inches, maximum reach of 17 feet 3 inches and breakout force of 9,127 pounds, the TB235-2 provides excellent working range and performance.

contractors, landscapers, utility contractors and the rental industry.

With an operating weight of 7,474 pounds, dig depth of 10 feet 7.7 inches, maximum reach of 17 feet 3 inches and breakout force of 9,127 pounds, the excavator provides excellent working range and performance. Additionally, the TB235-2 shares the 24.4-horsepower engine with the TB230 and requires no additional exhaust after-treatment systems.

The operator's station is spacious and features an automotive-style interior with a multi-information display to keep the operator informed of machine health and condition. A cab option is available with air conditioning and heat to offer year-round operator comfort in varying climates and conditions.

### Beneficial data

Takeuchi Fleet Management (TFM) telematics system is standard equipment on the TB235-2 and provides free access for the first two years of ownership. TFM supplies a wide variety of data that includes machine location, health, condition, and run time. The TFM system helps reduce downtime, control costs, perform remote diagnostics and schedule maintenance.

"The TB235-2 represents Takeuchi's continued commitment to product improvement, which allows us to deliver the latest in technology and performance to our customers," said David Caldwell, National Product Manager at Takeuchi-US. "This excavator can be easily transported, has excellent stability and customers will find it to be an exceptional value." ■



**ADVANCED TECHNOLOGY  
OF A WORLD LEADER**

**Takeuchi**  
From World First to World Leader

**— TL6R —**  
**MAXIMUM LIFT** **9 FT**  
**HEIGHT** **↓ 6.4 IN**  
**OPERATING CAPACITY**  
**1,841 LBS**

**Power. Performance. Reliability.**  
Why settle when you can get all this  
and more in one great machine?  
**Takeuchi, no compromise!**

Takeuchi Fleet Management  
is available on most models.  
See your dealer for details.



< For more information on this model or any other great Takeuchi machine, visit [takeuchi-us.com](http://takeuchi-us.com) >



**Louisville, KY • (502) 491-4000**

**Stanville, KY • (606) 478-9201**

**Paducah, KY • (270) 444-8390**

**Lexington, KY • (859) 259-3456**

**Corbin, KY • (606) 528-3700**

**Indianapolis, IN • (317) 872-8410**

**Evansville, IN • (812) 425-4491**

**Fort Wayne, IN • (260) 489-4551**

# ENGAGING MINE OPERATORS

**Brian Yureskes, Director of Sales and Global Accounts, says direct conversations benefit mining customers**



**Brian Yureskes, Director of Sales and Global Accounts, Komatsu Mining**

*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.*

It was almost a foregone conclusion that Brian Yureskes would land in his current role as Director of Sales and Global Accounts, Komatsu Mining. He started with Komatsu six years ago in product marketing for construction equipment and became Director of Training and Publications at the company's Customer Center in Cartersville, Ga. Then, in 2015 the opportunity to move into mining presented itself, and Yureskes took it.

"My first job out of college was in operations management for a mining company," recalled Yureskes, who graduated from the Colorado School of Mines in 2005 with a mining engineering degree. He recently completed his MBA at Bradley University in Peoria, Ill. "When I came to Komatsu, I was indifferent as to whether I worked in construction or mining, but, with my background, it made sense that I would eventually migrate to the mining side."

Three years ago, he took the role of a Business Development Lead, working closely with a single mining customer. Last year, Komatsu Mining expanded his duties, putting him in charge of global efforts.

"I have always found mining enjoyable," he shared. "Playing in the dirt with trucks seems like such a natural fit."

Yureskes and his wife, Katherine, have two children and like to stay active. He enjoys weightlifting, mountain biking, basketball and playing some golf now and then. "I don't like to sit still," he said.

**QUESTION:** Customer engagement is a key element of Komatsu's commitment to helping them run more productively, and it gains valuable feedback for machinery improvement. What role does it play for Komatsu Mining?

**ANSWER:** We are engaging both current and potential customers by going into the field more often in order to better understand their operations, requirements and what they expect from us. We want them to know how Komatsu can meet their needs with a variety of innovative and technologically advanced trucks that move massive amounts of materials, as well as with the support to ensure that they do so in the most efficient manner possible. These direct conversations also provide valuable feedback as we look to the future.

This year is the 10th anniversary of our Autonomous Haulage System, or AHS. During the past decade, the system has moved around 2 billion tons of material. Mines that are not utilizing AHS vehicles are seeking information about the benefits, which are outstanding. In the past, there may have been some reluctance on our part to talk about these advantages beyond our AHS customer base. We are more actively spreading the word to customers through various means, such as inviting them to our proving grounds where we field test the trucks.

**QUESTION:** The Peoria Manufacturing Operation (PMO) focuses on mining trucks. What specific products are produced there?

**ANSWER:** We manufacture seven of the largest electric-drive mining trucks in the world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous



Brian Yureskes, Director of Sales and Global Accounts, Komatsu Mining, says customer engagement provides valuable feedback that can have a direct impact on new products.

versions of some models. Every Komatsu mining truck ordered worldwide is built and shipped from the PMO. In addition, all global engineering support, research and development, parts and testing for the products manufactured are handled it here. That's unique compared to other Komatsu manufacturing operations in North America.

**QUESTION: What is the state of the mining industry?**

**ANSWER:** There has been some overall volatility lately. After a down period, all the markets experienced a surge, then stabilized a bit. Trends look positive going forward, and analysts are predicting growth for mining during the next five years. Komatsu is taking a proactive approach to further expand its footprint in the mining sector.

**QUESTION: Do you encourage customers to visit the PMO?**

**ANSWER:** Absolutely. It's a fantastic experience for people to see how these massive haulers are manufactured. If the timing is right,



Komatsu's Peoria Manufacturing Operation produces seven of the largest electric-drive mining trucks in the world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous versions of some models.

visitors may even watch their own trucks being built. We also view it as a great opportunity to showcase the quality that Komatsu builds into its products and the world-class support behind them. ■

# KOMATSU®

## WORKS FOR ME™

**"FAILURE IS NOT  
AN OPTION IN THE  
JUNGLE."**

### THE MOST RELIABLE.

"At D. Grimm, Inc., we handle construction projects across the USA and in Puerto Rico that keep our crews and equipment constantly on the edge. And it's my reputation that's on the line, so I choose Komatsu over all other brands because they've proved that they're the most reliable. If you need exceptional construction equipment, and a company that will work hard for you, I recommend Komatsu!"

**Dawn Mallard / D.Grimm, Inc. / Conroe, TX**

# KOMATSU®

*THAT'S WHY I AM KOMATSU*

[komatsuamerica.com](http://komatsuamerica.com)

# NEW ENGINE OIL

## Komatsu designed its CK-4 Genuine Engine Oil for better wear protection in all conditions

Lubricants are the lifeblood of any machine, helping them run at peak performance, according to Bruce Gosen, Senior Product Manager, Komatsu Parts Marketing. "They protect against wear, so it's essential to have the best oil possible for extended engine life," said Gosen.

Komatsu makes its new EO15W40-LA (CK-4) from semi-synthetic base oil rather than from conventional base oils. "That provides better protection, especially in severe conditions, compared to most other 15W-40 engine oils in the marketplace," said Gosen. "It also has several benefits that contribute to better fuel economy compared to the CJ-4, which this new product replaces.

Specific benefits of the new oil:

- It has outstanding resistance to oxidation and deposit formation, helping engines maintain their original horsepower and fuel-efficiency ratings.
- The new oil quickly sheds air bubbles, enabling equipment to operate on extreme grades where air can be drawn into the oil-pump suction line and compromise engine health and performance.
- It was designed to protect even the hottest components in off-road engines such as turbocharger bearings, piston rings, top lands and more.
- The oil was formulated to maintain its viscosity, even under extreme oil-drain conditions. EO15W40-LA has a low-ash formula that has been enhanced to meet CK-4 specifications. In addition to Tier 4 equipment, it is backward-compatible for use in Tier 3 and older machinery.

The new engine oil can be used in any brand of equipment that requires 15W-40, CK-4, CJ-4, CI-4 or ECF-3 oil.

"While not required by the American Petroleum Institute, we field tested EO15W40-LA in order to confirm its performance and benefits in large, off-road equipment," said Gosen.

"We encourage anyone who wants excellent performance throughout the life cycle of their machinery to choose Komatsu Genuine Oils like our CK-4, which is one in a line of competitively priced products that are available through our distributors." ■



**Bruce Gosen,**  
Senior Product  
Manager, Komatsu  
Parts Marketing



Komatsu's EO15W40-LA (CK-4) Genuine Engine Oil reduces wear and helps maintain original fuel economy. It is approved for use in all engines that require CK-4 and is backward-compatible for use in Tier 3 and older machines.



SERVING YOU BETTER

# OPTIMIZING JOBSITES

## Partnership for aerial mapping provides resources to reduce costs, increase efficiency



Jason Anetsberger,  
Komatsu Senior  
Product Manager

With drones becoming an increasingly common worksite tool, Komatsu has identified aerial mapping and analytics as key components of its SMARTCONSTRUCTION initiative – a range of integrated hardware and software solutions designed to offer an end-to-end workflow for each phase of construction. In addition to its long-standing relationship with Skycatch, Komatsu recently boosted those capabilities by partnering with Propeller Aero, a global leader in cloud visualization and analytics solutions.

“A Komatsu SMARTCONSTRUCTION jobsite, by definition, is technology enhanced and production optimized,” said Jason Anetsberger,

Komatsu Senior Product Manager. “Adding Propeller Aero as a key partner gives our North American distributors and customers exceptional capabilities to achieve this standard for aerial mapping. Propeller combines simple, yet powerful analysis tools with fast and accurate site visualization.”

Komatsu spent several years testing various commercial drone mapping and analytics options. In Propeller, it found an exceptionally robust product, well-suited to meet the needs of modern construction operations. Propeller balances ease of use with survey accuracy and reliability.

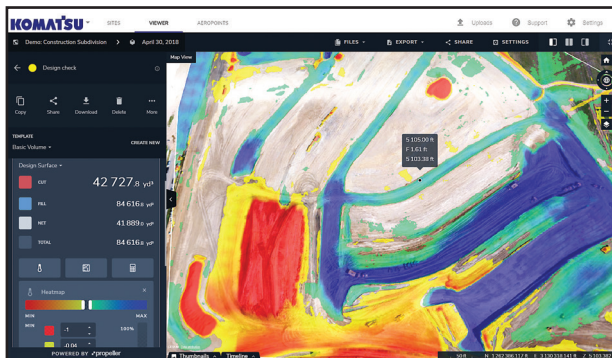
### Powerful data at your fingertips

Propeller’s processing machinery quickly crunches drone images and delivers the results as a cloud-based, 3-D model to a desktop or tablet. From there, powerful collaboration and analysis tools let users perform height, volume and slope calculations as well as monitor if a project is on-track.

The technology platform created by Propeller supports multiple coordinate systems, including local site calibrations. This allows personnel to capture up-to-date data expressed in the specific geospatial coordinate already in use on that jobsite. Local grid support is crucial for ensuring that drone-captured maps and models match up with plans and previous surveys.

“Worksite managers are starting to see the real business value of accurate, up-to-date drone data,” said John Frost, Vice President of Business Development at Propeller Aero. “That’s why we’re building tools and workflows designed for experts and non-experts alike. It’s all about empowering users with information to reduce costs, improve safety and make the most efficient use of resources.” ■

Komatsu is now partnering with Propeller Aero – a leader in cloud visualization and analytics solutions – to provide customers with simple, yet powerful tools that offer accurate site visualization. Propeller balances ease of use with survey accuracy and reliability.





# Powerful team

**Working together to support your lineup.**

Contact your Brandeis location. We're proud to offer equipment from Epiroc.

[epiroc.com](https://epiroc.com)



Louisville, KY • (502) 491-4000  
Stanville, KY • (606) 478-9201  
Paducah, KY • (270) 444-8390  
Lexington, KY • (856) 259-3456

Corbin, KY • (606) 528-3700  
Indianapolis, IN • (317) 872-8410  
Evansville, IN • (821) 425-4491  
Fort Wayne, IN • (260) 489-4551

# INVESTMENT INCENTIVE

## New tax law expands Section 179, allows bonus depreciation on used equipment acquisitions

*For additional information, check with your territory manager, consult your tax adviser and see the online calculator at [www.section179.org](http://www.section179.org).*

Used equipment buyers are the recipients of expanded benefits with the passage of last year's tax law, including the ability to combine Section 179 Expensing and first-year bonus depreciation. Previously, bonus depreciation was limited to new purchases only.

Section 179 Expensing by itself can be significant, and generally companies use this deduction first. The Tax Cut and Jobs Act doubled the deduction limit to \$1 million on qualifying equipment purchases, including previously owned machinery. It also raised the spending cap to \$2.5 million. Once that amount is reached, the deduction begins to decline on a dollar-for-dollar basis. Companies that spend

more than \$3.5 million lose the Section 179 Expensing deduction altogether.

To qualify for the deduction in the current tax year, machinery must be purchased or financed between January 1 and December 31 and placed into service by the end of the year. The latter is an important component and should factor into the timing of buying decisions. The machinery must be delivered and working before the clock strikes midnight and a new year begins.

### Taking a closer look

For illustration, here are some Section 179 Expensing scenarios, which assume that used machinery is acquired and put into service:

1. You purchased outright or financed up to \$1 million worth of previously owned equipment this year. You can fully deduct that amount for the 2018 tax year. This will be the case through the end of 2022.
2. Your acquisition was between \$1 million and \$2.5 million. You can still take a deduction of \$1 million.
3. The purchase exceeds \$2.5 million. The deduction is lowered dollar for dollar. For instance, if the total purchases were \$3 million – you can only claim \$500,000, instead of \$1 million.
4. You bought more than \$3.5 million in used equipment. The Section 179 Expensing deduction is no longer available.

In scenarios 2 and 3, you can now use bonus depreciation in addition to Section 179 Expensing to lower your tax bill. As an example, if you purchased \$2 million in equipment, you can take the \$1 million Section 179 deduction and use bonus depreciation to fully deduct the other \$1 million. Your tax bracket determines your final actual cash savings. ■

The Tax Cut and Jobs Act doubled the Section 179 Expensing deduction limit to \$1 million on qualifying equipment purchases, including previously owned machinery. It also raised the spending cap to \$2.5 million, and companies can now use bonus depreciation for used equipment as well. A calculator to check tax savings is available at [www.section179.org](http://www.section179.org).



# TRUST LEEBOY.



**LeeBoy**

## AS DEPENDABLE AS YOUR DAY IS LONG.

You work hard—and for all the right reasons: pride, quality, reputation, prosperity. You expect your equipment to work as hard as you do, to be every bit as tough, productive and reliable as you are. You can afford nothing less.

We are LeeBoy. The name behind the world's most dependable and productive commercial asphalt paving equipment.



FOR MORE EQUIPMENT INFORMATION, PLEASE VISIT [WWW.BRANDEISMACHINERY.COM](http://WWW.BRANDEISMACHINERY.COM)



## MORE INDUSTRY NEWS

### New video highlights optimal use of backup alarms



Discover more

Canadian scientific research organization, IRSST, recently released a video intended to ensure the optimal use of backup alarms under realistic working conditions. Among the recommendations in the video are placing the backup alarm at the vehicle's rear, at a height of 3 to 6.5 feet above the ground and where it can easily be seen and heard by workers.

Other suggestions include setting the volume just above the level of ambient noise; limiting reversing speed to a maximum of 7.5 mph, allowing workers in the vicinity of the vehicle at least two seconds of reaction time; and using broadband alarms if several vehicles will be reversing at the same time, minimizing the

risks associated with poor ability to locate sound sources.

"The best way to prevent accidents involving reversing vehicles is still to limit reversing as much as possible and to control the number of pedestrians in the vehicle-reversing areas by implementing effective traffic plans," said Hugues Nélisse, Lead Study Author and IRSST Researcher. "Given that backup alarms are still a widely used means of warning people near vehicles that there's a hazard, we have to use them as effectively as possible to ensure safety." ■

Scan the QR code or go to <http://www.irsst.qc.ca/en/publications-tools/video/i/100389/n/backup-alarms-an-optimum-safety-to-watch-the-video>.



**PALADIN**  
POWERFUL ATTACHMENT TOOLS

## The Power of Combined Excellence®

**PALADIN OFFERS  
THE WIDEST BREADTH  
OF ATTACHMENT  
SOLUTIONS ACROSS ALL  
APPLICATIONS**

**CONSTRUCTION  
MATERIAL HANDLING  
VEGETATION MANAGEMENT  
LAND CLEARING  
LANDSCAPING  
AGRICULTURE MATERIAL HANDLING  
SNOW REMOVAL  
ENERGY  
DEMOLITION**

**BRADCO CP CUSTOMWORKS CWS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER**

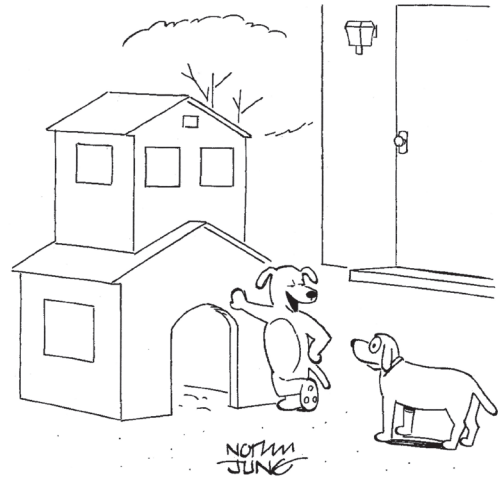


Division of  
**IES** INTERNATIONAL  
EQUIPMENT  
SOLUTIONS

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

## SIDE TRACKS

### On the light side



"My owner is a contractor specializing in new home construction!"



"No, Jason,  
you can't call  
tech support."

### Did you know?

- Beaver teeth are so sharp that Native Americans once used them as knife blades.
- Grover Cleveland is the only American president to get married in the White House.
- The world's first speed limit regulation was set in England in 1903. It was equal to 20 mph.
- The National Turkey Federation reports that 88 percent of Americans eat turkey on Thanksgiving.
- Franklin Mars invented the Snickers bar in 1930.
- Alaska and California, with eight each, are the U.S. states with the most national parks.
- The painting, "American Gothic" depicts the sister and the dentist of artist Grant Wood as farmers.
- A jiffy is an actual unit of time for 1/100th of a second.
- The hyoid bone in the throat is the only bone in the human body not connected to another bone.
- Pumpkins are 90 percent water.

### Brain Teasers

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

1. EROND \_ R \_ \_ \_ \_
2. GIPAPNM \_ \_ \_ \_ P \_ \_ \_ \_
3. TADA \_ \_ \_ \_ \_
4. CEHT \_ \_ \_ \_ \_
5. PSG \_ \_ \_ \_

C.P.I.  
P.O. Box 1689  
C.R., IA 52406-1689

Presorted  
Standard  
US Postage Paid  
C.P.I.

18no4

Low Hour

Late Model

Intelligent  
Machines



Call the Certified Rental Hotline  
to learn more about our Rental  
Program.

Our Rental Guide, along with  
specs on certified machines, is  
available on our web site.

**intelligent**  
**MACHINE CONTROL**

**CERTIFIED RENTAL**

(800) 997-7530

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

