



focusing on

Solutions



A publication for and about Brandeis Machinery & Supply Company customers • www.BrandeisSolutions.com

K&K EXCAVATING, INC.

For 40 years, this southern Indiana company has done everything related to dirt



KOMATSU®



**Keith Naas,
Co-owner**



**Kevin Kiesel,
Co-owner**

A MESSAGE FROM THE PRESIDENT



David Coultas

**Komatsu
leads the tech
revolution**



Dear Valued Customer:

Construction's technological revolution is on a dizzying pace. The industry has embraced telematics for gathering data; increased usage of GPS, drone surveying, parts ordering via the web; and more. Komatsu continues to be at the forefront with *intelligent* Machine Control dozers and excavators that are proven to increase production and efficiency, while reducing costs.

Komatsu wants customers to realize the greatest benefit from its *intelligent* Machine Control equipment, so when it launched the machines, we worked together to add personnel to our staff who can provide high-level technical support. Komatsu has also introduced SMARTCONSTRUCTION, a suite of services designed to assist customers with drone surveying, jobsite setup, model building and much more. Read about the benefits of SMARTCONSTRUCTION in this issue of your Brandeis Focusing On Solutions magazine, then contact us to see how our SMARTCONSTRUCTION team members can be of service to you.

Rear cameras are now a staple in the construction industry, allowing operators to use an in-cab monitor to see what's behind them. Komatsu has taken the concept a step further with KomVision, which places multiple video cameras around a machine to give operators an all-around view. Check out the article on KomVision inside to learn more.

If you want a wealth of information about your machinery, as well as the ability to find parts and fulfill service needs, the new MyKomatsu website provides it all in one convenient place. More details are in this issue.

We also have informative stories about a customer using *intelligent* Machine Control dozers as well as Komatsu corporate trainers who can help you maximize production.

As we closed 2018, we said farewell to three leaders at Brandeis Machinery & Supply Company. We send our best wishes for a healthy, happy retirement to Gene Snowden Jr., Tony Estes and Gary Hirsch.

We hope 2019's construction season is busy and profitable for you. If there's anything we can do to assist, please call or stop by one of our branch locations.

Sincerely,
BRANDEIS MACHINERY & SUPPLY COMPANY



David Coultas
President

IN THIS ISSUE

K&K EXCAVATING, INC. pg. 4

Discover how two childhood friends became business partners and developed a multi-faceted Indiana firm.

SPECIAL EVENT pg. 9

Ride along with Brandeis Machinery & Supply Company customers as they test the latest equipment at Komatsu's most recent Demo Days.

GUEST OPINION pg. 13

Look at the reasons why one industry executive recommends keeping an open mind about hiring former employees.

CONSTRUCTION OUTLOOK pg. 14

Find out what experts see on the horizon for the construction sector in 2019.

CASE STUDY pg. 17

Take a look at how one equipment owner realizes greater production with lower costs thanks to *intelligent* Machine Control technology.

TECH TRENDS pg. 19

Komatsu's SMARTCONSTRUCTION initiative provides a wide array of offerings to help machine owners take full advantage of innovative technology. Explore the details in this issue.

DESIGN INNOVATION pg. 23

Get a glimpse of Komatsu's KomVision system, which delivers an unrivaled view of the work area from an excavator cab.



Published by Construction Publications, Inc. for Brandeis Machinery
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!

David Coultas, President
 Robert Krutsinger, Vice President/Regional Sales Manager
 Lee Heffley, Vice President/Regional Sales Manager
 Keith Harlan, Vice President/Product Support Services/Operations
 Chuck Mueller, Vice President/Coal Services Manager
 Chip Young, General Manager Material Handling
 Todd Coffey, Corporate Service Manager
 Dan Brandon, Manager of Sales & Rental Services
 Craig Leis, Corporate Rental Manager
 Cory Edwards, Used Equipment 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.

Keith Freeland,
 Product Support Rep.

Tom Patrick,
 Wirtgen Product Specialist

EASTERN REGION

Barry Justice,
 Eastern Region
 Operations Manager

STANVILLE

Harold Vittoe,
 Service Manager

Shawn Spears,
 Parts Manager

Jason Douglas,
 Machine Sales Rep.

Justin Richardson,
 Machine Sales Rep.

Rick Johnson,
 Product Support Rep.

CORBIN

Harold Vittoe,
 Service Manager

Josh 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.

Jonathan Beaven,
 Mining Sales Rep.

Rob Lampton,
 Product Support Rep.

Rodney Spaw,
 Rental Rep.

PADUCAH

Jeremy Alexander,
 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

Kennith 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®

A SALUTE TO A **b** **BRANDEIS** CUSTOMER

K&K EXCAVATING, INC.

For 40 years, this southern Indiana company has done everything related to dirt



Keith Naas,
Co-owner



Kevin Kiesel,
Co-owner

When it comes to describing the scope of work that K&K Excavating, Inc. handles, Co-owner Keith Naas keeps his answer simple.

"We do anything," he smiled. "If it involves dirt, we do it; whatever the customer wants."

Starting September 19, 1978, when Keith and childhood friend and now brother-in-law, Kevin Kiesel, teamed up, K&K Excavating, Inc. has done just that. The four decades that followed have included a little bit of everything from utility installation, to trucking to mass excavation. It's the ability to offer a wide variety of services that keeps the company moving forward.

"We've done rock, hauling, clearing, subbed under bigger companies, ran our own site – it depends on what is required of us," said Keith. "We've handled a car dealership, highway work

and a subdivision within the last few years. We just pick what we want to do and get it done."

When the duo decided to make it official and go into the business together, the pieces fell into place fairly quickly.

"We started with yard work, crawl spaces and retention ponds," recalled Kevin. "We just kept growing and adding services. In our second year, we had some oil field jobs, and that's what really got us going."

"Rarely saying 'no' has served us well throughout our careers," he added. "Customers call us because they know that nothing scares us. That helped us grow and earn a good reputation. We don't do anything special, we just put in a lot of effort. Lots of hours and little sleep."

Foreman Stephen Naas uses K&K Excavating's Komatsu WA320 wheel loader to transport fill rock on a jobsite in Evansville, Ind. "It makes my job so much easier," said Naas of the WA320. "I can carry more material with the bucket and forks compared to other loaders."





A K&K Excavating operator uses a Komatsu PC170LC-10 to dig a trench for water utility installation at the Green River Road subdivision project in Evansville, Ind. It's a good size that fits well on a site," said K&K Excavating Foreman Stephen Naas. "We are able to do a lot of things with the PC170 because it's so versatile; plus it's very reliable. That excavator is here working for us every day."

As with most companies with a long history, family is an integral component of the business as Keith and Kevin's wives – sisters Kathy and Rita, respectively – are involved, as are Keith's sons, Stephen and Brian, and daughter Jamie; plus Kevin's son Daniel and daughter Kristy.

"We're proud of being a family company," said Stephen. "We have a good reputation, and we're able to do something we really love."

'Hurtin' dirt'

K&K Excavating boasts a robust skill set, and it has settled into a groove in and around the Evansville, Ind., area.

"Right now we're doing a lot of commercial work – performing site prep, utility installation and laying stone, in addition to subdivisions with the same focus," said Kevin.

On the Green River Road subdivision project in Evansville last fall, K&K crews tackled site preparation and utility installation for the first 30-acre phase of a 160-lot, 120-acre development.

"We moved close to 40,000 yards of dirt during site prep," estimated Stephen Naas. "We also installed nearly a mile of 8-inch sewer and water lines. This was a good project; it was a little bigger than a typical job for us."

K&K Excavation also handled other tasks at the development such as roads and retention

ponds. "Basically, if it involves hurtin' dirt, we're in it," joked Daniel Kiesel. "We also did the soil stabilization and excavated the dirt for a four-acre lake on this job."

In addition to excavating, the firm has 14 trucks for hauling dirt and heavy equipment for customers in 20 states from Missouri to New York.

"We have trucks on the road nearly every day," said Keith.

Komatsu impresses

Keith estimates that K&K Excavations' equipment fleet includes more than 100 items. Recently, Komatsu equipment from Brandeis Machinery & Supply Company and Sales Rep Dustin Olander has made its way into that fleet.

In 2015, K&K Excavating purchased a Komatsu PC170LC excavator and then added a WA320 wheel loader.

"We've been impressed with the Komatsu equipment," said Keith. "It holds up very well, and everyone at Brandeis has been really great. We work with a lot of equipment companies, and it seems to be getting harder to find people who are willing to help customers out when their equipment has an issue. Brandeis, on the other hand, addresses it right away."



Stephen Naas,
Foreman



Daniel Kiesel,
Operator

Continued . . .

'Versatility of the WA320 is impressive'

...continued

Both Komatsu machines have become must-haves on K&K's jobsites.

"We tried several excavators when we were in the market, and the Komatsu PC170 stood out," explained Stephen. "It continues to deliver and is a good size that fits well on a site. We are able to do a lot of things with the PC170 because it's so versatile; plus it's very reliable. That excavator is here working for us every day."

The WA320's reviews follow a similar refrain.

"It makes my job so much easier," noted Stephen. "Just like with the PC170, the versatility of the WA320 is impressive. I can carry more material with the bucket and forks compared to other loaders. I can unload manholes and pipes and throw them around like they are nothing."

The Naas and Kiesel families celebrated K&K Excavating's 40-year anniversary in the summer of 2018. With two generations of both families firmly entrenched in the company's operation, customers can count on the same reliability and quality for decades to come.



At K&K Excavating's pit outside of Evansville, Ind., an operator moves material with a Takeuchi TL12 track loader purchased from Brandeis Machinery & Supply Company. "It seems to be getting harder to find people who are willing to help customers out when their equipment has an issue. Not Brandeis; they address it right away," said Co-owner Keith Naas.



K&K's family connection extends to its distributor as well because Kevin's son Joe is a Construction Engineering Specialist at Brandeis. However, Komatsu machines earn their way due to more than a familial tie.

"Joe was key in getting us the information and opening our eyes to Komatsu," recalled Stephen. "Having his experience is important, although the equipment sells itself."

In addition to the Komatsu wheel loader and excavator, K&K also purchased a Takeuchi TL12 track loader from Brandeis in 2018.

40 more years

As Keith and Kevin reflect on their company, it's easy for them to envision what K&K Excavating will look like in the future. With the second generation fully entrenched in the company's day-to-day activities and the third on its way, sweeping changes to the successful formula are unlikely.

"Our kids are already involved, and that's a pretty good deal," said Keith. "We've put in a lot of work to get where we are, and I think they see that and will do a great job, too."

"Being a successful family company is something that is very important to us," shared Daniel. "I look forward to hitting it hard every day just like my dad and uncle have to keep this rolling for a couple more generations." ■

Takeuchi
From World First to World Leader

ADVANCED TECHNOLOGY
OF A **WORLD LEADER**

INNOVATION
RELIABILITY
POWER
DURABILITY
EST. 1963
↓
**PERFORMANCE
QUALITY**



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



Innovation and quality is what Takeuchi is known for. Our family of great machines have been a part of the construction industry for over 50 years. When **PERFORMANCE**, **RELIABILITY**, and **PROFIT** matter, you deserve a world leader on your team. Takeuchi offers a wide range of excavators, track loaders, wheel loaders and skid steer loaders to help you get your job done.

< For more information on this model or any other great Takeuchi machine, visit 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

KOMATSU®

WORKS FOR ME™



**"WE PUSH EVERYTHING
TO THE LIMITS."**

MORE RELIABLE.

"How does Komatsu work for our construction business? First it's their reliable, quality designed and built equipment. We can't afford downtime, and Komatsu's products are number one in our book. The support we receive from our dealer is outstanding as well. Training, parts, financing—we have experienced the best personal care with Komatsu. They just work best for us!"

Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

KOMATSU®
THAT'S WHY I AM KOMATSU

komatsuamerica.com



Discover more at
BrandeisSolutions.com

COMPLETE LINEUP

Customers test wide range of Komatsu equipment using a variety of materials at Demo Days

Construction equipment owners and operators from across the United States met at the Cartersville Customer Center in Georgia for the three-day fall Komatsu Demo Days event. To provide realistic working conditions, sand, gravel and rocks of various sizes were available so that customers could test machines to their fullest capabilities using materials consistent with their usual jobsites.

Each day began with a tour of the Chattanooga Manufacturing Operation in Tennessee, where many Komatsu excavator models are assembled. After a catered lunch and an informational session about KOMTRAX and Komatsu CARE, attendees made their way to the 45-acre demonstration site to test the latest equipment Komatsu offers.

"Demo Days featured more than 40 Komatsu machines for attendees to operate," explained Komatsu Director of Training and Publications Bill Chimley. "Customers could try out our full

Continued . . .



(L-R) Rodney Spaw, Brandeis Machinery & Supply Company; Scott Bowman, BMB Inc.; and Brandon Karem, Brandeis Machinery, review the full array of equipment.



Mike Wedding, Nugent Sand Co., (left) and Nick Koetter, Brandeis Machinery & Supply Company, meet at Demo Days.

Online Exclusive



Scan to watch a video of BMB Inc.'s Scott Bowman experiencing Demo Days.

▶ VIDEO



The recent, three-day Demo Days event included more than 40 machines for guests to operate at the 45-acre Cartersville Customer Center demonstration site.

Providing a new experience at every visit

... continued

range of equipment, with Komatsu experts ready to answer any questions.”

New competition

The newest addition to the event was a timed competition where participants used a Komatsu PC55MR-5 compact excavator to pick up and drop three rubber balls into a tub as quickly as possible. Daily winners earned a Komatsu

jacket and all who finished in 30 seconds or less received a Komatsu hat.

“We work in a very competitive industry and wanted to introduce some of that spirit into the event,” said Rich Smith, Vice President, Product and Services Division, Komatsu America.

“Our goal is to give the customers a new experience every time they visit the Cartersville Customer Center.” ■



Kevin Woosley of Liter's Inc. takes a closer look at the latest Komatsu trucks.



Brownie Robinson, Robinson Excavating, (left) and Dustin Olander, Brandeis Machinery & Supply Company, get together at Demo Days.



(L-R) Alex Rains, Brandeis Machinery & Supply Company; Tom Cannon, The Walker Co.; and Lisle Dalton of Brandeis Machinery get ready to test equipment.

The newest addition to Demo Days was a timed event where attendees operated a Komatsu PC55MR-5 compact excavator and competed to place three rubber balls into a bucket as quickly as possible.



Andy Shaffer, J.R. Contracting, (left) and Nick Koetter, Brandeis Machinery & Supply Company, talk during Fall Demo Days.

(L-R) Adam Glick and Brandon Bowling of M. Bowling Construction, Inc. along with Jeremy Scott, Brandeis Machinery & Supply Company, check out the excavators available for testing.



TRUST 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.

 **BRANDEIS**
www.brandeismachinery.com

Join our conversation | www.leeboy.com |     

LeeBoy



Powerful team

Working together to support your lineup.

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

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

BRING THEM BACK

In tight labor market, hiring former employees is valid consideration for boosting employee payroll numbers

The largest complaint that I hear from most contractors is their inability to get good workers. That situation hasn't improved with the current low unemployment rate, combined with what is fast becoming a shortage of immigrant personnel.

One source you may not have considered are your former employees, often called "boomerang" workers. This is yet another reason to maintain a cordial relationship with employees when they leave for what they perceive as a better opportunity. Why not ask them if they want to come back, especially when they have shown they are diligent in their jobs?

Each of us makes decisions based on our personal needs at the moment. These may change through time, of course, and a previous work environment may look better with the visibility of hindsight. If you have created a great culture at your organization, this should lend confidence that if circumstances have changed for the employee, then coming back to work for you will appear attractive once again.

Highlight the benefits

Today, with the advent of social media, it has become possible to stay in touch with former employees via a professional site like LinkedIn. When previous staff members have new accomplishments, be sure to congratulate them. You may learn they have gained new skills that will make them even stronger employees than they were previously.

If you do try to entice former employees back to your firm, be ready to tell them why it will be good for them, not just a plus for

you. There is a natural tendency to feel that returning to a former employer is a step backward in a career. It will be up to you to show them why that is not the case. You may also want to consider if there are any benefits you might be able to provide to confirm that returning to work for you will be positive for them and their families. ■

Ranger Kidwell-Ross is a multi-award-winning author, who has provided advice to contractors in the power sweeping industry for more than 30 years. He is Editor of the largest website for that business sector, WorldSweeper.com, as well as Executive Director of the World Sweeping Association.



Ranger Kidwell-Ross,
Executive Director,
World Sweeping
Association

In this tight labor market firms should consider rehiring former employees, suggests Ranger Kidwell-Ross, Executive Director, World Sweeping Association. "If you have created a great culture at your organization, this should lend confidence that if circumstances have changed for the employee, then coming back to work for you will appear attractive once again," said Kidwell-Ross.



NEW YEAR BRINGS EXPANSION

Construction industry experts project continued growth for nearly every sector in 2019

Forecasters seem to agree that 2019 will continue the ongoing trend of growth in the construction industry, albeit at a slower pace than in previous years. The Dodge Construction Outlook report predicts total starts will reach nearly \$808.3 billion, up from the \$806.8 billion it projected for 2018.

“The fundamentals continue to be sound, and I don’t think we’re going to be seeing a repeat of what took place in 2008 and 2009,” said Robert Murray, Chief Economist for Dodge Data and Analytics.

A decade ago, the overall economy went into turmoil, then began recovering from one of the worst downturns since the Great Depression. Construction was especially hard hit, causing hundreds of businesses to close or severely cut back on staffing. Millions of construction workers were let go and never returned to the profession.

The American Institute of Architects predicts 4 percent growth in 2019 for nonresidential construction, which includes several market sectors.

In 2018, industry unemployment fell to 3.9 percent, nearly the level recorded pre-recession. Construction employment numbers are expected to continue rising. A recent survey of construction executives by the Vistage Research Center found that 64 percent planned to increase hiring in 2019. Another study from Associated General Contractors of America (AGC) showed a large percentage of businesses wanting to hire, if they can overcome the challenge of finding workers. Eighty percent of construction firms reported having trouble hiring hourly craft workers and expect that task to remain difficult or become harder.

“Demand for construction remains strong and pay is rising faster than the overall economy,” said Ken Simonson, AGC’s Chief Economist. “However, contractors are having increasing difficulty finding qualified workers as industry unemployment slides to historic lows.”

Agree to disagree?

Despite agreement on overall growth, industry experts are not always on the same page with regard to individual markets. For instance, Dodge Data & Analytics sees nonresidential construction as basically flat in 2019. On the other hand, the American Institute of Architects (AIA) projects an increase of 4 percent, led by institutional building with a 4.5 percent expansion.

According to AIA, institutional building includes sectors such as public safety, healthcare facilities, education, amusement/recreation and religious. It projects a rise in each category, with the exception of religious, which it sees as flat.

“At the halfway point of 2018, this panel was even more optimistic,” said AIA Chief Economist





Dodge Data & Analytics and the American Road & Transportation Builders Association (ARTBA) forecast transportation infrastructure expenditures to rise in 2019. Dodge sees 3 percent growth in the market, while ARTBA eyes an increase of 4.2 percent.

Dr. Kermit Baker last fall. “Its forecasts were marked up to 4.7 percent growth in spending for 2018 and an additional 4.0 percent in 2019. If these projections materialize, by the end of the next year the industry will have seen nine years of consecutive growth, and total spending on nonresidential buildings will be 5 percent greater – ignoring inflationary adjustments – than the last market peak of 2008.”

AIA also foresees that the commercial/ industrial market will gain 3.4 percent, led by industrial at 4.9 percent. The organization projects office space to expand by 4.1 percent, hotels by 3.6 percent and retail by 2.7 percent.

Transportation to take off

Another bright spot, according to both Dodge Data & Analytics and the American Road & Transportation Builders Association (ARTBA), will be transportation infrastructure. Dodge forecasts 3 percent growth in the market, while ARTBA eyes an uptick of 4.2 percent, which is identical to 2018 when airport terminal and runway construction led transportation spending.

Airport-related work grew nearly 40 percent in 2018, and ARTBA believes it will rise by 4.5 percent in 2019 compared to the previous year. It expects ports and waterways to experience 3 percent growth. Additional forecasts from ARTBA include an upsurge in bridge and tunnel

work this year and next, after a slowing in the sector for 2018. Public transit and rail construction will increase 5.7 percent, with subway and light rail investment expected to reach a record level.

Public highway and street construction were up in 2018 as well, and ARTBA Chief Economist Dr. Alison Premo Black said greater transportation investment by federal, state and local governments will help drive growth in 2019. ARTBA projects it to reach \$278.1 billion, up from \$266.9 billion.

ARTBA said highway construction is expected to increase in approximately 50 percent of states and in Washington, D.C., while slowing down or remaining steady in the other half. The real value of public highway, street and related work by state DOTs and local government should ramp up 5 percent to \$66.5 billion, according to ARTBA. It also anticipates private highways, bridges, parking lots and driveways to hit approximately \$69.1 billion, up from \$65.9 billion in 2018.

Black did caution that reauthorization of the current surface transportation law (FAST Act) in 2020 and Congress’ ability to find additional revenue sources may dampen the outlook. “If states start delaying transportation improvement projects in response to uncertainty over the future of the federal program, it will temper 2019 market growth,” shared Black. ■

KOMATSU®

WORKS FOR ME™

**"THEY JUST WORK
BETTER!"**

A TRUSTED NAME.

"At Selge Construction, we're a family business. We've constructed a wide range of projects, built on a foundation of integrity, industry knowledge and quality workmanship. Selge has gained respect throughout the Midwest for the highest quality work built in the safest way possible. Komatsu builds a quality product that performs as promised and helps us get the job done. That's why Komatsu works for me!"

Marv Selge / Selge Construction, Inc. / Niles, MI

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com



Discover more at
BrandeisSolutions.com

'OUR BRAND OF CHOICE'

High production, costs savings with *intelligent Machine Control* dozer spur growing firm to build Komatsu fleet

Good decisions are often directly tied to profitability and prosperity. Justin Lott, Co-owner/Senior Vice President of Southern Transport & Equipment, LLC, learned that lesson after completing fire school.

"I had my sights set on being a firefighter, but I had to finish EMT training as well," recalled Lott. "The summer after I graduated, I took a job working for an oil-field company to make some money. I quickly realized that type of work paid much better than I was projected to make as a firefighter. I was given an opportunity to grow with the business that I worked for, so I took it."

Lott started his own land-clearing and earthwork firm to keep busy during breaks in the company's two-weeks-on, two-weeks-off schedule. Those side jobs eventually evolved into a full-time business, and after a few years, he combined forces with three other entrepreneurs to form Southern Transport & Equipment in 2017.

First impressions

The new venture needed a dozer to make aggressive pushes in tough material. A colleague suggested a standard Komatsu D155. A visit with the local Komatsu distributor convinced Lott to demo an *intelligent Machine Control* D155AXi-8.

"The material at the test site was a very coarse aggregate, and the dozer handled it with ease," Lott recalled. "The grade control is phenomenal, and the fact that we can use a machine of its size from first pass to last on large-scale projects is incredible."

After purchasing the initial D155AXi-8 and then a second, Southern Transport & Equipment also added two *intelligent Machine*

Control D65PXi-18s, a D61PXi-24 and a D85PXi-18. "No matter the size of the dozer, the integrated GPS system works flawlessly," reported Lott. "The costs savings are apparent. Fuel usage is down, while production and efficiency are up. We love that there are no masts or cables to install or remove every day. That increases time spent moving material."

The company has invested in standard Komatsu machinery as well, including a WA500 wheel loader it uses to fill trucks at a gravel pit. On some projects, Southern Transport & Equipment utilizes PC360LC-11 excavators and HM400 articulated trucks to move mass amounts of material.

"Once we tried the intelligent dozers, Komatsu equipment became our brand of choice," declared Lott. ■

Southern Transport & Equipment relies heavily on Komatsu *intelligent Machine Control* dozers. "No matter the size, the integrated system works flawlessly," said Justin Lott, Co-owner/Senior Vice President. "The cost savings are apparent. Fuel usage is down, while production and efficiency are up."



Justin Lott,
Co-owner/Senior
Vice President,
Southern Transport &
Equipment

▶ VIDEO



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



Discover more

MODERN JOBSITE SOLUTIONS

SMARTCONSTRUCTION provides a full suite of offerings to help implement technology

Technology continues to evolve at a rapid pace in the construction industry, and those companies that embrace and fully utilize it are more likely to win future bids and finish jobs faster and more profitably. Komatsu is committed to helping customers optimize their jobsite productivity through its SMARTCONSTRUCTION suite of offerings, including *intelligent* Machine Control dozers and excavators.

Available through Komatsu distributors, SMARTCONSTRUCTION provides aerial mapping, 3-D modeling, training and consultation, GPS hardware and jobsite setup. Komatsu-certified Technology Solutions Experts (TSEs) and SMARTCONSTRUCTION consultants can assist customers with technology implementation as well as optimization of the jobsite.

"We want every user to realize the full potential of their jobsite," stated Jason Anetsberger, Komatsu Senior Product Manager. "Technology is changing every day, and our customers want to be on the cutting edge. With SMARTCONSTRUCTION, we can help them access the latest innovations. Our TSEs and consultants have the knowledge and skills to help with every aspect, whether it's choosing the right intelligent machinery and implementing it into a fleet, training on base and rover usage or providing aerial mapping and other solutions that maximize production and efficiency."

Komatsu sparked a revolutionary leap in machinery with the introduction of its GPS-integrated *intelligent* Machine Control dozers in 2013. Excavators followed soon after. Komatsu developed SMARTCONSTRUCTION as a one-stop

source for solutions that help *intelligent* Machine Control users maximize production and efficiency.

"For those new to *intelligent* Machine Control equipment, we offer initial instruction from our certified trainers on how to quickly and easily adopt the technology," said Anetsberger. "From there, we focus on consulting with customers to deliver the targeted jobsite efficiency improvements."

Improved accuracy with aerial mapping

One popular SMARTCONSTRUCTION service is aerial mapping, which gathers topographic

Continued . . .



Jason Anetsberger,
Komatsu Senior
Product Manager



Komatsu's SMARTCONSTRUCTION program provides one-stop solutions to help *intelligent* Machine Control users maximize the advantages of the technology throughout a project.

Increasing demand for aerial mapping

... continued

data from above. Surveys can be completed before, during and after a project to measure existing and ongoing volumetric changes, stockpile calculations, record amounts of material moved and gather final as-built data.



Komatsu Technology Solutions Experts and SMARTCONSTRUCTION consultants play a vital role delivering SMARTCONSTRUCTION services on the jobsite. Trained and certified by Komatsu, they are specialists at deploying technology to help operations run at peak efficiency.



Komatsu and its distributors have partnered with leaders in aerial mapping technology so that customers can enjoy the benefits of highly accurate, yet quickly gathered topographic data.

Anetsberger said customers are amazed by the resolution and accuracy of the data collected. The highly detailed information gathered prior to the start of a project helps in preparing better estimates and bids, as well as in jobsite planning for greater production and efficiency.

During the construction phase, drones can finish numerous surveys per day without disrupting an active jobsite. That allows companies to get a more accurate picture of progress in less time compared to traditional methods.

"Aerial mapping with drones is something that customers request frequently," said Anetsberger. "Time savings is one of the main reasons. We find that it takes one drone operator roughly 30 minutes to survey a 40-acre site. Compare that to the half-day it typically takes a manned topography crew, and it's easy to see why there's a demand for this service. Additionally, on many jobsites, manned topography may measure only every 20 or 50 feet on a grid, whereas a drone can map nearly every tenth of a foot. That offers greater resolution and improved accuracy."

Allows excavation companies to concentrate on moving dirt

SMARTCONSTRUCTION personnel can not only help companies utilize the data collected from aerial mapping, but also with other data services such as takeoffs.

3-D data modeling services are offered to provide customers of all sizes and capabilities with information for their GPS equipment.

"We are providing quality 3-D data, and our TSEs and consultants know how to optimize it for the machine and the application," said Anetsberger. "With SMARTCONSTRUCTION, we are able to take all of the knowledge and data we have compiled and use it as a total solution to help our customers operate their jobsites at maximum efficiency. That lets earthmoving and excavation companies concentrate on what they do best – move dirt." ■

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



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



Discover more at
BrandeisSolutions.com

BIRD'S-EYE VIEW

New camera system gives operators unparalleled look at work area from excavator cab

Jobsites are often described as choreographed chaos – multiple machines and workers completing tasks in tight spaces and under extreme deadline pressure. That is why Komatsu developed KomVision, a multi-camera system that helps operators better track activity around their machines.

“Rearview cameras are already standard on our machines today; this was the next logical step,” said Komatsu Senior Product Marketing Manager, Tracked Products Kurt Moncini. “Inside an excavator, the counterweight as well as the engine and pump compartments create unavoidable blind spots for the operator. KomVision helps eliminate them and improve situational awareness for everyone on a jobsite.”

KomVision uses software to stitch together video from mounted cameras and then displays it on the in-cab monitor in real-time as one image that looks as if it were filmed from above the machine.

“It gives the operator a bird’s-eye view of everything surrounding the excavator,” Moncini added. “This is a great feature, especially for those who work in confined spaces. The operator has a complete view of the area to locate poles, equipment or crew members near the machine. It significantly improves situational awareness.”

KomVision is currently available on six Komatsu excavators – PC170LC, PC238USLC, HB365LC, PC650LC, PC1250 and PC1250LC – and Moncini expects that number to increase in the near future.

Customized views

On standard excavators, the four-camera system captures a 300-degree view, while short-tail models use three cameras to monitor 240 degrees, with the remaining area in clear,

first-person view of the operator. KomVision’s view reaches beyond a fully extended arm and bucket to cover the entire work zone. Additionally, the counterweight swing radius is marked with a red line while a yellow one denotes a “caution area” with a radius that is two meters wider.

“You get an optimal view of your surroundings to easily identify any potential hazards within those zones,” noted Moncini. “Increasing an operator’s situational awareness is the primary objective.”

Operators can use the default, split-screen mode, which displays the bird’s-eye view on the left and a selectable camera view on the right, or they can switch to full-screen mode to display the feed from all cameras simultaneously.

“When backing up, for example, the operator can use the split-screen mode to see the rearview camera on one side and the overhead view on the other,” noted Moncini. “It’s customizable and easy to toggle between cameras.” ■



Kurt Moncini,
Komatsu Senior
Product Marketing
Manager, Tracked
Products



KomVision uses multiple cameras mounted on the exterior of an excavator to compile video from the machine’s blind spot and then uses software to stitch it all together and display a real-time, bird’s-eye view on the in-cab monitor.

▶ VIDEO



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



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

2905 Shawnee Industrial Way
Suwanee, GA 30024
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

PASSING THE TEST

Attention to detail is the key for Komatsu's Arizona Proving Grounds General Manager Neil Johnson

QUESTION: What is the Komatsu Arizona Proving Grounds?

ANSWER: It's a 660-acre facility in Sahuarita, Ariz., where up to 40 employees conduct research and development primarily for Komatsu mining haul trucks. However, with the formation of Komatsu Mining, we are expanding our reach to test other mining products. We currently have a PC7000 excavator and P&H 77XR drill here.

QUESTION: What kind of testing takes place at the facility?

ANSWER: We focus on three types of testing: performance, structural and durability. Typically, we address the first two on our site. We have a mine operation set up here, and we spend hours running the equipment through various exercises. Once we complete performance and structural testing, we closely monitor the durability of the machine at a customers' site for approximately 2,500 hours.

QUESTION: What role does the Arizona Proving Grounds play in the development and testing of Komatsu's Autonomous Haulage System (AHS)?

ANSWER: We are the only Komatsu site that engages in AHS development and benchmarking. We have the same testing process for AHS as we do for the trucks. The group in Peoria, Ill., handles the design and integration, and we put it to work in the field to validate performance. We ensure that the sensors in all structures meet life expectancy and measure stress as well as vibration on those components.

Here in Arizona, we also analyze software updates before they are integrated into Komatsu

Continued . . .



Neil Johnson, General Manager,
Komatsu's Arizona Proving Grounds

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.

Neil Johnson has spent his entire career with Komatsu. After graduating with a degree in mechanical engineering in Newcastle, England, he began conducting research and development on excavators for Komatsu UK Limited.

"For nine years, I worked with wheeled, crawler, high-reach, road-rail, super-long-front and utility excavators," recalled Johnson.

In 2009, he moved stateside to Komatsu's U.S. Test Group (USTG) in Cartersville, Ga.

"When I came to the States, I visited customer sites and conducted many field tests," shared Johnson. "Then, I got involved with the *intelligent* Machine Control machines, which used a D51-22 dozer that was converted to the prototype for the D61PXi dozer."

Two years after arriving in Georgia, he moved to the Arizona Proving Grounds, where he served as Chief Engineer and was eventually promoted to his current role of General Manager. His tenure at the facility has included several exciting projects.

"One of the major events was moving to this current facility in 2015," noted Johnson. "We put a lot of thought into the building design, test courses and the mining site, in addition to installing permanent infrastructure for the Autonomous Haulage System."

In his free time, Johnson enjoys traveling with his wife, Angela, and riding motorcycles, in addition to mechanical projects.

Working to meet customers' high standards

... continued

equipment. Our group performs a stability test, which is a 150-hour exercise that searches for any failures in the system. If issues are detected, they are addressed and testing begins again. We pride ourselves on delivering products and technology that perform to our customers' high standards from the very beginning.

Equipment goes through rigorous testing at the Arizona Proving Grounds. "We focus on three types of testing: performance, structural and durability," said General Manager Neil Johnson. "We have a mine operation set up here, and we spend hours running the equipment through various exercises."



In addition to equipment and technology testing, the Arizona Proving Grounds evaluates mining site plans to help customers layout their operations in the most efficient manner.



QUESTION: In addition to addressing equipment and technology, are there other ways you help customers increase productivity?

ANSWER: While equipment and technology are major components to efficient operation, we also look at site design. Sometimes removing three stop signs from an operation or changing an incline can result in significant fuel savings, so we work with customers to address those as well.

QUESTION: What does the future look like for the Arizona Proving Grounds?

ANSWER: We have several new things coming up, including larger customer events. In the past, we primarily hosted individual customer demos, but, for the first time, we recently held an AHS event for a group of customers, and we have others planned. It's exciting to open the doors to the facility so that people can see it and experience the equipment, because both are really impressive.

We will continue to work with AHS, including testing the Innovative Autonomous Haul Vehicle. It is the world's first cabless, driverless haul truck. Komatsu debuted the prototype at MINExpo in 2016. After the show, it came straight here for testing. It's been a very good research platform. ■

Komatsu's Arizona Proving Grounds is a 660-acre facility north of Tucson in Sahuarita, Ariz. It primarily handles research and development for mining haul trucks and recently began testing other Komatsu Mining equipment and alternative technology.




CLOSE TO OUR CUSTOMERS

 **WIRTGEN GROUP**


**WIRTGEN
GROUP**

 **WIRTGEN**

 **VÖGELE**

 **HAMM**

 **KLEEMANN**

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

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

2 BILLION TONS HAULED

FrontRunner autonomous haulage system sets record with latest milestone



Dan Funcannon,
Vice President/
General Manager,
Large Mining Truck
Division, Komatsu
America

Komatsu's FrontRunner Autonomous Haulage System passed the 2-billion-tons hauled mark recently. Commercial deployment of the driverless trucks began in 2008, and today there are more than 130 of them in operation around the world.

The numbers doubled quickly. In 2016, Komatsu's FrontRunner Autonomous Haulage System (AHS) marked 1 billion tons hauled since its first commercial deployment in 2008. Then, in 2018, AHS hit the 2-billion-ton mark, which is higher than all other commercial systems combined.

The feat was accomplished with more than 130 driverless trucks in operation in mines across the world. The number of tons hauled will keep rising significantly, with an additional 150 trucks slated for deployment in the Canadian oil sands throughout the next seven years.

"AHS continues to play an increasingly crucial role in effective mine management as more and more operations transition from manned to unmanned fleets," said Dan Funcannon, Vice President/General Manager, Large Mining Truck Division, Komatsu America. "As the demand for AHS grows, Komatsu will continue raising the

bar in an effort to help mines provide safer environments, maximize production and reduce operating costs."

Future focused

Komatsu has accelerated the pace of AHS deployment by working closely with customers and educating them about the system's 10-year, zero-harm and productivity record as well as unmatched ability to accommodate an array of mining environments. Today's FrontRunner system operates around the clock to haul copper, iron and oil sands at seven sites across three continents.

"The ongoing investment in technology and equipment by major mining companies underscores their belief in the value of autonomous haulage," said Anthony Cook, Vice President Autonomous and Communications Solutions at Modular Mining Systems, a subsidiary of Komatsu.

Komatsu's best-in-class approach for FrontRunner AHS brings the world's best-selling, ultra-class dump trucks together with Modular Mining Systems' industry-leading DISPATCH Fleet Management System, the preferred management system in nine of the 10 largest mining operations in the world. The system enables 100-percent compliance with proven optimization methodology, delivering unrivaled performance.

Komatsu plans to enhance AHS' mixed-operations functions. In an effort to enhance safety and efficiency, Komatsu is working with industry stakeholders to standardize interoperability between Komatsu and non-Komatsu autonomous vehicles. ■



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

800.528.3113



MAKING MORE TOP OPERATORS

Komatsu helps build combination of skilled operators and well-designed machines for maximum production

Ask any group of construction equipment owners about the importance of their operators, and chances are you will hear very positive comments about the people in their cabs. That's because, according to Kurt Wilson, it takes a combination of well-designed machines and proficient operators to achieve top production.

Wilson is one of three corporate trainers certified and qualified by Komatsu to offer expert-level instruction. They work with equipment owners and their staff members to help them get the most from Komatsu machines. With years of experience running equipment – as well as delivering training – all Komatsu corporate trainers have the skills and knowledge to help companies increase job efficiencies and operators enhance their skills.

They offer training at Komatsu's Cartersville Customer Center in Georgia or at a customer's requested location.

"As we work with operators, we are learning too," said Wilson. "We have techniques, tips and information about the machines that we

can share based on our experiences. At the same time, they often provide us with valuable insight that we can incorporate into our training and pass along to others. It's a two-way street."

Focusing on safety

Safety is of utmost importance, so Komatsu corporate trainers emphasize it in every session. "Once we have established that safety comes first, then we typically begin with classroom activities," explained Todd Bresemann, another Komatsu trainer. "During these meetings, we present information about the machines, and, at the same time, participants help us better understand their particular circumstances and needs."

When a group moves from the classroom to a site, they begin with a complete walkaround of the machine. "We go over pre-operation inspections thoroughly, then move to systems, functions and actual operation," said Jason Gillard, the third training team member.

"We help operators familiarize themselves with the latest machine features as well as proven operational techniques," noted Gillard. "Our aim is to assist those who run equipment to boost operational effectiveness, and to do so in ways that reduce maintenance issues. That leads to increased machine availability, which, in turn, provides even greater output and lower per-ton and per-yard costs."

"Observing people in action is always part of the process, with the goal of pointing out strategies to use the machinery most effectively," added Wilson. "We want to see companies achieve the greatest returns on their equipment investment as possible, and we know that skilled employees are one of the keys to doing that." ■

(L-R) Komatsu Corporate Trainers Kurt Wilson, Todd Bresemann and Jason Gillard assist companies in improving return on investment through hands-on and classroom learning. Training can be arranged through your Komatsu distributor.

▶ VIDEO



ALL IN ONE PLACE

'MyKomatsu' website brings together wealth of machine information and support items

What if you could check the location of your machines, their health and how they are being used and then order parts or learn the status of an order already placed, all from the same tool? Soon, you will be able to do all of that and more with the MyKomatsu website, set to launch in early 2019. The rollout across the country in the months to follow promises to bring a variety of information about your fleet and the support you need to maintain it, right to your desktop, laptop, tablet or mobile device.

"Customers told us they wanted comprehensive information in one convenient spot, instead of looking for it through multiple applications," said Rizwan Mirza, Komatsu Manager, KOMTRAX, Products and Services Division. "We responded with the new MyKomatsu website. Owners can monitor their fleet and find the necessary items to maintain it with a solid integration of the parts world."

MyKomatsu is more than just a telematics tool, it's also a complete redesign of Komatsu America's eCommerce solution. "MyKomatsu is designed to bring eCommerce and parts ordering back into the comprehensive fleet management conversation," says Dan Chapeck, Manager of Retail Marketing, Komatsu Parts. "We understand our customers require a tool that brings everything into one place, so our goal was to create a single environment where owners can learn about their machines, monitor jobsites, and maintain equipment with the highest quality Komatsu Genuine Parts, all in the same place."

Free and easy-to-use

The MyKomatsu website (<https://mykomatsu.komatsu>) will offer a familiar suite of all-inclusive telematics solutions, allowing owners to access information about their equipment location, machine hours, load

factors, cautions and more, as reported through Komatsu's existing telematics resources, such as KOMTRAX or KOMTRAX Plus. Signing up for an account is free and simple and can be done through your local Komatsu distributor.

"You can get a general overview of an entire fleet, such as average idle time, as well as have the ability to drill down to specific machines for greater detail," said Mirza. "For example, owners can take a quick glance at the machine's performance or health; pull up a specific machine's spec sheet; look up operator and maintenance manuals or parts and service news; plus use a catalog to find a part and place an order online with a local Komatsu distributor."

"To best serve our customers and continue to earn the right to be their partner in business, we are offering tools to simplify the entire ownership experience. Being able to view and manage your business in this environment in the same way as you do in reality was the smartest place to start," added Chapeck. ■

For more information or to register for MyKomatsu, contact your local authorized Komatsu distributor.



Rizwan Mirza,
Komatsu Manager,
KOMTRAX, Products
and Services Division



Dan Chapeck,
Manager,
Retail Marketing,
Komatsu Parts



The MyKomatsu website (<https://mykomatsu.komatsu>) provides a wide range of information to track equipment, including hours, load factors, cautions and more. "Users can monitor their fleet and find the items necessary to maintain it," said Rizwan Mirza, Komatsu Manager, KOMTRAX, Products and Services Division.

CONEXPO-CON/AGG named top U.S. exhibition; ICUEE tabbed as third

CONEXPO-CON/AGG was named as the number-one exhibition in any industry in the United States, and ICUEE-The Demo Expo took the number-three spot in the annual Gold 100 list of top U.S. trade shows. Trade Show Executive (TSE) magazine compiles the rankings based on exhibit space size and also presents awards in several exhibition categories.

As owner and producer of the shows, Association of Equipment Manufacturers (AEM) earned three

best-in-class Grand Awards, including Best Use of Data Analysis and Marketing Genius for CONEXPO-CON/AGG and Knowledge is Power for ICUEE. In announcing the awards, TSE cited CONEXPO-CON/AGG's new tech experience for bringing "high-tech construction innovators to the show floor," and ICUEE's "ample opportunities for test drives as well as interactive product demonstrations."

ICUEE returns October 1-3, 2019, to Louisville, Ky.; CONEXPO-CON/AGG is next slated for March 10-14, 2020, in Las Vegas. ■



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

Coultas becomes Brandeis Machinery & Supply Co. President

David Coultas Brandeis Machinery & Supply Company Executive Vice President was promoted to President in January to succeed Gene Snowden, who retired at the end of 2018.

“David has spent the past year preparing for this role,” said Brandeis CEO Michael Brennan. “With his exceptional relationships throughout the industry and with our customers, I am confident he will provide great leadership for our organization.”

Mike Paradis, Chairman of Brandeis, concurs, “David is a wonderful leader and a great asset to Brandeis. I look forward to working with him and growing this organization with him.”

“Brandeis Machinery is such a valued partner to its customers,” said Coultas. “I am pleased to

be able to continue these great traditions. I look forward to working with both our customers and our employees to continuing to develop and strengthen our organization.”

Coultas has been a member of the Brandeis Machinery & Supply Company team for 20 years. He served as Vice President/Regional Sales Manager for 14 years before being named Executive Vice President in 2018 in preparation for his current position.

He resides in Louisville with his wife, Megan, and their two daughters. Coultas is a native of Louisville and attended the University of Kentucky. Away from the job, Coultas is a member of Beargrass Christian Church and serves on the board of directors at Hurstbourne Country Club. ■



David Coultas,
President

Strader named General Manager at Bramco-MPS

Bramco-Material Processing Solutions (MPS), a member of the Bramco family of companies, began 2019 with Mark Strader as the new General Manager. Strader was named to the post to succeed Gary Hirsch, who retired at the end of 2018. Bramco-MPS provides crushing, screening, material handling and processing equipment as well as replacement parts and service.

“I am excited to continue to grow Bramco-MPS throughout Kentucky, Indiana and Tennessee and look forward to collaborating

with so many great individuals,” said Strader. “This new opportunity allows me to continue to work closely with sales, while also managing the parts and service side of the business.”

Prior to his promotion, Strader served for two years as Sales Manager. He worked for Phoenix Process Equipment Co. for 16 years before joining Bramco-MPS in 2016. The Somerset, Ky., native resides in Louisville with his wife, Jessica, and children Kelsey, John Mark and Noah. ■



Mark Strader,
General Manager
Bramco-MPS

Brennan now leads Associated Equipment Distributors

Bramco Inc. President and COO Michael Brennan has been named the Associated Equipment Distributors (AED) Chairman for 2019. He began his term in February after taking the reins at the annual AED Summit in Orlando, which also celebrated the organization’s 100th anniversary.

“I am honored to serve an organization that has meant so much to the development and success of equipment dealers in North

America,” said Brennan. “This is a business and industry built on relationships, and AED has allowed our entire management team to form long-lasting relationships with dealers throughout the country.”

Brennan joined Bramco in 1995 as Vice President of Finance. In 2014, he was named President and COO of Bramco as well as CEO of Bramco sister companies Brandeis Machinery & Supply Company and Power Equipment Company. ■

NEW WATER LEGISLATION

America's Water Infrastructure Act provides billions for Corps of Engineers and drinking-water projects

America's Water Infrastructure Act allocates more than \$8 billion for a wide range of projects. It authorizes the Water Development Resources Act and reauthorizes the Drinking Water State Revolving Fund.

Congress recently passed and President Trump signed America's Water Infrastructure Act that authorizes more than \$8 billion for a wide range of undertakings. The measure divides the total dollars, with \$3.7 billion dedicated to Army Corps of Engineers work and \$4.4 billion for drinking-water projects.

The legislation includes authorization of the Water Development Resources Act (WDRA), giving the Army Corps of Engineers funds for work on items such as locks and dams on the nation's rivers, which are used to convey commodities, including aggregates and grain. "A WDRA bill establishes the priorities," said Mike Steenhoek, Executive Director of Soy Transportation Coalition in a harvestpublicmedia.org story.

Reauthorization of the Environmental Protection Agency's (EPA) Drinking Water State Revolving Fund for the first time since 2003 is included in the act. It doubles the loan program's authorized spending to \$1.95 billion by the third year.

Loan program included

Additionally, the legislation included the EPA's Water Infrastructure Finance and Innovation Act (WIFIA) loan program for two years at \$50 million annually. It also removed WIFIA's pilot designation. "The reauthorization of WIFIA at \$50 million – and the fact that it is no longer a 'pilot' – is a significant milestone and a great victory for the entire water sector," said American Water Works Association CEO David LaFrance.

Other organizations also hailed the bipartisan bill, which both the House of Representatives and the Senate overwhelmingly passed. "This legislation reinforces the critical role that municipal water infrastructure plays in communities all across the nation, as well as the need for robust federal funding to help support this infrastructure," said Adam Krantz, CEO of the National Association of Clean Water Agencies. "The association thanks Congress for its leadership on this issue and is committed to continued efforts to elevate water as a top national priority." ■



SIDE TRACKS



Scan to reveal
answers

Can you spot what is different?

There are 10 differences between these two pictures. Test your power of observation, then scan the QR code to check your answers.



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

Presorted
Standard
US Postage Paid
C.P.I.

19no1

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

