



**focusing on**

**KOMATSU**

# Solutions



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

## Russell's Excavating Inc.

Family-owned business  
offers adaptive turnkey  
services in Indiana



## Quint Utilities & Excavating Inc.

Illinois-based company  
provides comprehensive  
list of services







David Coultas

**A message  
from Brandeis  
Machinery &  
Supply Company**



Hello,

During this busy season in the industry, it is crucial to keep in mind what matters most: your employees. While focusing on the tasks at hand, I urge you to prioritize the safety of your workforce. This can be achieved by reviewing safety guidelines, such as providing proper protection systems for your trenches and ample water and sunscreen to help your staff combat the heat.

To help get projects done on time, properly maintain your equipment. Fortunately, most new Komatsu machines come with complimentary Komatsu Care for the first three years or 2,000 hours. Our trained technicians perform the services at your convenience to help limit downtime — typically after normal work hours or when your equipment is not being used.

Komatsu Care also gives you certainty in your owning and operating costs. Learn about Komatsu's new program, Komatsu Care Cost Per Hour, in this issue. We believe it's well worth the investment.

We hope you were able to attend CONEXPO-CON/AGG this past March, but if not, there's a recap of the event inside this issue that provides information about some of the machines that were on display, such as Komatsu's new PC210LCE electric excavator.

As always, if there is anything we can do for you, please feel free to contact us.

Sincerely,  
Brandeis Machinery & Supply Company



David Coultas,  
President

## In this issue

### Quint Utilities & Excavating Inc. pg. 4

See how Drew Quint provides a comprehensive list of services for the Metropolis, Ill., community.

### Russell's Excavating Inc. pg. 8

Read about this family-owned business, which offers adaptive turnkey services in Indiana.

### Industry Event pg. 12

Get a glimpse of CONEXPO-CON/AGG 2023.

### Going Green pg. 16

Delve into construction equipment electrification.

### New Technology pg. 21

Discover more about WIRTGEN's AutoTrac system for stabilizers and recyclers.

### Invaluable Attachments pg. 22

Take a look at the seven new sound-suppressed hydraulic hammers that were recently added to the Takeuchi Attachment Program.

### Tech Talk pg. 25

Check out Komatsu's upgraded machine control monitors and GNSS receivers.

### New Payment Option pg. 27

Learn about Komatsu Care Plus Cost Per Hour.

### News & Notes pg. 29

Meet Brandeis Machinery & Supply Company's featured employees: Jacob Hopper and Kyle Rogers.



**KOMATSU**

Published for Brandeis Machinery.  
© 2023 Construction Publications Inc. Printed in the USA.

## Leadership Team

**David Coultas,**  
President

**Robert Krutsinger,**  
Vice President/  
Regional Sales Manager

**Lee Heffley,**  
Vice President/  
Regional Sales Manager

**Chip Young,**  
Vice President/Product Support  
Services/Operations

**Craig Leis,**  
Vice President/  
Corporate Rental Manager

**Jacob Hopper,**  
Indiana Regional Sales Manager

**Brandon Karem,**  
General Manager  
Material Handling & Technology Solutions

**Todd Coffey,**  
Corporate Service Manager

**Dan Brandon,**  
Manager of Sales &  
Rental Services

**Cory Edwards,**  
Used Equipment Manager

**Garrett Dykes,**  
Director of Rebuild Center/  
Central Region Operations Manager

**Ron Griffin,**  
Product Support Sales Manager

**Trevor Thielbar,**  
Northern Region  
Operations Manager

**Shawn Spears,**  
Eastern Region  
Operations Manager

**Casey Clark,**  
Southeastern Region  
Operations Manager

**Bob Morris,**  
Western Region  
Operations Manager

**Kyle Rogers,**  
Marketing Manager

**Jami Frank,**  
Marketing Coordinator

### Louisville, KY

1801 Watterson Trail  
(502) 491-4000

### Paducah, KY

160 County Park Rd.  
(270) 444-8390

### Lexington, KY

1389 Cahill Drive  
(859) 259-3456

### Evansville, IN

17000 Highway 41 North  
(812) 425-4491

### Corbin, KY

1484 American Greeting Card Rd.  
(606) 528-3700

### Fort Wayne, IN

7310 Venture Lane  
(260) 489-4551

### Stanville, KY

130 Mare Creek Rd.  
(606) 478-9201

### Indianapolis, IN

8410 Zionsville Rd.  
(317) 872-8410

## Quint Utilities & Excavating Inc. provides comprehensive list of services for the Metropolis, Ill., community



Drew Quint,  
Owner/President



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

**D**rew Quint has owned and operated Quint Utilities & Excavating Inc. for more than 15 years, but his life in construction truly began when he was a just a kid.

"My grandpa owned an excavating business for years and worked in the industry his whole life, so I grew up around it," recalled Quint. "It has always been in my blood, and I wouldn't trade it for the world."

Before starting his own business, Quint graduated college and got a job building houses, but he yearned to operate heavy machinery like his grandfather.

"I wanted to be on a backhoe digging the footings instead of pouring them," said Quint. "In 2006, a buddy and I started out with a backhoe and a trencher. We ran for a couple years doing septic systems and water lines for new houses. He got a different job, so I bought him out in 2008 and expanded from there. I've been very fortunate. The first several years, I was by myself. I added one employee, then two employees, and it's steadily grown to where I have six full-time employees now. If it wasn't for my team, I wouldn't be where I am today. I have a really good crew, and that's been a blessing."

Today, Quint Utilities & Excavating offers a full list of services in the Metropolis, Ill., area.

"We do sitework for new homes and new buildings," explained Quint. "We do a lot of work at the power plant. It could be anything from moving riprap around in areas, brush mulcher work, to digging out ponds. We literally do everything. One day, we might be knocking down trees with a trackhoe and a dozer, and the next day, we're digging out a pad for a new 30-by-30 garage. We'll do the footings and concrete — the whole nine yards. We don't have to sub anything out. We take care of it all in-house. Having that diversity helps us stay super busy."

For Quint Utilities & Excavating, capitalizing on taking care of people and creating a positive experience for customers is of the utmost importance. The company's clients include farmers, building contractors and a gas company.

"We do the best quality work we can," promised Quint. "When I leave a project, I want to look the person in the eyes and know we did a good job. That is the foundation of our business."



Operator Cody Dresser clears an area with a Komatsu D51PX dozer. "I like running all the equipment we have, but one of my favorite pieces is the dozer," said Dresser. "I like the toggle for the blade pivot."







## ▶ VIDEO

Performing tasks with a Komatsu PC170LC-11 excavator helps Quint Utilities & Excavating improve productivity. "You can do serious grunt work, and we can still move it around easily," said President Drew Quint.

## Dynamic machinery

Quint Utilities & Excavating efficiently completes projects with Komatsu equipment, including a D51PX dozer that is primarily used on larger development sites.

"The D51PX has the power to do serious work, but it also has the finesse to make something look like glass, which is incredible for that size machine," said Quint. "It's the best all-around machine on the market in my eyes because you can seriously push a lot of material or shape it to look like a skating rink."

Quint had leased a D51PX in the past and was impressed by its capabilities, so he decided to add it to his company's fleet permanently.

"I had a bigger dozer before this machine, and it was just more for pushing and wasn't a finesse dozer," stated Quint. "We always had to take a skid-steer or tractor and fine grade what we were doing afterwards. Being so on the money when you're done roughing it with the D51PX is incredible because we don't have to spend another half day with a tractor trying to make it look pretty."

Quint Utilities & Excavating also relies on a Komatsu PC170LC-11 excavator.



An operator pulls down overgrown branches with a Komatsu PC170LC-11 excavator. "With the hydraulic thumb, you can do almost anything with it," said President Drew Quint.

"You can do serious grunt work, and we can still move it around easily," said Quint. "For its size, it's a powerful machine, and it can be put on our step-deck lowboy to quickly get in and out of places. With the hydraulic thumb, you can do almost anything with it."

*Continued...*



# 'Brandeis Machinery's customer service is always spot on'

... continued

For a large portion of its daily work, the company uses two Takeuchi TL12V2 compact track loaders and one Takeuchi TL12R2 compact track loader. Quint appreciates that there are many attachments available for the loaders, and he primarily equips them with either a mulching head or a bucket, depending on the project.

"We don't have any downtime with them," said Quint. "They're tanks. I want a machine to work day-in and day-out, and that is what they do. We do a lot of forestry mulching and brush mulching with them, but we also do a ton of bucket work with them. They are all-around, great machines."

## A long-lasting relationship

For all its equipment needs, Quint Utilities & Excavating depends on Brandeis Machinery & Supply Company, especially sales representative Chad Porter.

"Chad was trying to earn my business early on, even though I was a small operation," said Quint. "I always appreciated that from Chad. I like building relationships and trust, and he's always been good to me. It's important to form good relationships, take care of people, and go with the people who take care of you. Brandeis Machinery's customer service is always spot on. From the shop guys to parts, everybody's just great to work with."

Brandeis Machinery's support helps keep Quint Utilities & Excavating's jobs on schedule.

"Downtime is detrimental to your livelihood," said Quint. "If you are shut down for a day, that is trouble. At Brandeis Machinery, it seems like everybody bends over backwards and understands that I need that support, and they'll make it happen."

## Refining an operation

Moving forward, Quint Utilities & Excavating plans on making some improvements.

"We want to find ways to become more efficient, and continue to upgrade equipment," said Quint. "We've formed great relationships and want to continue to take care of people." ■



(L-R) Quint Utilities and Excavating's Drew Quint receives support from Brandeis Machinery, particularly sales representative Chad Porter and Regional Sales Manager Lee Heffley.



Operator Wyatt Weaver uses a Takeuchi TL12R2 compact track loader to mow a thicket. "Our Takeuchi loaders are tough machines," said Weaver. "They are great on all terrain types, and the hydraulics are super responsive, so I have better command while operating."







**SALES**

**RENTALS**



**PARTS**

**SERVICE**



**KOMATSU**

**TAKEUCHI**



**SENEBOGEN®**

## **LOCATIONS**

**Louisville, KY**  
(502) 491-4000

**Lexington, KY**  
(859) 259-3456

**Corbin, KY**  
(606) 528-3700

**Ft. Wayne, IN**  
(260) 489-4551

**Stanville, KY**  
(606) 478-9201

**Paducah, KY**  
(270) 444-8390

**Indianapolis, IN**  
(317) 872-8410

**Evansville, IN**  
(812) 425-4491

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

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



## Family-owned Russell's Excavating Inc. offers adaptive turnkey services in Indiana



**David Russell,**  
Project Manager



**Dan Langton,**  
Project Manager/  
Estimator

Russell's Excavating Inc. has serviced the Mount Vernon, Ind., area since it was founded by John Russell in the mid-1980s. The company started out digging footers and then added residential septic systems and pumping system capabilities to its portfolio.

"I've been around the company since I was a little kid taking out the trash cans, cleaning trucks, and mowing the lawn," recalled Project Manager David Russell, who represents the fourth generation of the Russell family within the company, which is currently co-owned by David's father, Greg Russell, and his uncle, Jeff Russell.

David continued, "I always knew working here was the direction I wanted to go. I felt I could be successful in other areas, but I wanted to be a part of the family company."

After being headquartered at John's house for many years, Russell's Excavating moved its central office to 6800 South Leonard Road in 2017.

"We definitely have more visibility to the public," said David. "It's also a larger space for us to store equipment and easily get in and out while being close to many of our customers at the port."

Russell's Excavating has transitioned into providing turnkey services to a multitude of

clients, including industrial sites and locations at the Ports of Indiana-Mount Vernon along the Ohio River.

"Being turnkey is the defining aspect of our company," noted Project Manager/Estimator Dan Langton, who is David's cousin. "We can start the job by helping a customer with a design. We can handle erosion control, demolition, site development, utilities, lime cement stabilization, building pad prep, seeding, and strawing. Our services keep projects on track and on budget."

Due to its adaptability, Russell's Excavating is often asked to assist with emergency cleanups.

"If anyone needs any emergency help, we are quick to respond," said David. "If a grain truck wrecks on the road, we're sent in to clean up the grain off the road and ensure operations can resume in a safe and timely manner."

### Investing in iMC

Russell's Excavating depends on several Komatsu machines, including a PC210LC excavator, a PC290LCi intelligent Machine Control (iMC) excavator, and a D39PXi iMC dozer. The excavators are typically used for piping and site development work.

"We recently added a Komatsu PC210LC with a thumb package, and it's been a very reliable

With a Komatsu PC210LC excavator,  
an operator moves material.







**Russell's Excavating utilizes several Komatsu machines, including a PC210LC excavator with a thumb package. "It's been an extremely reliable machine to run," said Project Manager/Estimator Dan Langton.**

machine to run," said Dan. "The PC290LCi has been a fantastic machine with a thumb package and a shear kit package, so it's very diverse in its capabilities. The D39PXi dozer can push a lot of material for a smaller dozer, and it also uses its size to get in very small environments."

With the goal to grow as a company, Russell's Excavating knew it was important to invest in GPS technology such as iMC.

"If you don't adopt the new technology, you're going to fall behind," declared David. "If we want to grow in the future, we're going to have to adopt new technology. It's not a choice. It's critical."

The Komatsu iMC technology is adaptable, so Russell's Excavating can quickly make changes.

"It's a very user-friendly setup with a GPS interface," said Dan. "If we have any issues with a file, I can easily fix it without having to do a week's worth of redesign. That saves us time and money."

The interface also gets operators up to speed faster.

"Operators who can traditionally cut grade are harder to find," acknowledged Dan. "If we're on a big ditch project, I can design the model myself and adjust my own grades. I can plug it in the machine, and I can explain to the operator in 30 minutes what the job is. He has parameters that I've set. He can't over-dig, and he can't dig outside those limits, which leads to more accurate operating."

The implementation of iMC technology quickly made an impact on Russell's Excavating.

"I learned how important iMC is when we first acquired the PC290LCi," said Dan. "We were moving about 40,000 yards of dirt on a levee. We were able to get the operators in tune with the job so quickly that within an hour they knew the whole job. I had the PC290LCi excavator and the D39PXi dozer working together to build this levee. Three years before, we would have had a laser and a laborer doing all the staking. I don't buy that many stakes anymore because the iMC technology is so accurate, and that frees up our employees to be in a machine instead of checking grade."

*Continued...*



# 'The support has been fantastic'

... continued



Discover more at  
BrandeisSolutions.com

## Dynamic support

Russell's Excavating relies on support from Brandeis Machinery & Supply Company — especially Machine Sales Representative Matt Bueltel — to update its fleet and keep its operation moving.



(L-R) David Russell and Dan Langton of Russell's Excavating rely on support from Brandeis Machinery's Matt Bueltel. "Matt has been great at getting us quotes," said Dan.

"The support has been fantastic," said Dan. "They're a phone call away, and they answer, or they call me back right away. Matt has been great at getting us quotes. They put time into assisting us and are realistic on what's available and that includes when we need rentals. A lot of our projects are small projects, and we don't have time to wait several days for an answer. We're on the fly, and that speed keeps us working."

Russell's Excavating also sees that high level of support on the technology side, thanks to Machine Control Specialist Jeremy Scott.

"We had a question about transferring files to our iMC machines, and Jeremy Scott had me going in less than three minutes," said Dan. "That response can't be beat."

## The future

Moving forward, Russell's Excavating wants to continue to grow and take care of its customers.

"We want flexibility for the future," said Dan. "It's nice to know that you can adapt with your customers to their needs. We're a company that likes to meet the market." ■

An operator scoops material with a Komatsu PC210LC excavator.

► VIDEO





# BUILT FOR PERFORMANCE

**TAKEUCHI**  
From World First to World Leader



Takeuchi has been a trailblazer in the construction equipment industry since 1963. With a full line of compact track loaders, excavators, wheel loaders, and attachments, Takeuchi is guaranteed to have the right machine for the job.

TFM is available on most models.  
See your dealer for details.



Learn more about Takeuchi's full product line [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**



# CONEXPO-CON/AGG 2023 attendees see the future of construction as manufacturers highlight electric equipment



Watch the video

Electric! That describes both the atmosphere and an abundance of new machines at CONEXPO-CON/AGG 2023, which was held March 14-18 in Las Vegas. With an eye toward sustainability, a host of manufacturers across multiple industries debuted electric and autonomous equipment designed to reduce fuel usage and carbon footprints.

A record crowd of more than 139,000 people attended North America's largest equipment show, which was co-located with the International Fluid Power Exposition (IFPE) at the Las Vegas Convention Center. More than

2,400 exhibitors from 36 countries were spread out across approximately 3 million square feet of exhibit space, which was about 10% larger than the previous show in 2020.

"The innovations in the construction industry unveiled this week will play a role in helping construction professionals drive meaningful and sustainable economic growth," said CONEXPO-CON/AGG Chair Phil Kelliher. "Live events in the construction industry are very important, because you can see, touch and experience the products. That value was reaffirmed this past week across the show floor."

## Sustainable focus

Komatsu introduced innovative electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology. It has 451 kilowatt hours (kWh) of battery capacity that offer up to 8 hours of operating time, depending on workload conditions and application.

Suitable for a diverse range of workplaces, including indoors, the Komatsu PC30E electric mini excavator with a 35-kWh battery and a 17.4-kilowatt electric motor was on display. The PC30E is designed to be fast-charged, and it offers quiet and simple operation with zero emissions and no vibrations.

Attendees had the opportunity to see Komatsu's smallest electric excavator — the PC01E electric micro excavator. Developed jointly with Honda, it is powered by portable and swappable mobile batteries. The new machine is designed for confined spaces in landscaping, agriculture and construction.

Komatsu's vision for the swappable battery system is to scale up the technology for use in larger micro excavator models. The PC210LCE, PC30E and PC01E will be available in select markets later this year.

Komatsu also showcased three types of charging infrastructure, as well as its WA electric wheel loader prototype with a chassis based on the WA70. The wheel loader prototype utilizes an "intelligent electrification system" that features an electric traction motor, lift, tilt and steering cylinders, power electronics, a system control computer, a battery, and a battery management system.



Manufacturer representatives were on hand to answer attendees' questions about equipment and technology. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions (pictured above, right).

At CONEXPO-CON/AGG 2023, Komatsu introduced innovative new electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology.







In addition to electric equipment, Komatsu showcased its new PC900LC-11 excavator, which was paired with a Komatsu HM400-5 articulated truck.

In addition to electric equipment, Komatsu highlighted its HB365LC-3 hybrid excavator designed for high production and efficiency with low fuel consumption. Its hybrid system can provide an additional 70 horsepower on demand and allows operators to be up to 15% more productive in Power mode. The hybrid's environmentally friendly operation offers up to 20% more fuel efficiency and 20% less carbon dioxide emissions compared to the standard PC360LC-11.

Also on display was Komatsu's suite of Smart Construction solutions — Dashboard, Design, Drone, Field, Fleet, Office, Remote and Retrofit — designed to optimize the job site, as well as its new Smart Quarry solutions that help increase efficiency, improve production, and maintain a high level of performance, such as Smart Quarry Site and Smart Quarry Study.

Lastly, Komatsu featured its intelligent Machine Control (iMC) 2.0 dozers and excavators, along with the new PC900LC-11 excavator, and other construction and forestry machines.

"We had a lot of great conversations at the show and really wanted customers to take away that we are committed to working with them to create value together," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs."

## Electric experience at CONEXPO



*"This is our first CONEXPO experience. It's mind-boggling how large it is, but that's why we came. We wanted to know what's coming, so we can gear our business around where the industry is going."*

**— Sy Kirby, Sy-Con Excavation & Utilities**

*"It's a chance to see what's new in equipment and how it could possibly help our business. I ran a simulator that was just like actually operating a real truck. It would be great for teaching new drivers."*

**— Jesse Cummings, Scott Schofield Construction Inc.**



*"We see CONEXPO as an opportunity to experience a little more outside of what we do every day. It's been a great time."*

**— Jon Martzall, Iron Eagle Excavating**

CONEXPO-CON/AGG is scheduled to return to the Las Vegas Convention Center March 3-7, 2026. ■

Learn more about Komatsu at CONEXPO: [https://www.komatsu.com/events/conexpo/?utm\\_source=Komatsu&utm\\_medium=PressRelease&utm\\_campaign=ConExpo2023&utm\\_content=pc900](https://www.komatsu.com/events/conexpo/?utm_source=Komatsu&utm_medium=PressRelease&utm_campaign=ConExpo2023&utm_content=pc900)



Learn more

Continued...



# Brandeis Machinery customers attend CONEXPO

... continued



(L-R) Steven Gough from EWM Services LLC, Matt Bryan from Brandeis Machinery, and Dylan and Steve Pleasant from Steve Pleasant Excavating LLC viewed a Komatsu intelligent Machine Control (iMC) 2.0 excavator at CONEXPO-CON/AGG 2023.



(L-R) Justin and Kari Routon represented Kentucky-based Doss & Horky Inc. at CONEXPO-CON/AGG 2023.



(L-R) Clay Albright attended CONEXPO-CON/AGG 2023 on behalf of Caldwell Stone Company Inc., which is based in Danville, Ky.



(L-R) Oakland Materials' Alan and Rebecca Oakland roamed the Las Vegas Convention Center to see all of the equipment on display.



(L-R) At CONEXPO-CON/AGG 2023, Brandeis Machinery's Jeremy Scott chatted with Luke and Audrey Nordhoff from Lechner's Inc.



Brandeis Machinery's parent company Bramco Inc. received the Dealer of the Year award from Montabert. (L-R) Power Equipment Company's Andy Moon; Bramco's Craig Leis, Chad Dobson, Mike Paradis, and Michael Brennan; Montabert's Maurice Stanich; and Brandeis Machinery's David Coultas were in attendance. Photo courtesy of Construction Equipment Guide



(L-R) Dig-It Excavating LLC's Tristan and Heath Hager and Felicia and Matt Cecil learned about Komatsu's new PC900LC excavator.

(L-R) Ransbottom Excavating's David Ransbottom, Alex Ransbottom, Danny Ransbottom, and Deric Ransbottom as well as Smithco Construction Company Inc.'s Ron Smith checked out new Komatsu equipment at CONEXPO-CON/AGG 2023.





# SAFE & DISCREET



Watch  
the video



Meet our new compact  
breakers: the SD line. Innovative  
and ergonomic tool changing system,  
silenced for urban job sites, safer with  
hose protection and two lifting points:  
the perfect job site companion!



montabert.com  
montabertusa.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



# Construction equipment electrification: a glimpse into the future of the electric job site



**Andrew Earing,**  
Director of  
Tracked Products  
and Service,  
Komatsu

From electric vehicles (EVs) to mining equipment, the shift toward an electric-powered world to reduce carbon emissions — including construction equipment electrification — has already begun.

The Bipartisan Infrastructure Law, which President Joe Biden signed in November of 2021, includes an investment of up to \$7.5 billion for EV charging stations to help build out a national network of 500,000 EV chargers.

Additionally, the Bipartisan Infrastructure Law created a joint office between the Departments of Energy and Transportation to collaborate with local communities and provide technical assistance to support the creation and development of EV charging infrastructure.

Actions are being taken at the state level as well. The California Air Resources Board announced the Advanced Clean Cars II rule in August of 2022 that codified Governor Gavin Newsom's climate goals for the state. The rule established that all new cars and light trucks sold in California must be zero-emission vehicles by 2035.

"While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu.



An operator places a battery in an electric Komatsu machine. "While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu.

"There are challenges, and we have solutions to those challenges that we are exploring, but it's not going to be a one-size-fits-all solution for the various applications and the various sizes of the products that we provide."

## The electric advantage

Komatsu recently showcased a PC210LCE electric excavator and a fully electric compact wheel loader prototype at Bauma 2022, an international trade fair that was held in Munich, Germany, as well as CONEXPO-CON/AGG 2023 in Las Vegas.

In a press release, Seiichi Fuchita, Chief Technology Officer and President of the Development Division at Komatsu, noted that for Komatsu to reach its target of reducing the CO2 emissions of products in use by 50% by 2030 (from 2010 levels), and "to achieve carbon neutrality by the end of 2050, we are looking for promising technologies from suppliers to accelerate our electric machine development."

"Industries including construction are trending in the direction of carbon neutrality," added Earing. "We want to be a leader. We are a technology leader when it comes to construction and mining equipment. We feel that electrification is one viable option in the construction space."

With the PC210LCE, Komatsu created an electric excavator from a popular size class.

"We wanted to introduce the 20-ton size class, because it opens us up to a lot of different operating applications and environments," explained Earing. "They're going to be used indoors and outdoors. It's a very diverse size class, and we wanted to get a much better understanding of all those applications and how they work with electrification."

In 2023, the PC210LCE will begin to see real work on the job site.

"In North America, we are going to conduct a pilot program where we will work with many of our customers to jointly test not only this machine, but the solutions for our customers' applications to better understand the benefits to them, and how we can help meet their needs," said Earing.

Meanwhile, a Komatsu electric wheel loader prototype, created in collaboration with Moog, is currently undergoing further tests to enhance and showcase the advantages of a fully electric





Komatsu's PC210LCE electric excavator provides immediate advantages over a combustion machine, such as better air quality and reduced noise. "It can operate in areas where it may not have been able to operate before, and for longer durations," said Andrew Earing, Director of Tracked Products and Service at Komatsu.

machine, such as increasing its operating cycle, adding assist functions, and creating a comfortable environment for the operator. The wheel loader also has sensors to add automation capabilities.

Compared to its combustion predecessors, electric machinery provides two immediate advantages: better air quality and noise reduction.

"With a zero-emissions machine, it allows the flexibility for that piece of equipment to operate indoors without harming the air quality around it," said Earing. "It can now operate in areas where it may not have been able to before and for longer durations. When you have a traditional emissions vehicle operating indoors, air quality has to be monitored, and sometimes the machine must be shut down for extended periods of time to let emissions dissipate."

Metropolitan and urban worksites are often accompanied with restrictions for when a contractor can work — in part to reduce noise pollution for the populace.

"That's why urban environments are another application for electric machines," Earing continued. "It's not only due to exhaust emissions, but also because of sound emissions. Going with an electrified machine, which has near zero sound emissions, allows

for an extended operating window for our contractors and customers."

### **Bridging the gap to construction equipment electrification**

While combustion engines will remain crucial to the development of electric infrastructure, there is currently hybrid machinery available to help the transition between 100% combustion and 100% construction equipment electrification.

Komatsu released its first hybrid excavator in 2008, and its most recent model, the HB365LC-3, entered the market in 2017.

"The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu. "Based on the Environmental Protection Agency's CO2 formula, the hybrid potentially offers up to a 20% reduction in CO2 emissions compared to the standard PC360LC-11."

The force behind the excavator's fuel savings is its electric swing motor, which offers a glimpse into the capabilities of future electric excavators. The electric swing motor captures and regenerates energy as the upper structure slows down and converts it to electric energy.



**Kurt Moncini,  
Senior Product  
Manager,  
Komatsu**

*Continued...*



# 'Swing is fully electric'

... continued

Moncini explained, "It's using energy that would normally be wasted and makes it available to do work, contributing to increased efficiency and decreased diesel usage."

The energy captured during each swing braking cycle is stored in the HB365LC-3's ultracapacitor. Each time the excavator swings, the capacitor discharges electric power to the electric swing motor.

"A traditional battery requires time for the chemical process that releases electricity to occur," stated Moncini. "The heavy work nature of construction equipment places a much faster demand on power transfer. The ultracapacitor's ability to store and discharge energy quickly makes it ideal."

He added, "Since swing is fully electric, all available engine power can go to the boom, arm and bucket when bringing a loaded bucket out of the ground and over a truck, spoil pile or hopper. This creates a faster cycle time and a very quick, responsive swing."

In addition to powering the swing motor, the ultracapacitor sends electric energy to the engine via the motor-generator. This energy is used to accelerate the engine from an ultra-low idle speed of 700 revolutions per minute (rpm) and improve hydraulic response.

It is this technology that can likely be applied to future electric excavator models to extend battery life and increase power.

"Komatsu has the technology to not only capture but also supply energy into an electric swing motor, which gives the HB365LC-3 up to an additional 70 horsepower that it can use for efficiency needs or even use for additional performance needs depending on the customer's application," said Earing.

## Steps toward carbon neutrality

Complete construction equipment electrification and hybrids are at the forefront of construction's push toward carbon neutrality, but electrification is just a part of what the industry sees as a solution to meeting carbon goals.

"We're not just exploring electrification — we're also exploring other technologies that are out there such as hydrogen fuel cells and clean fuels," said Earing. "We're looking at all of these options because we're making sure that we have the right solution for the right job site and customer application."

Earing concluded, "In the future, I would say that the trends that we see in carbon neutral machines will depend on the machine application, plus size and weight. With different sizes, there are going to be different technologies that suit those machines." ■

Hybrid equipment, such as the Komatsu HB365LC-3 excavator, bridges the gap between combustion and electric machinery. "The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu.







United. Inspired.

# The whole range

For everything a driller needs, rely on Epiroc and Brandeis.

Evansville, IN  
(812) 425-4491

Indianapolis, IN  
(317) 872-8410

Lexington, KY  
(859) 259-3456

Paducah, KY  
(270) 444-8390

Fort Wayne, IN  
(260) 489-4551

Corbin, KY  
(606) 528-3700

Louisville, KY  
(502) 491-4000

Stanville, KY  
(606) 478-9201

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



A JOHN DEERE COMPANY



**WIRTGEN GROUP**



# Your one-stop supplier.

► [www.wirtgen-group.com/technologies](http://www.wirtgen-group.com/technologies)

**CLOSE TO OUR CUSTOMERS**

**ROAD AND MINERAL TECHNOLOGIES.** With leading technologies from the WIRTGEN GROUP, you can handle all jobs in the road construction cycle optimally and economically. Put your trust in the WIRTGEN GROUP team with the strong product brands WIRTGEN, VÖGELE, HAMM, KLEEMANN.

► [www.wirtgen-group.com](http://www.wirtgen-group.com)

**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**



# WIRTGEN's AutoTrac system for stabilizers and recyclers increases efficiency, reduces environmental impact

Using environmentally friendly processes and handling valuable resources responsibly are becoming more important in the areas of soil stabilization and cold recycling. Cost-effective realization of these processes is only possible when they are efficiently executed. With the launch of the AutoTrac system for its WR Series, WIRTGEN now offers a technology that focuses precisely on this.

Soil stabilizers are used for resource-efficient preparation of pavement bases on infrastructure projects. A subbase with insufficient load-bearing capacity is transformed into resilient materials that can withstand heavier loads. This process takes the existing soil and adds and mixes in binding agents such as cement and/or lime. In the case of cold recycling with the WR Series machines, damaged asphalt layers are milled and resized in a single operation, rebound by the addition of binding agents and water, and then repaved. New base layers produced by this process have extremely high load-bearing capacities.

### Automatic steering for optimal overlaps

By enabling precise, automatic steering, the AutoTrac system helps WIRTGEN machines achieve greater process efficiency and, as a result, a high degree of environmental sustainability. It steers the machine accurately within tolerances of a few centimeters on the

basis of a previously established reference strip and a specified overlap of adjacent strips, which enables consistent utilization of the machine's ideal working width. AutoTrac relies on various global navigation satellite systems for precise control of the machine's position and direction of travel. The system is operated from an additional control panel that also enables the operator to view information about the position of the machine and previously completed strips.

### Shorten completion time

Adhering to the pre-set overlaps reduces the consumption of binding agents, consumables and fuel, making the carbon footprint smaller and shortening the project's completion time. The result is increased project efficiency, as well as cost-effectiveness and reduced environmental impact.

### Reduce operator workload

Manual steering of the machine always requires considerable effort when it comes to avoiding unprocessed gaps in the ground being worked. AutoTrac's automatic steering assists the operator and reduces the workload. Maintaining the desired overlap avoids unwanted gaps in the final results. The operator can concentrate entirely on the mixing process and keep an eye on what's going on around the machine. ■



WIRTGEN's AutoTrac system for WR Series recyclers and stabilizers provides automatic steering for increased efficiency, resource conservation and reduced operator workload.



# Takeuchi adds seven new sound-suppressed hydraulic hammers designed for high productivity with less noise



Learn more

Takeuchi has added seven new sound-suppressed hydraulic hammer models to its Takeuchi Attachment Program to help compact track loader and compact excavator owners accomplish even more with their machines.

"Hydraulic hammers are invaluable attachments for breaking up asphalt, concrete, rocks and other hard materials," said Takeuchi-US Product Manager Lee Padgett. "Contractors and others who perform demolition and excavation will find these hammers match perfectly with a wide range of Takeuchi machines. And, because our hammers are sound suppressed, they can be operated in quieter environments with less noise disruption throughout the surrounding area."

Takeuchi's new hydraulic hammer line features excellent power-to-weight ratios suitable for a variety of applications. The TKB52-S, TKB72-S and TKB102-S are compatible with compact excavators ranging from the TB210R to the TB230. The TKB302-S, TKB402-S and TKB802-S work well with compact track loader models ranging from the TL6R to the TL12V2/R2 and compact excavator models ranging from the TB235-2 to the TB290. Finally, the TKB1702-S is compatible with the TB2150 and TB2150R compact excavators.

Providing excellent noise suppression and vibration insulation, the sound-suppressed design of every Takeuchi hammer also protects it from dust and debris. Constant blow energy (CBE) allows for a wide range of oil flow settings and protects the hammer against high back pressure. An integrated, membrane-type hydraulic accumulator eliminates nitrogen leakage and the need for recharge for lower operating costs and consistent impact energy.

### Enhanced durability, simpler maintenance

The compact and medium hammer range feature fewer internal parts and no tie rods, as well as a 3-in-1 lower tool bushing, for enhanced durability and simpler maintenance. A single retaining pin makes it easier and faster to replace the tool and tool bushing on-site when necessary. Swivel couplings on the medium-range TKB302-S, TKB402-S and TKB802-S models allow hoses to move freely, reducing the load on both the hoses and the hose couplings for longer component life.

"Our new hydraulic hammers offer the same quality and durability that our dealers and their customers have come to expect from Takeuchi," said Padgett. "Rest assured, when you purchase or rent a Takeuchi-branded hammer, you're getting a reliable, dependable attachment that can improve your uptime and productivity." ■



Takeuchi's new hydraulic hammer line features excellent power-to-weight ratios suitable for a variety of applications and match perfectly to a wide range of Takeuchi excavators and compact track loaders. The hammers are sound suppressed, so they can be operated in quieter environments with less noise disruption throughout the surrounding area.







# REACH YOUR EXCAVATOR'S POTENTIAL



**WE HAVE A MULCHER FOR YOUR SIZE  
EXCAVATOR 5 - 45 TONS**

SEVERE DUTY OR HEAVY DUTY MULCHERS

**fecon.com**

**800.528.3113**

**FECON®**





## Now there is an easy, affordable way to bridge the technology gap

Smart Construction Retrofit equips legacy machines with 3D guidance and payload monitoring — tools to drive accuracy and efficiency at your job site.

Learn more about this exciting new solution at  
[komatsu.com/smart-construction-retrofit](https://komatsu.com/smart-construction-retrofit)

Scan to learn more



# KOMATSU

**SMARTCONSTRUCTION**  
**Retrofit**



# New replacement monitors, GNSS receivers provide upgrades to your existing intelligent Machine Control devices

Komatsu's intelligent Machine Control (iMC) equipment has always been on the cutting edge of technology that automates grading and excavating. To ensure that's the case on all models of iMC equipment, Komatsu has now introduced remanufactured, upgraded machine control monitors and GNSS (global navigation satellite system) receivers.

"Komatsu always looks to upgrade its equipment and components in order to increase our customers' efficiency and production, and we updated these devices to the latest technology as well," said Goran Zeravica, Senior Product Manager, Reman. "There have been slight changes to the hardware, but the biggest upgrades came in software that makes them even more effective than the previous models."

The new devices are replacements for the original monitors in iMC dozers and excavators and their GPS/GNSS receivers. All are now Komatsu Genuine Reman with proprietary technology, including the PH700 iMC excavator monitor (replacing the older X31) that shows

operators where cuts and fills are, as well as other job site features. Users can upgrade their GX-60 to a new GX-55 in iMC dozers. As with the PH700, the GX-55 shows cuts and fills and other job site features.

Previous MC-i3 GNSS receivers have been replaced with new MC-i4 models, which provide GPS/GNSS positioning for the machine, so it knows where it is on the job site and in relation to final plan elevations.

### Available through distributors, My Komatsu

"As with cell phones, which you upgrade periodically to have the latest technology, we encourage you to do the same with your iMC devices," said Arash Moghaddamzadeh, Product Manager, Reman Products and Forestry Aftermarket. "These new devices are available through your Komatsu distributor by contacting your product support representative, technology solutions expert, or through the parts department. Additionally, they are available as Reman by using your My Komatsu account." ■



**Goran Zeravica,**  
Senior Product Manager,  
Reman,  
Komatsu



Komatsu Genuine Reman devices for intelligent Machine Control (iMC) dozers and excavators feature proprietary technology that helps increase earthmoving efficiency.







# *LeeBoy*

## TRUST LEEBOY.

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



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



# Komatsu Care Plus Cost Per Hour gives you a fixed hourly rate on unlimited services for 60 months

**A**s your machines age, increase certainty in your owning and operating costs with Komatsu's new Komatsu Care Plus Cost Per Hour program that delivers unlimited scheduled maintenance services at a fixed rate for 60 months.

"Komatsu Care Plus Cost Per Hour is a subscription-style billing plan that gives customers a very cash-flow-friendly alternative and lets them extend coverage beyond the complimentary maintenance period," said Komatsu National Accounts Manager Felipe Cueva. "There is a nominal, up-front, opt-in charge. Customers then lock in their cost per hour for that 60-month period and are billed based on the machine's monthly usage. Price protection is built in. The rate doesn't change, which offers a hedge against inflation and rising costs."

The benefits of Komatsu Care Plus Cost Per Hour include:

- Unlimited hours
- Up to 60 months of coverage guaranteed
- Price protection
- Total periodic maintenance (oils, filters, labor, travel and oil sampling)
- Monthly payments based only on machine utilization reported in Komtrax
- National coverage

### How it works

"For example, if the rate on their particular machine is \$5 per hour and the customer used the machine for 10 hours, they would be billed \$50," Cueva explained. "If they put 100 hours on the machine, the cost would be \$500 for that month."

The usage is tracked with Komatsu's Komtrax telematics system to ensure accurate billing.

"Added peace of mind comes in knowing that, as with other Komatsu Care programs, the services performed with Komatsu Care Plus Cost Per Hour are done by certified technicians," said Cueva.

He also noted that Komatsu Care Plus Cost Per Hour is restricted to current production models such as Dash-11 excavators. Hourly rates vary depending on machine. Once the initial 60-month period ends, customers may opt in again at the current rate.

"Customers can cancel their subscriptions at any time after 1,000 hours and two completed services without penalties or fees," said Cueva. "We encourage anyone who wants more certainty in their costs to check this out, as well as other options through My Komatsu. Your local Komatsu distributor can help get you covered." ■



**Felipe Cueva,**  
National Accounts  
Manager,  
Komatsu

**Komatsu Care Plus Cost Per Hour locks in a fixed hourly rate for 60 months, and customers are billed on their monthly usage, which is tracked with Komatsu's Komtrax telematics system to ensure accuracy. Services are performed by certified technicians.**





# THE STRONG SILENT TYPE



## » SILENT PUMP. SIZED FOR PERFORMANCE.

Gorman-Rupp Prime Aire® sound-attenuated pumps are engineered to operate much quieter than industry standards. And, they are now available in sizes up to 14" with flows up to 10,000 GPM to handle your toughest bypass and dewatering applications. Features include spill containment environmental base, corrosion-resistant, acoustically treated enclosure and the latest in Tier IV engine-driven technology.



*The Pump People®*



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



## Jacob Hopper promoted to regional sales manager for Indiana

**B**randeis Machinery & Supply Company recently announced that Jacob Hopper has taken the role of regional sales manager for Indiana. Hopper has more than 10 years of experience in the construction sales industry and previously served as a sales representative for Brandeis Machinery in Indianapolis.

"As a sales representative, I quickly realized how great it was to work at a true family company like Brandeis Machinery," said Hopper. "I was able to grow here and had great support all along the way. Now, I am extremely excited to have the opportunity to progress the next generation of the Brandeis Machinery team. I want to see them expand upon their

capabilities, succeed, and celebrate their accomplishments. We are a team, and that drives the culture at Brandeis Machinery."

Hopper added, "I am also looking forward to growing the footprint of Brandeis Machinery in Indiana. It is our goal to cultivate new relationships and continue to grow our existing ones. Brandeis Machinery is committed to providing the best solutions and support for our customer needs, and we will continue to do so."

Hopper lives in Westfield, Ind., with his wife, Libby, and their 3-year-old German shorthair pointer, Doug. In his free time, Hopper enjoys golfing, exploring national parks, and waterfowl hunting. ■



**Jacob Hopper,**  
Regional Sales  
Manager,  
Indiana,  
Brandeis Machinery

## Meet Kyle Rogers, the new marketing manager for the Brandeis Machinery team

**K**yle Rogers recently joined the Brandeis Machinery & Supply Company team as the marketing manager. She brings more than 20 years of marketing and advertising experience to Bramco Inc.'s family of brands, including Brandeis Machinery. Her communication degree and background in journalism mean she can craft messaging to connect with unique audiences in various industrial sectors.

With wide-ranging experience working alongside equipment manufacturers in various industries such as HVAC, Fire and Life Safety, chemicals, additives, and jet engines, Rogers has gained invaluable insights into the communication tools necessary to effectively reach both dealers and end customers. Despite being relatively new to the heavy equipment field, her expertise in identifying unique customer segments and implementing efficient communication channels — both digital and traditional — ensure that the Brandeis Machinery message will resonate with all audiences.

While new on the job, Rogers is impressed with the support shown by everyone across the Brandeis Machinery team. She is excited to work with such great people and is confident that they'll be able to achieve their goals together.

Speaking of goals, Rogers has some big plans for the marketing team.

"We want to align our marketing efforts to sales objectives, explore additional outlets and opportunities, and leverage reporting data to better inform future marketing decisions," she stated.

Rogers knows it won't be easy, but she's confident that the marketing team is up to the challenge.

Rogers looks forward to connecting with customers and teams at each branch during the events planned for the coming months. Keep an eye on all social media and email updates for more information on these exciting happenings.

Bramco Inc. is the parent company of Brandeis Machinery, Power Equipment, Bramco-MPS and Certified Rental. ■



**Kyle Rogers,**  
Marketing Manager,  
Bramco





## Have you seen what's **new** in My Komatsu?

We've made some exciting changes! An **all-new mobile app**, simplified ordering through the **Online Parts Store**, **Komatsu Care Program (KCP)** integration and more have been added to enhance the My Komatsu user experience.

Log in to your My Komatsu account to see the full range of new features. Don't have a My Komatsu account? Go to [mykomatsu.komatsu](https://mykomatsu.komatsu) to sign up.

**KOMATSU**  
My Komatsu





2018 HAMM H 10i P, S/N H2350545, 1,303 hrs.



2016 Komatsu GD655-6, S/N 60061, 225 hrs.

Year/Make/Model	S/N	Equipment Number	Location	Hours
<b>Compaction</b>				
2018 HAMM H10i	235HAA00681	J00724	Chattanooga, TN	1,360
2017 HAMM H10i	H2350253	J00725	Memphis, TN	1,650
2018 HAMM H10i P	H2350545	J00727	Paducah, KY	1,303
2018 HAMM H10i P	H2350782	J00729	Evansville, IN	1,300
2018 HAMM H12i	H2350502	J00730	Nashville, TN	1,100
<b>Dozers</b>				
2020 Komatsu D51PX-24	10840	J00722	Chattanooga, TN	2,190
2018 Komatsu D51PX-24	B20281	J00741	Louisville, KY	2,266
2018 Komatsu D51PXi-24	10502	J00701	Louisville, KY	4,454
2022 Komatsu D51PXi-24	B25088	J00739	Paducah, KY	2,005
2017 Komatsu D61PXi-24	B60248	J00696	Evansville, IN	6,198
2022 Komatsu D61PXi-24	B65593	J00733	Knoxville, TN	1,620
<b>Excavators</b>				
2018 Komatsu PC138USLC-11	52262	J00742	Little Rock, AR	1,892
2022 Komatsu PC170LC-11	36136	J00720	Lexington, KY	1,113
2018 Komatsu PC210LC-11	C80357	J00731	Little Rock, AR	3,500
2019 Komatsu PC210LC-11	C80659	J00738	Little Rock, AR	3,460
2017 Komatsu PC228USLC-10	2855	J00728	Nashville, TN	4,100
<b>Graders</b>				
2016 Komatsu GD655-6	60061	J00726	Paducah, KY	225
<b>Wheel Loaders</b>				
2018 Komatsu WA270-8	83648	J00744	Little Rock, AR	2,466
2018 Komatsu WA270-8	A28440	J00743	Louisville, KY	2,534

**KOMATSU**
[www.brandeisused.com](http://www.brandeisused.com)




Low Hour

Late Model

Intelligent  
Machines

**KOMATSU**



**TAKEUCHI**



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 / 2.0**  
**MACHINE CONTROL**

***Certified Rental***

**(800) 997-7530**

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

