January 2022

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Brooks Construction Company Inc.

Philpot Enterprises LLC

Turnkey operation focuses on commercial site work jobs in London, Ky., area

Jim Philpot, Co-owner and General Manager

Mike Philpot, Co-owner

A Message from Brandeis Machinery & Supply Company

David Coultas

Informative articles to help your business

Dear Valued Customer:

We applaud Congress for passing the $1.2 trillion Infrastructure Investment and Jobs Act. The multiyear bill will provide much-needed funding for fixing aging roads and bridges, expanding public transit and internet access, modernizing the electric grid, and improving water and wastewater systems. It's a historic investment in our nation's infrastructure.

This edition of your Focusing on Solutions magazine features several informative articles designed to help you and your business. For instance, there is a quick how-to on installing and maintaining a breaker, a valuable tool that can increase your versatility.

Because it is essential to assess each of your projects in-depth, we offer several questions about practices, processes and operations that you may want to ask before, during and after a project.

We also highlight some new products, including the Komatsu WA480-8 yard loader arrangement that is designed to be a three-pass match for loading aggregate and other materials into on-highway trucks. It is great for infrastructure, forestry and non-residential applications, too.

If you need a big dozer, the new Komatsu D475A-8 may be the perfect fit with a re-engineered mainframe that targets twice the life of previous models and can withstand multiple rebuild/overhaul cycles.

Plus, now is a good time to consider doing the maintenance and repairs that you may have put off during the busy season. Our skilled service personnel can perform the work in a timely, cost-effective manner to help limit your downtime. Contact us for details.

As always, if there's anything we can do for you, please call one of our branch locations.

Sincerely,
Brandeis Machinery & Supply Company

David Coultas

David Coultas,
President

focusing on Solutions

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Investment in technology helps Philpot Enterprises LLC take on midsize commercial grading and earthmoving projects

Jim Philpot, Co-owner and General Manager

Growing up on a farm meant Jim Philpot learned how to operate a wide range of machinery from a young age. With that skill set, he created his own excavation and site preparation company, Philpot Enterprises LLC, which he co-owns with his brother, Mike.

"I spent a lot of time operating the tractor and backhoe we owned," said Jim. "If we weren't busy farming, we'd take on a dozer or backhoe job for one of our neighbors. Actually, the school superintendent happened to be our neighbor, and he really got me into construction. He was doing a job by himself on his property and hit rock. He called me, my dad and brother to hammer out the material for him. We were able to remove the rock and finish his grade work. That's when I knew I could make construction work a full-time job."

Since 1986, Philpot Enterprises has established itself as a medium-sized site preparation company. The firm services a 150-mile radius of London, Ky.

"We're a turnkey operation," noted Jim. "We focus on commercial site work jobs, primarily for industrial institutions and schools that range in size from $1 million to $2 million.

We've established relationships with some of the local builders and will complete four projects annually."

Jim notes that his employees play a pivotal role in the company's success.

"We're currently running a 10-man crew," said Jim. "Most of our guys have been doing this a long time and understand what it takes to do a job the right way the first time. We've established a reputation for quality work that our customers appreciate."

Investment in technology

Currently, Philpot Enterprises is completing work on a 200,000-square-foot warehouse facility for a trucking logistics firm in London, Ky.

"The property was originally a dairy farm, which means the soil was great for farming but less suitable for a construction site," explained Jim. "We had to remove 47,000 cubic yards of soil and stabilize the low, wet places with rock and other material. We're installing all the sewer, utilities and drainage before cutting to finish grade."

Technology increased the company's efficiency, according to Jim.

Project Manager Matt Philpot uses a Komatsu D61PX-24 excavator with an aftermarket Topcon GPS system to cut a slope.

Co-owner Mike Philpot loads material into the bed of a Komatsu HM400 articulated truck using a Komatsu PC360LCi-11 iMC excavator. "The 360LCi excavator is our primary production mass excavator, but we also use it to lay pipe," noted Jim Philpot, co-owner/general manager. "It's a versatile machine. The semi-automatic capabilities on both of our iMC excavators allow our operators to dig to grade, place the backfill, set the structure and check grade without getting out of their seat."

"Most of our machines are Komatsu and equipped with GPS technology," stated Jim. "That allows us to fly a drone and change the project as we go. If we see rain in the forecast, we can create a slope using the GPS technology, which allows the water to drain faster and helps us get back to work quicker.

"Having the plans in front of you on the machine's screen while you're operating means you're always aware of where you're at on the job," he continued. "Knowing where your cut is limits rework and increases our efficiency. Our operators have the confidence to make the correct cut and move on to another aspect of the job."

Philpot Enterprises' fleet of Komatsu equipment includes a PC360LCi-11 excavator, a PC360LC-11 excavator, a PC210LCi-11 excavator, a D61PX-24 dozer, and two HM400 articulated trucks. Both the PC360LCi-11 and PC210LCi-11 excavators are outfitted with Komatsu's intelligent Machine Control (iMC) technology. The firm utilizes an aftermarket Topcon system on its D61PX-24 dozer.

"The 360LCi excavator is our primary production mass excavator, but we also use it to lay pipe," noted Jim. "It's a versatile machine. The semi-automatic capabilities on both of our iMC excavators allow our operators to dig to grade, place the backfill, set the structure and check grade without getting out of their seat."

The firm relies on its D61PX-24 dozer for its grade work.

"We own a grader, but hardly ever start it anymore," explained Jim. "We do all of our grade work with the D61. You're not limited to the underfoot conditions with a dozer, and it works faster than a traditional grader. The grader is fast on hard surfaces, but most of our work involves more challenging terrain, and the dozer can handle anything we throw at it.

"The slanted-nose design on the dozer offers superior visibility to competitive machines," he added. "You can see your blade at all times. There's no guessing involved, which allows you to use the dozer for the fine grade work as well as mass earthmoving. With the GPS technology, one dozer can now do the work of three dozers."

Super service from Brandeis Machinery

Philpot Enterprises works closely with Brandeis Machinery & Supply Company and sales

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Continued . . .

‘We've experienced virtually zero downtime’

. . . continued

representative Jason Douglas for its equipment needs. The firm purchased two HM400 trucks from Brandeis Machinery's Certified Rental fleet.

“Brandeis has been super to partner with,” stated Jim. "Jason does a great job of answering our calls and finding solutions for any of our questions. From their shop to their parts department, everybody is helpful.”

Brandeis Machinery sales representative Jason Douglas (left) helps Philpot Enterprises co-owner/General Manager Jim Philpot find the right machines for its projects. “Brandeis has been super to partner with,” stated Jim. “Jason does a great job of answering our calls and finding solutions for any of our questions. From their shop to their parts department, everybody is helpful.”

Jim also appreciates the Komatsu Care program provided by Brandeis Machinery, which offers routine maintenance for three years or 2,000 hours.

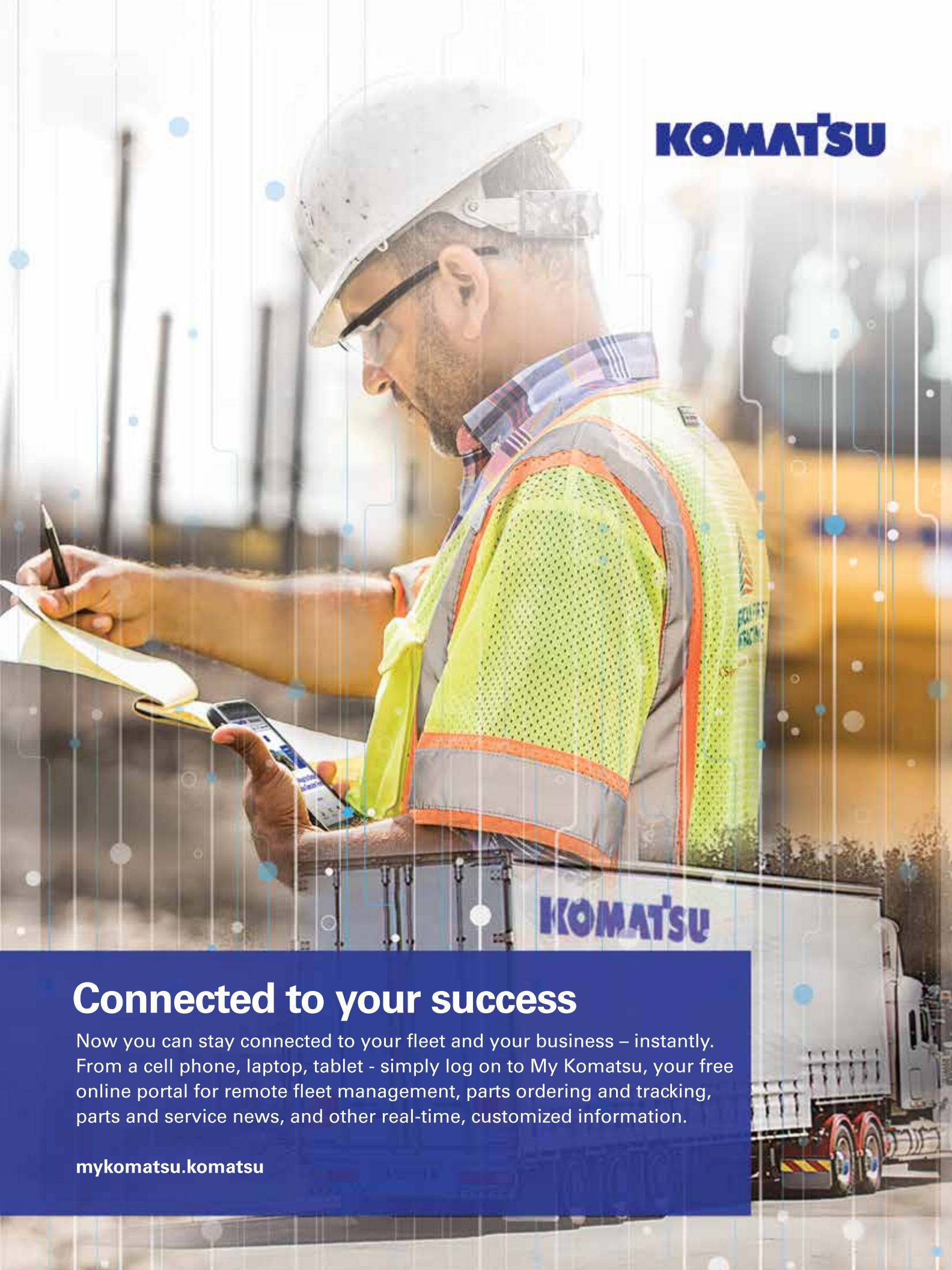
“Komatsu Care means there’s one less thing I have to worry about,” said Jim. “Their service techs take care of all the regular maintenance and will contact us when it’s time to schedule the service. We’ve experienced virtually zero downtime with any of our machines, and when something does happen, they resolve the problem quickly.”

Next generation

Jim’s son, Matt, and Mike's son, Trent, both currently work at Philpot Enterprises. Jim envisions them eventually running the business.

“Matt runs some of our jobs, operates the equipment, does our IT, and handles everything GPS or engineering related,” explained Jim. “Matt's two sons are also learning the business. Trent is newer to the business and will drive a truck or occasionally operate a machine. The company is in a good position, and I’m confident that when I’m ready to retire, they’ll be able to handle everything.” ■

At Philpot Enterprises’ warehouse facility job site in London, Ky., an operator dumps a load of material using a Komatsu HM400 articulated truck. The firm purchased two articulated trucks from Brandeis Machinery's Certified Rental fleet.



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Brooks Construction Company Inc. is a premier paver for northeast Indiana with over 110 years of experience

Andrew Brooks, Logistics & Equipment Manager

Old photographs at Brooks Construction Company Inc.'s offices in Fort Wayne, Ind., depict a horse and buggy delivering materials to a job site. Founded in 1909, just one year after the introduction of the Ford Model T car, the company has been in the Brooks family for over 110 years and four generations. Today, Chairman of the Board John Brooks and President & CEO Andy Brooks oversee the company, while Vice President Margaret Brooks and Logistics & Equipment Manager Andrew Brooks II learn the business.

"My great grandfather, John Foster Brooks, founded the company and passed it along to his twin sons, Jim and Bob," explained Andrew. "Their sons — Andy, who is my father, and John — worked their way through the company and are now teaching my cousin Margi and myself all aspects of the business. To know that the company has lasted through so many trying times in American history is a testament to the type of work we do and our dedication to getting work done the right way."

(L-R) The Brooks' third- and fourth-generation leaders — Andy, Andrew, Margaret and John — embody the tradition and heritage of Brooks Construction Company Inc.

Andrew believes a key factor in the company's longevity is the staff. "It's more than the Brooks' family members that work here. If you go around to our shops, plants or crews and meet our workers, you'll see that there are brothers, cousins and nieces all working together. The generations of families that believe in what Brooks Construction does and how we take care of each other is what makes us successful."

Brooks Construction provides paving services throughout northeast Indiana and has six asphalt plants servicing the surrounding communities. During peak season, the firm's 230 employees complete a variety of paving projects.

"We're a unique company that takes on a mix of private, commercial and INDOT (Indiana Department of Transportation) jobs," noted Andrew. "We don't want to pigeonhole ourselves into one specific area of work. We will do everything from a pothole patch using a four-man crew to multimillion-dollar highway resurfacing projects."

Major highway job

Brooks Construction crews are currently resurfacing 10 miles of four-lane divided highway along Interstate 69 up to the Michigan border. To lay the asphalt, the firm utilizes a VÖGELE 1700 asphalt paver and a VÖGELE SUPER 1800-3i SprayJet tracked paver. The new SprayJet paver features spray bars and an add-on emulsion tank to ensure a homogenous layer of emulsion is dispersed across the surface before new asphalt is laid.

"INDOT specifically wanted to use a spray paver for the I-69 job," said Andrew. "We were excited to take on the job because it is the largest spray paver project in the state of Indiana. The VÖGELE SprayJet was a new machine to our fleet, but has had great results for us.

A crew prepares to pave a stretch of road using a VÖGELE SUPER 1800-3i SprayJet tracked paver. "The SprayJet uses a spray bar just in front of where the asphalt is put to the ground to provide optimal adhesion," said Logistics & Equipment Manager Andrew Brooks.

▶ VIDEO

A crew lays asphalt along a stretch of I-69 using a VÖGELE 1700 asphalt paver. "The VÖGELE machines are straight forward and simple to set up and go," said operator Luke Clark. "The control panel and seat both kick out to the side, so you get a stringline view or guide of the paver once you're laying asphalt. We're using the machine to lay around 2,500 feet of about 13-foot-wide stretches of pavement."

"The technology behind the machine is neat because it has some advantages over the traditional way of paving," continued Andrew. "With a tack truck, tires from vehicles passing over the surface after the emulsion is placed reduces the adhesion quality. The SprayJet uses a spray bar just in front of where the asphalt is put to the ground to provide optimal adhesion. That reduces the loss rate and makes sure the emulsion is used to its full potential."

The VÖGELE pavers have been consistent machines for the company.

"The VÖGELE machines are straight forward and simple to set up and go," said operator Luke Clark. "The control panel and seat both kick out to the side, so you get a stringline view or guide of the paver once you're laying asphalt. We're using the machine to lay around 2,500 feet of about 13-foot-wide stretches of pavement."

Brandeis service reliable

When looking for a spray paver, Brooks Construction worked closely with Brandeis Machinery & Supply Company and sales representative Tim Kreider.

"We've had great support from Tim and everybody at Brandeis," stated Andrew. "They took the time to help us find the right machine and get it set up. It was a big learning curve, but it has been very successful. We're happy with how it has turned out.

A crew monitors asphalt laid by the VÖGELE SUPER 1800-3i SprayJet tracked paver.

"Before adding the SprayJet, we compared a couple different brands," continued Andrew. "Brandeis invited us down to the WIRTGEN facility in Nashville to see where the machine was assembled and meet the team behind the machine. It was evident they wanted the machine to be as successful as we did, and coupled with the support we get from Brandeis,

Continued . . .

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Brandeis comes up with solutions

. . . continued

Operator Luke Clark swings the control panel to the left side of the VÖGELE 1700 asphalt paver.

A crew walks alongside the VÖGELE 1700 asphalt paver to monitor the material.

gave us the confidence to move forward with the SprayJet."

Brooks Construction trusts Brandeis Machinery to help it find other equipment for its fleet as well. The company's additional WIRTGEN GROUP equipment includes several HAMM rollers and VÖGELE pavers. Its Komatsu equipment includes a PC360LC and PC228USLC excavators, two D39EX dozers, two WA270-7 wheel loaders, a WA250-6, a WA500-3, a WA500-8, and two WA500-6 wheel loaders.

"We have had a strong relationship with Brandeis for the last five years and trust them to answer the phone when we call," stated Andrew. "They've come up with solutions and ideas for us when we were stuck. Tim has been a great resource for our company to learn more about equipment and is reliable when we need support."

Next 100 years

Andrew and Margaret Brooks are confident about the future of Brooks Construction. As the fourth generation of Brooks in line to run the company, they plan to continue growing the business.

"The commitment from our current president and governor to put money back into infrastructure is a promising sign for our INDOT work," noted Andrew. "The private commercial side of our business is growing and evolving as well. As a fourth-generation employee, I grew up with technology and have seen how it can positively impact our business. We have a lot of young blood in the company that's excited to grow with the technology and take on the challenges that come our way over the next 100 years." ■

An operator compacts dirt with a HAMM HD+ 120 tandem roller.

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2021 annual golf outing brings Brandeis Machinery customers and employees together for afternoon of food, golf and fun

Brandeis Machinery & Supply Company customers and employees returned to the Woodland Country Club in Carmel, Ind., for the company's annual golf outing, where they all enjoyed a round of 18 holes with complimentary food and drinks. The event was an opportunity for attendees to step out of the office and build connections with people across Indiana's construction industry.

"It's great to be able to team build with my team and to meet my peers in the industry," stated Kristin Sweeney, director of operations at US Aggregates. "It's also a great opportunity to network with our service providers. They do a great job, so it's good to be able to get my team to interact with those from Brandeis and hear a little bit more about the equipment they have to offer for us."

Sponsors for the golf tournament included Komatsu, Epiroc, WIRTGEN GROUP, Takeuchi, LeeBoy, SENNEBOGEN, Fecon and Genesis. Several sponsors staged equipment around the golf course for customers to see and contributed a raffle basket for attendees to win.

"We couldn't do this event without our vendor sponsors," noted Trevor Thielbar, regional operations manager for Brandeis Machinery.

"It's a great opportunity for our customers to meet people from some of our vendors and see how the vendors' products could impact our customers companies. We really appreciate their support and all of our customers for being here. When you get them all out here together in a loose environment, it gives us time to truly shake hands, look at them and appreciate the business that they bring to us each and every day. We're here because of them."

Corey Wall, vice president and regional sales manager for Brandeis Machinery, is excited to continue the golf tradition. "The opportunity to host a golf outing and bring some of our new customers and established customers together is something we look forward to every year. The customers that we get to hang out with and have fun with are just amazing. We look forward to doing this next year and continuing to build relationships with all of our customers." ■

Discover more at BrandeisSolutions.com

An attendee at Brandeis Machinery's 2021 golf outing takes a backswing before driving the ball.

At Brandeis Machinery's 2021 golf outing, an attendee attempts a putt while others from his group watch.

Attendees at Brandeis Machinery's 2021 golf outing at the Woodland Country Club in Carmel, Ind., wait in their golf carts before heading out to play.

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Brandeis Machinery expands reach into West Virginia, new territory will be serviced by its Stanville, Ky., location

Brandeis Machinery & Supply Company has been named the authorized Komatsu distributor in eight counties in the western region of West Virginia. The counties of Wayne, Lincoln, Mingo, Logan, Boone, Wyoming, McDowell, and Mercer will now be serviced by Brandeis Machinery out of the Stanville, Ky., branch location.

Brandeis Machinery is a member of the Bramco family of companies, one of the largest equipment dealers in North America and Komatsu dealer for Kentucky and Indiana. This expansion allows Brandeis Machinery to bring their expertise and top level service to Komatsu customers in several West Virginia counties.

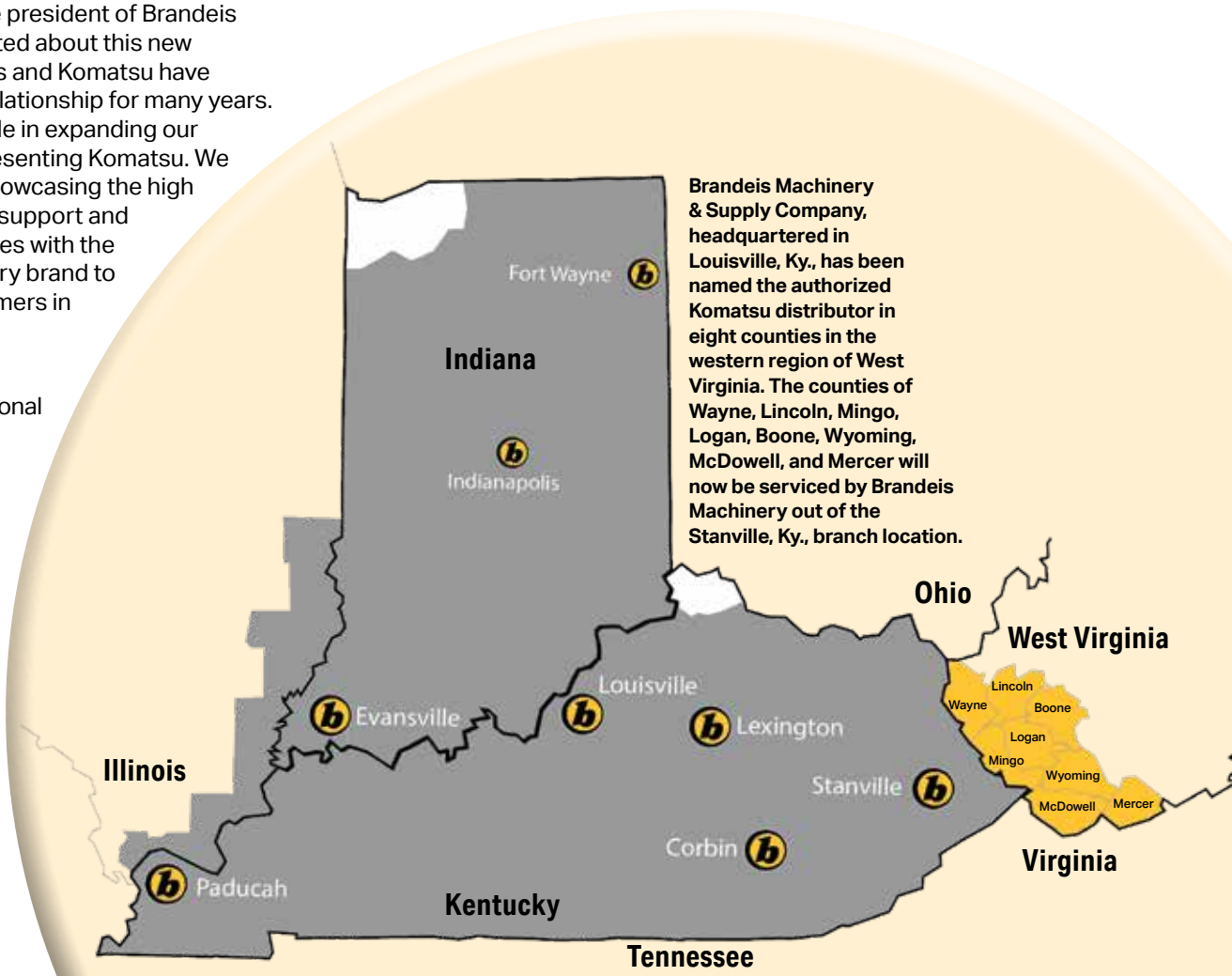
David Coultas, the president of Brandeis Machinery, is excited about this new territory. "Brandeis and Komatsu have enjoyed a great relationship for many years. We take great pride in expanding our territory and representing Komatsu. We look forward to showcasing the high level of customer support and services that comes with the Brandeis Machinery brand to our newest customers in West Virginia."

Lee Heffley, vice president and regional sales manager for eastern Kentucky and West Virginia, agrees. "Seeing growth in the Brandeis brand and specifically in this area of the United States is really exceptional. Komatsu is a valued partner, and Brandeis is committed to meeting and exceeding the needs of our current Komatsu customers in West Virginia. In addition, I am excited to build the Komatsu presence in this region."

Brandeis Machinery is pleased to have Jeremy Murry, sales representative, join the company and continue to service this region. Murry has been in this area for nine years and has been selling and supporting the Komatsu brand.

Murry commented, "There are some wonderful customers in this portion of West Virginia, and I have been lucky enough to work with them for years. I look forward to continuing these relationships and offering them the strong support and service that comes working with Brandeis Machinery." ■

David Coultas, President



Brandeis Machinery & Supply Company, headquartered in Louisville, Ky., has been named the authorized Komatsu distributor in eight counties in the western region of West Virginia. The counties of Wayne, Lincoln, Mingo, Logan, Boone, Wyoming, McDowell, and Mercer will now be serviced by Brandeis Machinery out of the Stanville, Ky., branch location.

Brandeis Machinery announces promotion of Chip Young to vice president

Chip Young, Vice President, Brandeis Machinery & Supply Company

Chip Young, general manager of material handling and technology solutions, has been promoted to vice president of Brandeis Machinery & Supply Company, effective Jan. 1, 2022.

"Chip has done an outstanding job managing and expanding the SENNEBOGEN line of business as well as the Technology Solutions Group for Brandeis Machinery," stated David Coultas, president of Brandeis Machinery. "Chip's experience with our organization and his outstanding leadership skills make this promotion well deserved."

Looking ahead, Chip commented, "Over these past few years at Brandeis, I have learned a great deal about the customer experience and what that means, specifically to Brandeis Machinery customers. My goal is to continue the great traditions of quality and service in place today, and I look forward to the challenges ahead."

Additionally, Chip will become the vice president of product support for Brandeis Machinery in 2023, succeeding Keith Harlan, who will retire at the end of 2022. "I am pleased to have such a great, quality successor to lead up the Product Support team at Brandeis," said Harlan. "With his extensive background in customer development and his knowledge of our business, this transition should be seamless for our customers."

Chip came to Brandeis Machinery with a diverse background, bringing experience in marketing, product management, channel management and commercial management. He holds a Bachelor of Science degree from Miami University in Ohio and attained a master's in business administration from Western Carolina University. Chip and his wife, Tina, are both originally from Louisville, Ky. ■

Mark Strader promoted to vice president of Bramco-MPS

Mark Strader, Vice President, Bramco-MPS

Bramco-Material Processing Solutions (MPS), a member of the Bramco family of companies, promoted Mark Strader from general manager to vice president, effective Jan. 1, 2022. Bramco-MPS provides crushing, screening and processing equipment as well as replacement parts and service. The company represents such brands as KLEEMANN and Terex MPS.

"Mark joined Bramco-MPS five years ago and brought with him over 20 years of experience in the material processing, crushing and screening industry," said Michael Brennan, president and chief operating officer of Bramco. "Here at Bramco-MPS, he has overseen growth within this vital segment of our business and has created a culture of collaboration and teamwork with the employees. I am pleased to work with him and look forward to continued success in our material processing business."

Mark is grateful for the opportunity to grow with the company and commented, "Our business, like so many, has seen great change during these last few years. I have always felt that in addition to reputable and solid business partners, you need to rely on your people to grow. We have a great group here at Bramco-MPS, and I feel fortunate to work with them and expand my leadership reach."

Mark has been the general manager for Bramco-MPS since 2019 after joining the company in 2016 as its sales manager. He is currently on the Associate Committee for Kentucky Crushed Stone Association and is a member of the Professional Development Committee for Indiana Mineral Aggregates Association. Mark, a Somerset, Ky., native, has a degree from Campbellsville University and currently resides in Louisville, Ky., with his wife, Jessica, and their children, Kelsey, John, Mark and Noah. ■

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Starting a new project? Ask these questions first

All construction projects have unique considerations, but there are several common questions you can ask yourself that will help you plan, execute and learn with each one. Here are five important questions to think about when working on a new project.

Do I have all the data I need to put together an estimate and bid the job?

Having a set of plans doesn't always tell the whole story. To set yourself up for success, it's critical to have a thorough understanding of what the job site looks like before you ever think about submitting a final bid. Site owners, developers and general contractors will often have a walk-through prior to the bid date. Attend the walk-through meeting so you can see the actual conditions and elevations and determine if there are items on-site that are not on the blueprints or documents. Those will need to be addressed and considered as part of your bid.

A site visit gives you a chance to ask questions as well. If there is something at the site that is not listed on the plans — such as a small pile of concrete — you can determine who is responsible for its removal or if it should somehow be incorporated into the sitework. There will be a cost, whether you are hauling it off-site or repurposing it, but the difference in your final estimate could be significant.

Asking questions to ensure you have enough information to estimate and bid a project is critical, and so is learning from your practices and people.

Are the machines I have really the best ones for this job?

Think about this question before you put the blade or bucket into the ground. Using the proper machinery for a job is important. It doesn't make sense to bring a tight tail swing excavator to a wide-open job site where mass amounts of material need to be moved quickly. Conversely, a standard excavator is not practical for confined spaces, such as digging against a building or in a lane of traffic.

Improperly equipping the project leads to frustration, lack of productivity and probably decreased profits. If you don't have what's needed for a particular aspect, consider renting. This allows you to get the job done without a long-term commitment to machinery you only need for a short amount of time.

Am I leveraging and maximizing technology?

From initial GPS grading systems to software that replaces traditional pen-and-paper estimating, construction technology has grown considerably. That technology is allowing companies to track every phase of a project digitally and share that information with all relevant parties — owners, contractors, etc. Job site management software and apps are abundant and save time and paper costs.

In addition to using the information to adjust practices on current jobs, it can be used for more competitive and accurate bidding and project management on future projects. You can also use data from the machines themselves. Nearly all new Komatsu machines have telematics that deliver production-related information, such as hours moving earth versus idle time, modes used and more. This data can be used to track job site practices and ensure operators are using the machines and matching them to the materials and applications necessary to help maximize efficiency and productivity.

Telematics let project and fleet managers see the information remotely in near real time, so they can make faster decisions if changes are needed. There are also applications available through desktop and laptop computers, as well as by smartphones and tablets, that let you make plan changes and see what operators see remotely, saving you time and the expense of driving to the job site.

There are various ways to determine if you are on schedule and profitable. In addition to traditional site visits, you can use technology from telematics and remote applications to track progress in near real time from almost anywhere.

Today's machines are more technologically advanced, too. Remember those early days of GPS grading when you needed bolt-on components that got damaged and had to be taken down and put up every day? They are still around, but might not be for long. New equipment now has that technology built in.

What am I learning from the project?

There is an adage, "If you are not growing, you're dying." In business, that does not have to mean adding employees or equipment, or taking on larger jobs. Growth can come from learning more productive and efficient ways to complete jobs.

With technology, you don't have to physically be on the job site to track production or rely on timecards and anecdotal information to see if your schedule and budget line up. Learning to use technology and apply data to job site practices more quickly is a great way to "grow."

What do I do with my profits?

There are many ways to use the money you make from projects. Some suggestions include using the profits to grow your business, paying down or refinancing debt, investing in your staff, or saving for a rainy day. It's always a great idea to talk to your financial adviser to determine what's best for you and your business.

"… you don't have to make all-or-nothing decisions about what to do with your cash once your company reaches the black," according to the article "5 Things to Do With Your Small Business Profits." "You may choose to leave some cash in the company to increase its value, pay a dividend or give your employees raises. You could buy a new piece of equipment and increase your own salary. It's up to you and your goals for running your business. Being in the black just means you have a lot more choices and opportunities." ■

Editor's Note: This information is excerpted from a longer article. To see it in full, scan the QR code or visit https://www.komatsu.com/en/blog/2021/starting-a-new-project-ask-these-questions-first/

Are you prepared for low temperatures? Here's how to winterize your excavators

No matter where you operate, cold weather could potentially affect your job sites. Preparation ensures your excavators are protected, so they can continue to give you good production or are properly stored against the elements.

Fluids are the lifeblood. As temperatures drop, switching to a winter-blended diesel fuel helps protect your engine and its components. Traditional diesel tends to gel and develop condensation in colder temperatures and can freeze if there is too much water in it. High water content can also cause filters to freeze, expand and burst. Also, be sure to drain off fuel tank water and sediment.

Newer machines that use diesel exhaust fluid (DEF) need special attention, whether you're using them or storing them long term because DEF freezes below 32 degrees Fahrenheit. Before shutting down for the day — or for months — it's essential the automatic DEF line is purged to ensure that the lines are empty. This helps prevent expansion that could damage system components.

All fluid levels should be checked consistently to ensure they are at proper levels. It's recommended that you use a low-viscosity oil and coolant with a freeze level protection rating that won't freeze and cause major damage to the engine or other systems.

A block heater may be another consideration during overnight parking.

Keep batteries charged. Cold weather stresses batteries, and they should be inspected for damage prior to winter usage and replaced, if necessary. If you plan to use your excavator, make sure the battery is fully charged. If it's not sealed, check that the water and acid levels are properly filled.

If you're parking the excavator long term, be sure to check the water/acid levels. Maintenance-free batteries should be fine. It's very important that the battery

Preparation plays an important role in your excavator's production during the cold winter months. Always use the proper fluids, keep the battery charged and the tracks clean, and ensure cab features that control operator comfort are working.

Inspecting your machine before operating should be done in all weather conditions. In especially cold weather, pay close attention to hoses and belts, fluids, the battery, and the tracks.

disconnect switch is turned off when storing the machine for a long period of time. Consider removing the battery and putting it in a temperature-controlled climate to prolong its overall life.

Visual inspections are important before startup. Before operating, make sure to do a thorough visual inspection of the machine to check for any irregularities, and address them before starting the machine to prevent potential damage. Let the machine warm up to proper operating temperature and cycle through functions to allow fluids to move before digging or other applications.

Keep track of the undercarriage. Pay special attention to your excavator's undercarriage during cold conditions. Brush off any snow that may have accumulated overnight or during breaks before entering the machine to reduce the chance of slipping. It's especially vital to keep tracks cleaned, as frozen mud and debris causes problems with the undercarriage and the seals and housings of the final drives. It prevents the rollers from turning during travel, which causes flat spots on the carrier and bottom rollers.

Extremely cold temperatures can cause tracks to freeze to the ground. To prevent this, if possible, park your excavator on timbers, small pieces of wood in forest areas, or another barrier when not operating.

Don't overlook the cab. Cabs are often an afterthought when it comes to cold temperatures, but they shouldn't be. To keep operators comfortable, ensure that the heater is in proper working order, as well as the heated seat if the excavator is equipped with one.

When storing the machine, give the cab a thorough cleaning and remove any debris, especially food-related items. Inspect it to make sure there are no holes or missing filters and that the doors seal properly. Doing so helps keep pests such as rodents from nesting and potentially destroying the operator's cab. ■

To discover more helpful information, visit www.komatsu.com

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Want a versatile loader with the capacity to load highway trucks quickly?

Loading and moving materials in as few passes and cycles as possible not only helps increase productivity, but it also reduces costly wear and tear on machines. One versatile machine that offers that across multiple applications provides a distinct advantage.

"The WA480-8 yard loader arrangement is designed to be a 3-pass match for loading aggregate and other processed materials into highway trucks," said Adam Braun, Komatsu product marketing manager. "It is also adaptable for use in infrastructure, forestry and non-residential construction applications."

A host of new features contribute to its high production in truck loading, carrying, stockpiling and hopper charging applications. Among them is a Komatsu designed, 7.2-cubic-yard bucket with curved side edges built to minimize spillage. Its internal space and shape provide smooth material flow, and the long bucket jaw and decreased strike plane angle results in easy fill and low resistance during pile penetration. Operators can easily see how much material is in the bucket with the integrated load meter system in the cab.

More than 1,400 pounds of added counterweight compared to a standard WA480-8 gives the yard loader arrangement the ability to handle increased bucket capacity and improves stability. Low-profile tires with increased ground contact and new heavy-duty front and rear axles provide additional stability. The front and rear frame have been redesigned on the yard loader arrangement with an increased diameter for a larger center hinge pin that connects the two.

Added productivity features include excellent visibility to the pile and surroundings, an easy-to-operate Advanced Joystick Steering System (AJSS), and a comfortable air-suspension seat. Outside the cab, there are front frame steps, a folding left-hand mirror, tie off points and a front cab grab rail.

Maximized brake life

Another highlight of the WA480-8 yard loader arrangement is the new highly efficient air-cooled braking system designed to maximize brake life in extended load-and-carry or high-speed applications. The dedicated system enhances higher cooling efficiency even in tough environments. In severe test conditions, the cooling system demonstrated a 56 to 58 degree Fahrenheit better cooling effect.

"Stable cooling performance under high duty cycle operation reduces the risk of hydraulic oil overheating," said Braun. "The electric drive pump has a sensor that senses the axle temperature and activates only when needed." ■

Adam Braun, Product Marketing Manager, Komatsu

To learn more about the new WA480-8 yard loader arrangement, visit https://www.komatsu.com/en/products/wheel-loaders/large-wheel-loaders/wa480-8/

Komatsu's new WA480-8 yard loader arrangement is designed to be a 3-pass match for loading aggregate and other processed materials into highway trucks. It features a 7.2-cubic-yard bucket with curved side edges built to minimize spillage. A highly efficient air-cooled braking system helps maximize brake life in extended load-and-carry or high-speed applications.

New Komatsu D475A-8 mining dozer features re-engineered mainframe, delivers higher levels of production

Joseph Sollitt, Senior Product Manager, Komatsu

For more information about the new D475A-8, visit https://www.komatsu.com/en/products/dozers/surface-mining-dozers/d475a-8/

On mining sites, support machines like dozers can directly impact productivity by keeping blasting, loading and dumping areas clean, enabling loading and hauling equipment to work more efficiently. If your operation needs a versatile mining dozer that can go from ripping solid rock to cleaning up around a dragline, the new Komatsu D475A-8 may be the right fit for you.

Using extensive customer feedback, Komatsu re-engineered the D475A-8 mainframe to target twice the life of previous models — now 60,000-plus hours — and withstand multiple rebuild/overhaul cycles. Its low center of gravity provides machine stability, and long and consistent track on ground length offers more traction, pushing power, ripping efficiency and less shoe slippage. Track shoe slip control automatically controls engine speed and minimizes slip during ripping.

Added horsepower (890 net hp forward, 968 net hp reverse at 2,000 rpm) can help provide faster ground speeds, shorter cycle times and more production per hour. The D475A-8's high horsepower in reverse means the lock-up converter stays engaged more frequently, allowing significantly higher levels of production, especially when pushing down slopes.

"Automatic gearshift mode allows the powertrain to automatically engage the torque converter lockup clutch," said Komatu's Joseph Sollitt, senior product manager. "Locking up the torque converter reduces parasitic losses within the converter and transmits engine power directly to the transmission, increasing ground speed. That achieves efficiencies comparable to a direct drive and decreases fuel consumption up to 10% compared to manual gearshift operation."

Blade increases efficiency

Operators can boost efficiency by utilizing blade auto-pitch mode, which is designed to increase dozing efficiency while reducing the amount of operator input required. The all-new blade support structure is designed to significantly reduce blade side sway. The dozer also has enhanced visibility to the blade.

Improvements to the cab make the D475A-8 more comfortable to operate throughout long shifts. Ergonomically placed touch points and palm control joysticks make operation easier. Additional comfort features include improved visibility to the ripper shank, a rearview monitoring system and a heated, ventilated air-suspension seat. The redesigned undercarriage reduces shock and vibrations when the dozer travels over rough terrain.

"It is engineered to minimize downtime," Sollitt noted. "Maintenance is efficient with centralized grease points, a ground-level fluid service center, and battery and starter isolators with lockout/tagout functionality." ■

The D475A-8's re-engineered mainframe targets twice the life of previous models — now 60,000-plus hours — and withstands multiple rebuild/overhaul cycles. It has added horsepower that contributes to increased production and a blade auto-pitch mode designed to increase dozing efficiency.

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Quick surface creation lets you perform simple operations with your iMC 2.0 dozer without digital plans

Ron Schwieters, Senior Product Manager, iMC and Hardware, Komatsu

Moving dirt with little or no staking and surveying has become much easier with integrated GPS grade control. Simply upload 3D data, perform a short calibration, and you're ready to strip, push, place and grade materials.

However, what if you have a task that's not in the plans? Perhaps you want to create a level surface for a job site trailer, or it's about to rain and you want to make sure water drains to a certain area.

"Even without plans, you can easily get simple jobs done in short order with the quick surface creation feature on new iMC (intelligent Machine Control) 2.0 dozers," said Ron Schwieters, Komatsu senior product manager, iMC & hardware. "It lets operators easily create a temporary design surface."

To use quick surface creation:

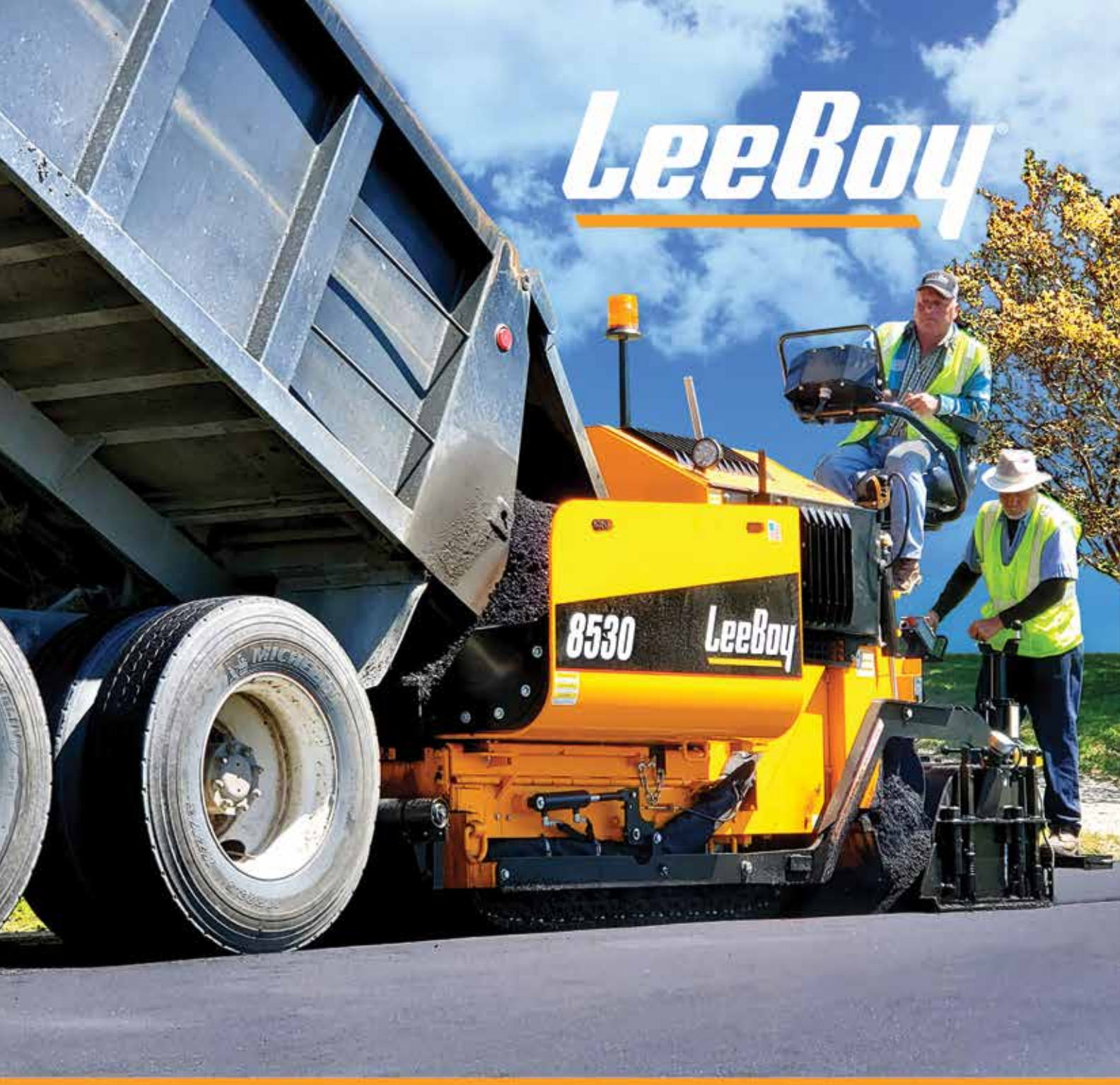
- Lower the blade to the ground or target elevation.
- Press the "quick surface creation" button on the monitor. Values are entered automatically based on your current blade position.
- Adjust values, if desired. When you are ready, press "OK" to set the temporary design surface. The "quick surface adjustment" button will display.
- Move material.

Easy adjustments

You can adjust the temporary design surface parameters by pressing the "quick surface adjustment" button. Touch the desired parameters to be modified and adjust accordingly.

"This is a great tool for times when there is no 3D data available," said Schwieters. "You can use it for a wide variety of tasks, including stripping topsoil and haul road cleanup. It's another way to utilize and maximize your iMC investment to the fullest." ■

Quick surface creation on Komatsu intelligent Machine Control (iMC) 2.0 dozers lets you create a surface in a few easy steps without plans. "This is a great tool for times when there is no 3D data available," said Ron Schwieters, senior product manager, iMC & hardware for Komatsu. "You can use it for a wide variety of tasks, including stripping topsoil and haul road cleanup. It's another way to utilize and maximize your investment to the fullest."



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Expert advice on how to make sure your breaker performs its best

A breaker can be one of the most valuable tools in a construction or quarry company's equipment fleet because it allows you to break up hard materials for excavation, perform demolition of buildings and roads, and break large rocks into manageable sizes for a crusher to handle.

If you are purchasing a new excavator and you think that you will use it with a breaker, consider having the machine set up at the factory with the necessary plumbing to run the attachment. If you are adding a breaker later, have a distributor/dealer technician perform the work because they have the skills to properly set the flows and pressures, and ensure lines are the right size to handle them.

Grease is the lifeblood

Operators or service personnel should be vigilant about grease. Using the proper amount of high-quality grease and putting it on correctly reduces friction wear on the tool and the bushings. Breaker tools become extremely hot, so the grease you use should be rated to work at temperatures of at least 500 degrees Fahrenheit. Use a good grease with, at minimum, a No. 2 lithium base containing 3% molybdenum. Molybdenum is crucial because it helps the grease stick to the tool and not run off.

An automatic lubrication system set to automatically grease during operation can help ensure the breaker remains greased. When purging the lube system a hand grease pump is best. Pump grease into the grease line until a steady stream of grease appears inside the hammer's upper and lower bushing lube holes. Remove the handpump and reattach the grease hose to the breaker lube line.

Inspect consistently, replace worn components immediately

Inspections are an essential part of keeping your breaker in proper working order. A daily walkaround performed before operation, and periodically throughout the day, should be part of an operator's routine as they check for leaks, cracks or loose hardware. A more comprehensive inspection should be done at least every 40 hours of operation and sometimes at shorter intervals, depending on the material you are working with. It's also recommended that you take the breaker in annually for a rebuild to have wear components replaced and the unit resealed.

"If you take care of your breaker, it can take care of you," emphasized Greg Clinton, attachment product support manager, Komatsu. "Once you and your distributor have determined which one is right for your operations, make sure it's properly installed, then inspected and maintained regularly. If you do that, you can help increase profitability and your return on investment." ■

For more detailed information about breakers and how to properly use and maintain them for long life, visit https://www.komatsu.com/en/blog/2021/how-to-help-keep-your-breaker-performing-at-its-best/

Greg Clinton, Attachment Product Support Manager, Komatsu

Breakers can be valuable long-term assets if properly sized, used, installed and maintained. "If you do that, you can help increase profitability and your return on investment," said Greg Clinton, attachment product support manager, Komatsu.

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Used Equipment

2019 Komatsu D155AX-8, S/N 100308, 1,525 hrs.

Year/Make/Model	S/N	Equipment Number	Location	Hours
Asphalt Paver				
2008 VÖGELE Vision 5203-2	0775-0048	BTN21208	Indianapolis, IN	5,200
Compaction				
2015 HAMM H11iX	H2100496	J00633	Louisville, KY	1,784
2019 HAMM HD12VV	H2301814	BTL0D09	Louisville, KY	287
2006 Ingersoll-Rand SD100D TF	187666	BTL21N12	Louisville, KY	3,889
Dozers				
2016 Komatsu D39EX-24	95277	J00638	Kingsport, TN	3,756
2017 Komatsu D39PX-24	95170	J00643	Paducah, KY	1,392
2016 Komatsu D39PXi-24	95052	J00641	Louisville, KY	3,814
2020 Komatsu D61PX-24	41167	J00634	Stanville, KY	587
2019 Komatsu D155AX-8	100308	J00637	Stanville, KY	1,525
2019 Komatsu D155AX-8	100320	J00582	Louisville, KY	2,758
2019 Komatsu D65PXi-18	91678	BTE21601	Louisville, KY	1,878
Excavators				
2019 Komatsu PC138USLC-11	55471	J00642	Knoxville, TN	1,885
2020 Komatsu PC138USLC-11	56497	J00640	Paducah, KY	1,117
2019 Komatsu PC210LC-11	A12816	J00624	Nashville, TN	4,857
2017 Komatsu PC210LCi-10	452694	J00563	Chattanooga, TN	2,243
2018 Komatsu PC238USLC-11	5188	J00644	Little Rock, AR	1,762
2018 Komatsu PC238USLC-11	5327	J00646	Little Rock, AR	2,739
2018 Komatsu PC238USLC-11	5501	J00645	Little Rock, AR	2,128
2017 Komatsu PC360LC-11	A35922	J00636	Springdale, AR	2,735
2019 Komatsu PC360LC-11	A36846	J00618	Little Rock, AR	971
2016 Komatsu PC390LC-11	A30453	J00601	Memphis, TN	6,760
2019 Komatsu PC360LC-11	A36769	J00599	Louisville, KY	2,391
2017 Komatsu PC490LC-11	A41585	J00650	Little Rock, AR	3,200
Milling Machines				
2016 WIRTGEN W210i	1520 1121	BTL21018	Louisville, KY	5,743
2013 WIRTGEN W120Fi	1310.0128	BTN21010	Indianapolis, IN	6,074
Wheel Loaders				
2018 Komatsu WA270-8	A28311	J00647	Memphis, TN	2,747
2016 Komatsu WA380-8	A74244	J00639	Springdale, AR	5,160
2016 Komatsu WA320-7	A36763	BTN21009	Indianapolis, IN	7,176

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Are you putting off repairs?

A well-maintained machine runs cleaner and more efficiently, with reduced downtime. To help keep your machines up and running, did you know that Komatsu Financial offers financing for parts and service repairs on eligible machines through your distributor when the work is performed by Komatsu-approved technicians? With finance terms up to 30 months, you can pay for the parts and labor later.

Financing is available up to $300,000 for parts and labor. Rates are as low as 0.99% depending on the amount financed, and four payment skips every 12 months are available. Terms and conditions apply. Subject to credit approval. Current rates are good through March 2022. Contact Brandeis Machinery & Supply Company for complete details.

Insider Tip: Contact Brandeis Machinery's finance team for additional details. ■

To learn more about parts financing, visit https://www.komatsu.com/en/services-and-support/financing/

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Smart Construction Remote software is compatible with Komatsu intelligent Machine Control (iMC) models and with select aftermarket grade control systems.

Multiple machine transfer

Transfer design files to multiple machines on-site with one click.

Operator support

Assist your operators remotely by viewing what they see in real time.

Insider Tip: "By connecting your machines and office with Smart Construction Remote, you can ensure that your operators always have the right files and support they need to get your jobs done faster with less rework," said Bryce Satterly, Smart Construction solutions manager. ■

Learn more about Smart Construction Remote by contacting Brandeis Machinery or visit: https://www.komatsu.com/en/site-optimization/

Design feature makes a difference in production

While you probably know that intelligent Machine Control (iMC) dozers, such as the D71i-24, can make operators more efficient, did you know that a simple design feature makes all of the D71-24 models more productive?

Komatsu specifically matched the blade width to the track gauge to ensure material is always cast outside the edges of the tracks for an optimal surface finish. Additionally, new performance features include greater steering power for improved maneuverability and productivity.

Insider Tip: "The D71-24 lets you cover multiple applications with one machine — from stripping, to pushing large loads, to finish grading — cutting your need for multiple pieces and saving you time and costs," said Andrew Earing, product marketing manager. ■

Scan the QR code to learn more about how to lower your costs and increase productivity with a D71-24 dozer.

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