Issue 2, 2024

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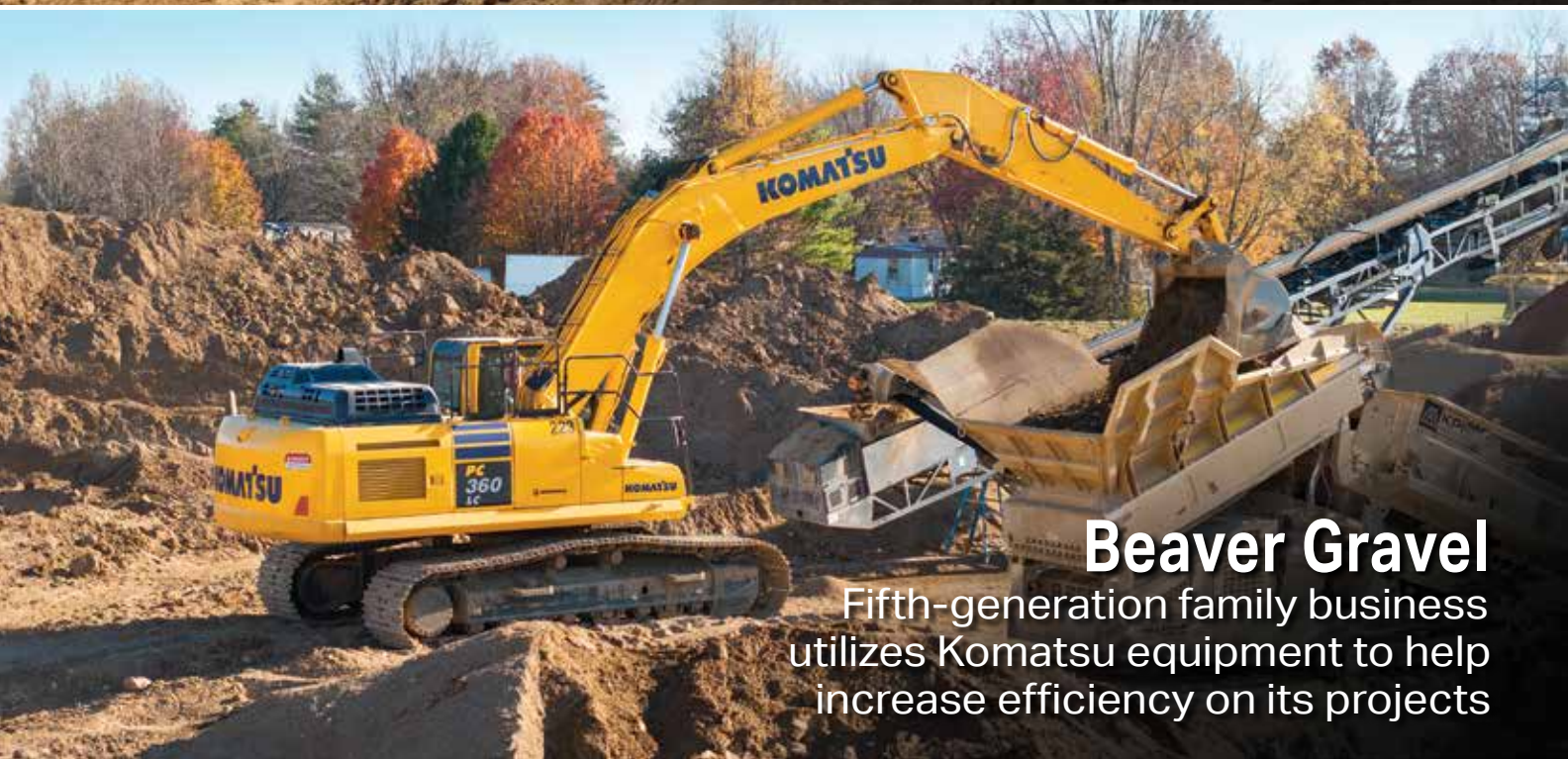
Ainsworth Land Development LLC

Paducah-based company specializes in commercial sitework



Beaver Gravel

Fifth-generation family business utilizes Komatsu equipment to help increase efficiency on its projects

David Coultas

A message from Brandeis Machinery & Supply Company

Hello Everyone:

I hope 2024 is off to a great start for you. The forecast looks promising across most sectors of the construction industry, and my hope is that your year is filled with numerous projects.

Having productive equipment that can deliver with minimal downtime is essential to your ability to get projects done on time and on budget. In this issue, there is an article about three Komatsu excavators that were named among the top new products of 2023. Included is the PC490LCi-11 Intelligent Machine Control (IMC) excavator that helps operators dig straight to grade without overcutting and wasting time and material. You can also read about the smaller but mighty PC130LC-11 and the larger PC900LC-11. Find out how they can fit into your fleet.

Komatsu's Smart Construction solutions can help you maximize productivity and efficiency, and you can incorporate them at practically any stage of the construction process, from pre-bid to production to final closure. Be sure to check out the article on how to choose the best solution for your business.

Plus, we offer a deeper look at Komatsu's Smart Quarry Study inside this issue. Smart Quarry Study assesses your current operation and goals to provide a comprehensive analysis designed to help give you insight into the proper equipment combinations and practices that will help you achieve them.

There are several other articles that I believe you will find valuable as you work on projects now and look to the future.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations covering Kentucky, Indiana and West Virginia.

Sincerely,
Brandeis Machinery & Supply Company

David Coultas

David Coultas,
President

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From small driveways to commercial projects, Ainsworth Land Development LLC continues to evolve as a sitework provider

Blake Ainsworth, Owner/Operator

Ainsworth Land Development LLC's journey began humbly with an old skid steer, a truck and a trailer. Founded in 2021 by Blake Ainsworth, the company now includes a full-time grading crew and has quickly established itself as a versatile player in the industry, specializing in commercial sitework in the western Kentucky and western Tennessee areas.

"We started very small, grading driveways for family and friends," recalled Ainsworth. "I started with no sitework experience, just a determination to learn and grow. I surrounded myself with knowledgeable people, reached out to general contractors for opportunities, and they gave us a chance. Persistence led to growth, and now we have a skilled team that is constantly learning and improving. Our goal is to shake things up, not do it the way it's always been done. We focus on our niche in smaller commercial sitework while being open to diverse projects, depending on our workload and capacity. We'll do residential and agricultural work, building pads, parking lots, storm pipe work, and land clearing."

As a husband and a father of two, Ainsworth's motivation stems from his family, so he runs his company with a family-oriented and customer-centric approach, which has led to loyal, repeat customers and hardworking employees.

"Starting a business with a young family was daunting, but my wonderful wife, Allison, and daughters, Kennedy and Chandler, are my driving force," said Ainsworth. "They inspire me to strive for success every day. My team and I take a lot of pride in our work. We do things the right way and we invest in our people and our equipment to deliver the best results."

Ainsworth also credits his mentors — Pat Johnson, a local civil engineer, and Stevan Hite, a pre-construction estimator — for their invaluable guidance.

"Without them, I wouldn't be here," said Ainsworth. "They coached me and have both been a tremendous help."

Enhanced efficiency with Komatsu

Ainsworth Land Development is currently working on several exciting projects, including the construction of a new bus garage for the Fulton County School District in Hickman, KY.

"Our task is to strip the site, bring in and compact stone, and create a building pad," explained Ainsworth. "We'll also handle the finish grading and permanent stabilization."

To enhance efficiency and accuracy on its projects, Ainsworth Land Development utilizes cutting-edge technology and machinery,

An operator cuts dirt to grade with a Komatsu D39PXi-24 Intelligent Machine Control (IMC) dozer.

▶ VIDEO

Ainsworth Land Development utilizes a Komatsu D39PXi-24 IMC dozer and a Komatsu PC210LC-11 excavator equipped with Smart Construction Retrofit on a job site in Hickman, KY.

such as a Komatsu D39PXi-24 Intelligent Machine Control (IMC) dozer and a new Komatsu PC210LC-11 excavator equipped with Komatsu's Smart Construction Retrofit, which is a low-cost 3D guidance kit.

"Introducing GPS technology has significantly increased our productivity," commented Ainsworth. "The precision and real-time feedback provided by the GPS technology eliminate the need for traditional staking. It's an invaluable tool for operators, especially those new to commercial sitework, and it helps them learn quickly and work more efficiently. It also helps them be more accurate and organized on projects. Even as an experienced operator, I find that the accuracy and efficiency of GPS are unmatched. It's a tool that, once mastered, operators don't want to work without."

Ainsworth Land Development also has a Komatsu PC88MR short tail swing excavator that it uses for smaller storm work.

"It's perfect for tight spaces," noted Ainsworth.

Support from Brandeis Machinery

Ainsworth Land Development's commitment to integrating advanced technology into its projects not only streamlines its operations but also ensures precision and quality in its work. To find the right equipment outfitted with the proper technology, Ainsworth works closely with Brandeis Machinery & Supply Company. The partnership with Brandeis Machinery has been integral to Ainsworth's ability to effectively tackle projects and maintain operational efficiency. The collaboration is not just about supplying machinery; it's about ensuring Ainsworth has the support needed to maximize his equipment's potential.

"The service we get from Brandeis Machinery is top-notch," noted Ainsworth. "I can directly reach the people I need without delay. Our sales rep, Chad Porter, regularly visits our job sites to understand our needs. This level of support, especially when we face job site or equipment challenges, is crucial in keeping our projects on track."

The company values the proactive approach Brandeis Machinery takes in customer service.

Ainsworth elaborated, "Our schedule is hectic, and we spend most of our time on job sites. Chad's willingness to meet us where we are, instead of us having to go to town, is a game-changer. It's this kind of understanding and adaptability that makes our distributor relationship so valuable."

Discover more at BrandeisSolutions.com

Continued . . .

‘The service in the shop is just as impressive’

. . . continued

This hands-on, responsive service approach has been a key factor in the company’s ability to maintain a smooth operation. Ainsworth Land Development also relies on Brandeis Machinery’s team at its shop for parts and service.

“The service in the shop is just as impressive,” said Ainsworth. “Whenever we’ve had issues with our equipment, Brandeis Machinery has quickly resolved them, minimizing downtime and keeping our projects moving forward.”

(L-R) Ainsworth Land Development’s Blake Ainsworth receives support from Brandeis Machinery’s Chad Porter.

The partnership with Brandeis Machinery goes beyond typical client-distributor interactions. It’s a strategic alliance that empowers Ainsworth Land Development to focus on what it does best — providing high-quality sitework — while relying on its distributor to handle the complexities of equipment management and maintenance.

Bright future

Through new technology and an efficiency-driven mindset, Ainsworth Land Development is digging its way toward a promising future.

“I think the future’s bright for us,” stated Ainsworth. “Construction has its ups and downs, so we maintain a conservative approach to targeting new business, but we’re also not afraid to aggressively bid and win new projects.”

Ainsworth Land Development’s strategy encapsulates a blend of sensible financial management and a willingness to take on new challenges. This approach not only ensures stability in a fluctuating market but also positions the company as a dynamic player ready to seize opportunities. With its eyes set on expansion and a commitment to excellence, Ainsworth Land Development is gearing up for an exciting journey ahead in the construction sector. ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Your results may vary.*

Operators use a Komatsu PC210LC-11 excavator equipped with Smart Construction Retrofit and a Komatsu D39PXi-24 IMC dozer to move material and load it into a haul truck.

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Beaver Gravel utilizes Komatsu equipment to transform a sand and gravel pit into a campsite for Hamilton County

Chris Beaver, President

Spanning over seven decades and five generations, Beaver Materials Corporation (Beaver Gravel) has continued to embrace its history while taking steps to grow the business for the future. Founded in 1949 by Forrest Beaver and his son, Marion, the Noblesville, Indiana-based family business initially served its local community by improving gravel roads.

From there, Beaver Gravel has grown into a leading supplier in the aggregate industry, catering to a wide array of projects from residential to commercial as well as road construction. Beaver Gravel now operates within a 30-mile radius across the north and south sides of Indianapolis and has a second location in Mooresville. From ready-mix concrete to paving and commercial development, the company's commitment to quality and service is its top priority.

"When my great-grandfather and grandfather started this business, they believed in doing right by the customers," said President Chris Beaver. "Today, that principle guides us more than ever. It's why we've invested in precision-engineered mixes and technology-driven processes. Our goal is to not only meet but exceed our customers' expectations."

With a team of 36 employees and an affiliated trucking company of equal size, Beaver Gravel focuses on creating a family environment.

"Our team is at the heart of everything we do," Beaver stated. "Beaver Gravel relies on everyone at the company and wouldn't be where we are today without the work they put in every day."

Komatsu equipment

Recently, Beaver Gravel began selling and transporting sand and gravel from a property in Strawtown, IN, and is planning to convert the land into a campsite after the material is extracted. The project fits the demand in northern Hamilton County for recreational facilities to balance out the commercial growth in other parts of the area.

"The first thing we'll do is remove the earth and get all the gravel out," explained Beaver. "Then, we'll create the ponds and start shaping the dirt to how we want it to look when it's done."

To extract the material and shape the pit, the company utilizes several Komatsu machines, including a PC360LC excavator, a D61PX dozer, and multiple HM400 articulated haul trucks.

"We chose the Komatsu PC360LC excavator for multiple reasons," said Beaver. "We're using it to feed our screen machines, and the operator can blend the material in to make sure he gets an even flow on the screen machine. The main reason was its ability to operate with either a long reach or a standard stick. That allows us to transition from excavating material during nicer weather to re-digging pump ponds and improving drainage during the winter. Because of that versatility, we don't have to bring in a crane, which saves money and time. We really fell in love with this machine."

The Komatsu D61PX dozer's power helps keep operations moving efficiently, and the slanted-nose design on the 42,902-pound machine challenged Beaver's traditional expectations of a dozer.

"The Komatsu D61PX dozer was an unexpected choice for us, but its ability to do more with less proved invaluable," explained Beaver. "Despite its size, it operates like a much larger dozer, offering exceptional power and maneuverability. I was initially skeptical of the slanted nose, but since operating the dozer, I've realized how balanced and efficient it is. The visibility from

Beaver Gravel President Chris Beaver uses a Komatsu D61PX dozer to shape the edge of a sand and gravel pit in Strawtown, IN.

▶ VIDEO

At Beaver Gravel's job site in Hamilton County, an operator loads material into a screen with a Komatsu PC360LC excavator.

the cab allows me to see both the bottom of the blade and the terrain ahead, which has been a game-changer on this project because we're not using GPS."

Beaver added, "When you get in the machine you just fall in love with it right off the bat. The dash is easy to read, and all the controls are at your fingertips. You feel like you are a part of the machine when you're running it."

Since acquiring Komatsu HM400 articulated haul trucks, Beaver Gravel has revolutionized how it approaches material transportation.

"The HM400 trucks are a great fit because they can haul large amounts of material and have been incredibly reliable," commented Beaver. "We've had virtually no maintenance issues with the trucks and have put over 8,000 hours on them. Whether we run them hard or long, we've found there's nothing we can't do with these trucks."

Partnership with Brandeis Machinery

To find the right equipment for its work, Beaver Gravel has built relationships with Brandeis Machinery & Supply Company and sales representative Derrik Allen.

Beaver stated, "We want a true partnership, which is a give and take where we're working with them and they're working with us, not a one-sided conversation. Brandeis provides that."

The commitment to a true partnership with Brandeis Machinery is a testament to Beaver Gravel's approach to business relationships.

"With Brandeis, we've found a partner that treats us as if we're their top priority, regardless of our size," Beaver elaborated. "The level of attention to detail and service sets Brandeis apart."

The significance of the support from Brandeis Machinery extends beyond just customer service; it includes the comprehensive care for the equipment through initiatives like Komatsu Care, a complimentary program for Tier 4 machines that provides factory-scheduled maintenance for the first three years or 2,000 hours.

Discover more at BrandeisSolutions.com

Continued . . .

‘Brandeis ensures our equipment remains in top condition’

. . . continued

(L-R) Beaver Gravel’s Chris Beaver, Dan Moon and Adam Knapp receive service and support from Brandeis Machinery’s Derrik Allen.

“The heavy equipment industry has reached a high level of quality, making after-sale support and maintenance crucial,” said Beaver. “With Komatsu Care, Brandeis ensures our equipment remains in top condition and alleviates a lot of that stress from maintaining a smaller mechanic staff. They’re also great about scheduling the maintenance on our schedule, so a machine isn’t down when we need it.”

Committed to success

Moving forward, Beaver Gravel will continue to offer a family-oriented approach and provide high-quality services with a hardworking, experienced team. Emphasizing the importance of collaboration and precision, the company sets its sights on sustained growth and innovation.

“We’re a family business, so we scrutinize every cost down to the penny, recognizing that true efficiency comes from a team that adds value,” noted Beaver. “If you don’t have value-added people working with you, if it’s not a team effort, then all you’re doing is spinning your wheels. It’s not about minor savings here or there; it’s about having partners who are as committed to our success as we are.” ■

**The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

An operator moves material across the job site with a Komatsu HM400 articulated haul truck.

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Brandeis Machinery's annual golf tournament allows customers to build new relationships, network and have fun

Brandeis Machinery & Supply Company hosted its annual golf tournament at the Woodland Country Club in Carmel, IN, for a range of its customers and vendors. The event allows industry professionals to connect beyond the confines of conventional business settings while competing for prizes and having fun.

"Winning this year's event was a notable improvement from last year's third-place finish," shared Bill Fyffe, Vice President of Operations for the Water Group at Bowen Engineering. "The tournament provided an excellent opportunity for networking and building relationships within the industry. Our partnership with Brandeis Machinery is instrumental in bringing advanced technology to our projects, and we appreciate the support they provide our company."

Jacob Hopper, Regional Sales Manager in Indianapolis for Brandeis Machinery, emphasized the event's value in strengthening customer relations.

"The tournament brings in customers from across the state," emphasized Hopper. "The construction industry is very tight knit. It's a very close community, with many of them competing against each other for 15 to 20 years. For them to get to spend a little time on the golf course and have a friendly rivalry is fun for everyone."

Aside from business networking, the tournament was infused with a competitive spirit.

"Competitions like the longest drive and closest to the pin, along with generous raffle prizes from our sponsors, added a dimension of fun and engagement to the event," Hopper explained.

Looking ahead, Hopper shared plans for the tournament's future.

"While we are nearing full capacity, our aim is to expand and continue improving the event," he stated. ■

Jacob Hopper, Regional Sales Manager, Brandeis Machinery

Discover more at BrandeisSolutions.com

A golfer hits a shot from the fairway while his teammates look on.

Golfers practice their putting before the tournament begins.

(L-R) The closest-to-the-pin champion on the second hole, Jon Siebert of Calumet Civil Contractors Inc., poses with Trevor Thielbar from the Brandeis Machinery Indianapolis branch.

(L-R) Brandeis Machinery's Trevor Thielbar awards Cooper Tarter of Price Excavating as the longest drive winner on the 16th hole.

Brandeis Machinery's Trevor Thielbar (left) and Jacob Hopper (right) congratulate the winning team from the tournament, which includes Bowen Engineering's John Dettman (second from left) and Bill Fyffe (second from right), as well as Bramco Vice President and Corporate Controller J.J. Lancaster (center).

Fed rate pause could have positive effect on housing market in 2024, economists predict overall growth

Late last year, the Federal Reserve indicated it was likely done raising rates in its efforts to bring inflation under control and avoid a recession. Construction forecasters were expecting the news even before it was announced, which led to a primarily optimistic outlook for construction starts in 2024.

According to Dodge Construction Network, overall construction starts are expected to rise 7% this year, following a 1% increase in 2023. That projection would bring total starts to $1.206 trillion in 2024. Dodge sees all regions of the country making gains, led by the Northeast at 16% and the West at 10%.

"As we go into 2024, we're starting to see economic growth become more consistent and accelerating by the end of the year," said Dodge Chief Economist Richard Branch in the article "2024 Forecast: Non-Building, Manufacturing Lead the Way" by Engineering News-Record.

Branch added that the outlook is dependent on the assumption that the Federal Reserve is done raising interest rates. Dodge expects rates to begin falling in the middle of 2024, according to the Engineering News-Record article.

A rate increase freeze and expected drop later would bode well for the housing market, according to Dodge and other forecasters. Dodge predicts an overall 11% increase, with a rise of 9% in single-family and 14% in multifamily. ConstructConnect predicts a 4.4% increase in overall residential. The National Association of Home Builders forecasts single-family rising 3.7%.

"As interest rates stabilize and then begin to decline after Q1 or Q2, the homebuilding sector will revive," said Alex Carrick, Chief Economist at ConstructConnect.

Transportation's continued surge

While overall construction was relatively flat in 2023, the transportation sector, which includes public highway, pavement and street construction, was a standout with double-digit growth that saw it reach $108.6 billion. The American Road & Transportation Builders Association (ARTBA) expects the trend to

Potential interest rate cuts in 2024 could spur the housing market, according to construction industry forecasters. Dodge Construction Network sees an overall 11% increase, with a rise of 9% in single-family and 14% in multifamily. The National Association of Home Builders forecasts single-family rising 3.7%.

The American Road & Transportation Builders Association predicts the total value of overall transportation to grow to $214 billion, a 14% increase.

continue and increase another 16% in 2024 to nearly $126 billion, according to Alison Black, Chief Economist at ARTBA.

Black indicated that the rise was influenced by the Infrastructure Investment and Jobs Act (IIJA) because many of the projects supported by IIJA are in the construction phase. Plus, many states are increasing their own revenues to match federal funds and make additional transportation investments, using a combination of general fund transfers, bond issues, business taxes, and other user-fee increases.

Considering IIJA's impact on starts, along with states' increased revenue, ARTBA predicts the total value of overall transportation to grow to $214 billion, a 14% increase. That includes sectors such as airport construction, bridges, public transit, rail, and ports.

Both Dodge and Fails Management Institute (FMI) have positive outlooks for the non-building sector, which includes transportation. Dodge sees overall growth at 7% with highways and bridges up 23% and environmental public works rising 10%. It only predicts power plants/gas/communications to fall, dropping 17%.

FMI's outlook is more modest at 7.7% overall with highways and streets at 8.6%, sewer systems at 9.1%, and water supply at 7%. In contrast to Dodge, FMI predicts power will have an increase of 6.2%.

Sector gains

Manufacturing is expected to see double-digit growth within the overall non-residential market, according to both Dodge and FMI, with Dodge predicting 16% and FMI 15.1%. Both have an overall outlook for non-residential at about 4%.

Dodge predicts as much as 17% growth in the hotels and motels sector, and 9% in stores and shopping centers. It also sees a rise in educational buildings and health care facilities, with drops in office buildings and warehouses. Other non-residential is predicted to be flat.

While FMI predicts office and commercial will fall, it anticipates growth in amusements and recreation, religious, education, health care, and public safety. ■

Smart Construction solutions can help you increase productivity, track it and make faster critical decisions

Jason Anetsberger, Director of Customer Solutions, Komatsu

Technology use in the construction industry has grown rapidly during the past decade and includes both on-machine technology as well as software designed for each stage of project management. Choosing the right technology to move your business forward comes with many questions, and the correct answers depend on what technology your company has already adopted.

Komatsu has long been a technology proponent. It was among the first manufacturers to incorporate telematics into its machinery, with its Komtrax remote monitoring system that enabled customers to monitor fuel usage, idle time, location and more. During the past two decades, Komtrax has expanded to include additional comprehensive information that helps with proactive fleet management, to help reduce downtime as well as owning and operating costs.

"For our customers, Komtrax was a great introductory option down the technology path, and it continues to be a great feature," said Jason Anetsberger, Director of Customer Solutions, Komatsu. "On our new machines, it's easily accessible through our My Komatsu platform and lets you monitor any piece of equipment."

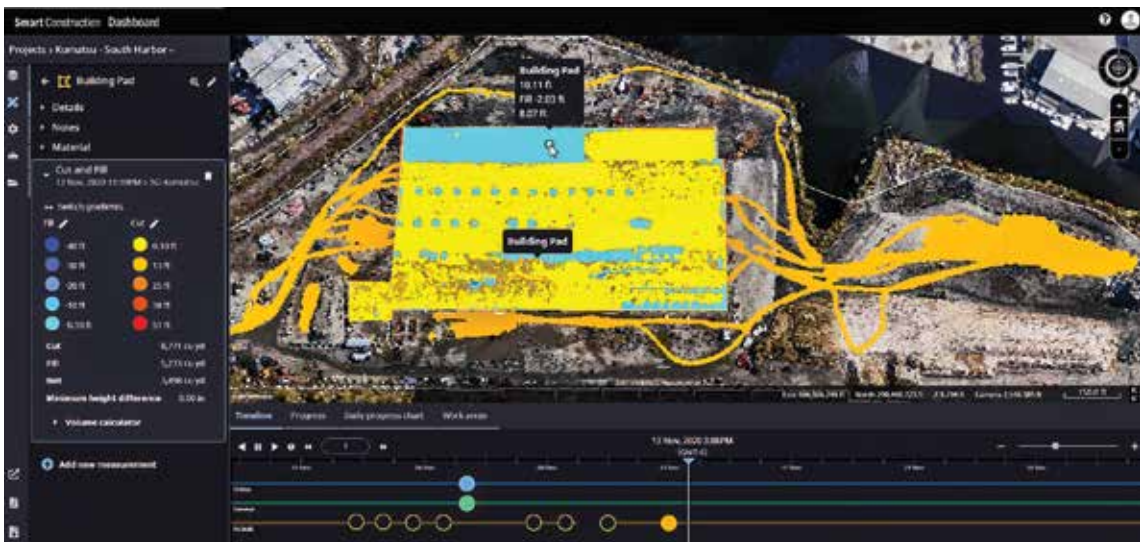
Anetsberger continued, "Now, the question is: what's the next step that is right for you in this technological journey? Fortunately, we have many Smart Construction solutions depending on where you are at the moment. We offer solutions that can support a small operation that is currently not using any technology, as well as solutions for large multinationals that have fully embraced machine control and project management systems."

Anetsberger provided some helpful tips for how to determine which Smart Construction solutions could be beneficial and when the right time to add them is. All of the solutions can be accessed and viewed through your My Komatsu account.

No solutions? IMC is a good introduction

If you are not using any of Komatsu's Smart Construction solutions, Intelligent Machine Control (IMC) dozers and excavators may be a good starting point, according to Anetsberger. When Komatsu introduced its first IMC dozer more than a decade ago, it was the original Smart Construction solution. Several new models and next generation machines have been added that feature fully factory-integrated GPS machine control, which helps increase productivity and efficiency by reducing surveying and staking costs and eliminating the masts and cables of traditional aftermarket GPS add-on systems.

With seven sizes of IMC dozers, ranging from the 105-horsepower D39i-24 to the 354-horsepower D155AXi-8, there is a fit for



If you already have IMC equipment in your fleet, the next step may be to add solutions that help you better track and manage progress. Smart Construction Dashboard allows remote visualization of job site terrain progress with the aim to have a digital twin of the job site material movements.

Intelligent Machine Control (IMC) dozers can help increase productivity. For those looking for an introduction to Smart Construction, IMC equipment may be the best fit.

practically every construction site application. The IMC 2.0 dozers have advanced features such as proactive dozing that enables operators to cut/strip automatically from existing terrain as well as lift layer control, tilt steering control, and quick surface creation.

On the excavator side, there are IMC machines ranging from the 20-ton-class PC210LCi-11 to the 50-ton-class PC490LCi-11. All have semi-automatic functions that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once target elevation is reached, even if the operator tries to move the joystick to lower the boom, the excavator doesn't allow it, reducing wasted time and the need for expensive fill material.

IMC 2.0 excavators feature bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. It's less fatiguing for operators, so they can be more productive, and it produces a better finish-grade surface. Plus, auto tilt bucket control assists operators by aligning the bucket parallel with the slope, so that finish grading can be accomplished without needing to align the machine with the target surface. Testing has shown that these latest generation models help improve accuracy by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

"We have more than a decade of proven success with IMC machines saving time and material costs, to help increase profitability," said Anetsberger. "IMC was our first Smart Construction solution, and we have built a suite of additional beneficial solutions, including our Smart Construction Retrofit for standard excavators. This technology is a good entry-level system for someone who may be considering GPS but is not ready to fully commit to integrated machine control."

Smart Construction Retrofit is an add-on, indicate-only system that offers many of the benefits of IMC. It's three-dimensional, so operators get the advantage of seeing where they are on a project, as well as their relation to target elevation. They can set audio alerts that change tone the closer they get to finish grade. That, along with the visual representation on the app, helps keep operators from digging too deep, saves time and lowers costs.

From site to office and vice versa

Additional Smart Construction solutions can help customers better manage their projects from pre-bid to final close out.

Continued . . .

‘Easy to implement, user-friendly’

. . . continued

“Knowing which one to use is a matter of assessing your goals,” Anetsberger stated. “Do you want faster, more accurate mapping and progress tracking? Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities? Do you want better labor management and cost tracking and to be able to do it remotely?”

A couple of solutions Anetsberger suggested for those who now have IMC machines are Smart Construction Remote and Smart Construction Dashboard. Remote allows users to remotely send design files to targeted machines in the field and remotely support operators without driving to the job site, saving time and fuel expenses. With remote access, contractors can help their operators troubleshoot issues in real time by viewing the same visuals as in the machine.

To help users with tracking cut/fill progress, Dashboard allows remote visualization of job site terrain progress, with the aim to have a digital twin of the job site material movements. It combines data from multiple sources into one comprehensive picture and provides a 3D graphic visualization of all design, drone and machine data to measure cuts/fills, quantities and productivity. Users can confirm pre-bid and topographical map data, track site progress in near real time, document job site conditions as evidence for change orders, and quickly and easily measure quantities.

“Dashboard and Remote are complementing solutions to IMC,” said Anetsberger. “The visual representation and the ability to track job site progress more easily from practically anywhere, can lead to faster decisions and potentially better bottom-line outcomes. They are easy to implement, user-friendly, and the cost savings have been significant for companies using them.”

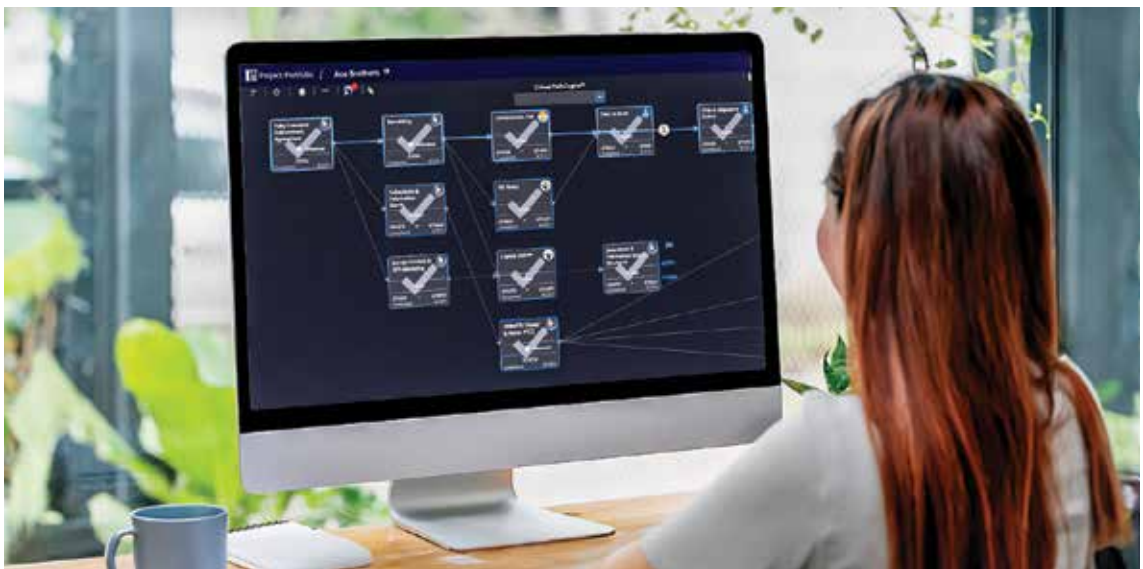
Further building your solutions portfolio

As any project manager knows, job sites often evolve and plans change, which makes staying on schedule and on budget a challenge. Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation. It delivers timely updates, insights and auto-forecasting schedules, and cost estimates throughout a project’s life cycle.

“Office is a project management tool that gives you reliable forecasting and insight into budget versus actual costs,” explained Anetsberger. “Another consideration is Smart Construction Field, a mobile app that uses data to track spending and allows contractors to quickly view current conditions and progress. You can break it down by labor, equipment, materials, receipts, timecards, and much more. Both Office and Field are brand-agnostic, so they can be a great solution for contractors with mixed fleets.”

Additional Smart Construction solutions include Design, Drone and Fleet, which can help replace paper plans with digital files, accurately map job sites, and collect data for fleet optimization.

“There are so many easy ways to implement technology solutions into your operations,” concluded Anetsberger. “We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started.” ■



Cost tracking is essential. Smart Construction Office is a project scheduling and management solution that serves as a central hub for all your jobs. It can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights and auto-forecasting schedules, and cost estimates throughout a project’s life cycle.

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Get high performance in tight spaces with the new WIRTGEN W 150 Fi that features cutting-edge technology

WIRTGEN rounded out the top end of its compact milling machine class with the new high-performance W 150 Fi, which is an ideal choice for use on major construction sites with restricted space such as in inner city locations. Its size — in combination with an intuitive design, digital assistance systems, and the LEVEL PRO ACTIVE leveling system — allow for efficient one-person operation.

The agile front loader has a standard working width of 5 feet and features the latest and currently most eco-friendly engine technology to meet Tier 4 Final standards. The engine offers a maximum rated output of 426 horsepower and has been specially adapted to meet the needs of cold milling applications. Its high torque and simultaneously low noise emissions under all load conditions are impressive. Fuel consumption is low, even when delivering the highest milling performance and at the maximum working depth of 1 foot, 1 inch.

Operators can select one of three performance strategies: ECO, performance optimized, and milling pattern quality. This makes it possible to predefine the required milling pattern quality incrementally from coarse to very fine at the press of a button.

Proven systems

Mill Assist, WIRTGEN PERFORMANCE TRACKER, and LEVEL PRO ACTIVE assist operating personnel and increase milling efficiency. These systems are proven in other F-series cold milling machines, giving users the benefits of higher performance, and thanks to an automatically generated construction site report, clearly structured documentation of all site-relevant data.

In automatic mode, Mill Assist selects the operating strategy with the most favorable balance between milling performance and operating costs, reducing fuel and water consumption, pick wear, and CO2 emissions. Mill Assist controls engine speed automatically according to the needs of the operator. The wide range of possible engine speeds means that the machine's uses are equally broad. The lower speed range enables a significant reduction of diesel fuel consumption and pick wear. In the upper speed range, an optimum milling pattern can be achieved at higher performance rates.

The LEVEL PRO ACTIVE leveling system is installed as a standard feature. It has an intuitive operating design and ensures precise milling results. The machine has an improved basic configuration for the integration of 3D and laser leveling systems and a revised Multiplex system with three-fold scanning. All sensors and measurement values are displayed in an easy-to-read format on the control panel in order to maximize process efficiency. Important machine functions are directly interconnected, allowing for a high degree of automation. ■

The WIRTGEN W 150 Fi compact milling machine unites high productivity with the advantages of compact dimensions. It has a standard working width of 5 feet and a working depth of 1 foot, 1 inch.

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New GD955-7 is designed to build and maintain haul roads for truck fleets of 100 tons and up

Solid and smooth haul roads are essential for maximum productivity. To build and maintain them for fleets of 100 tons and up, Komatsu's new GD955-7 motor grader offers operators the control and precision necessary.

The GD955-7 stands out with its ample horsepower and powerful blade downforce pressure for efficient grading performance. With faster working travel speeds compared to the previous model, Komatsu engineered the GD955-7 to increase grading efficiency while helping reduce maintenance requirements and total cost of ownership.

"With significant increases in operating weight, blade downforce pressure, and working travel speeds, this new size class motor grader will be a smart choice for increased efficiency on our customer's mine sites," said Joseph Sollitt, Director of Mining Support Equipment at Komatsu.

Tight turning radius

Despite its large size, the GD955-7 offers excellent maneuverability. It can execute tight U-turns on a standard 100-ton class haul road without the need to fully cut the wheel or course correct. The long wheelbase and large, 27-degree articulation angle allow a tight turning radius and provide maneuverability for narrow haul road applications in confined spaces and around obstacles.

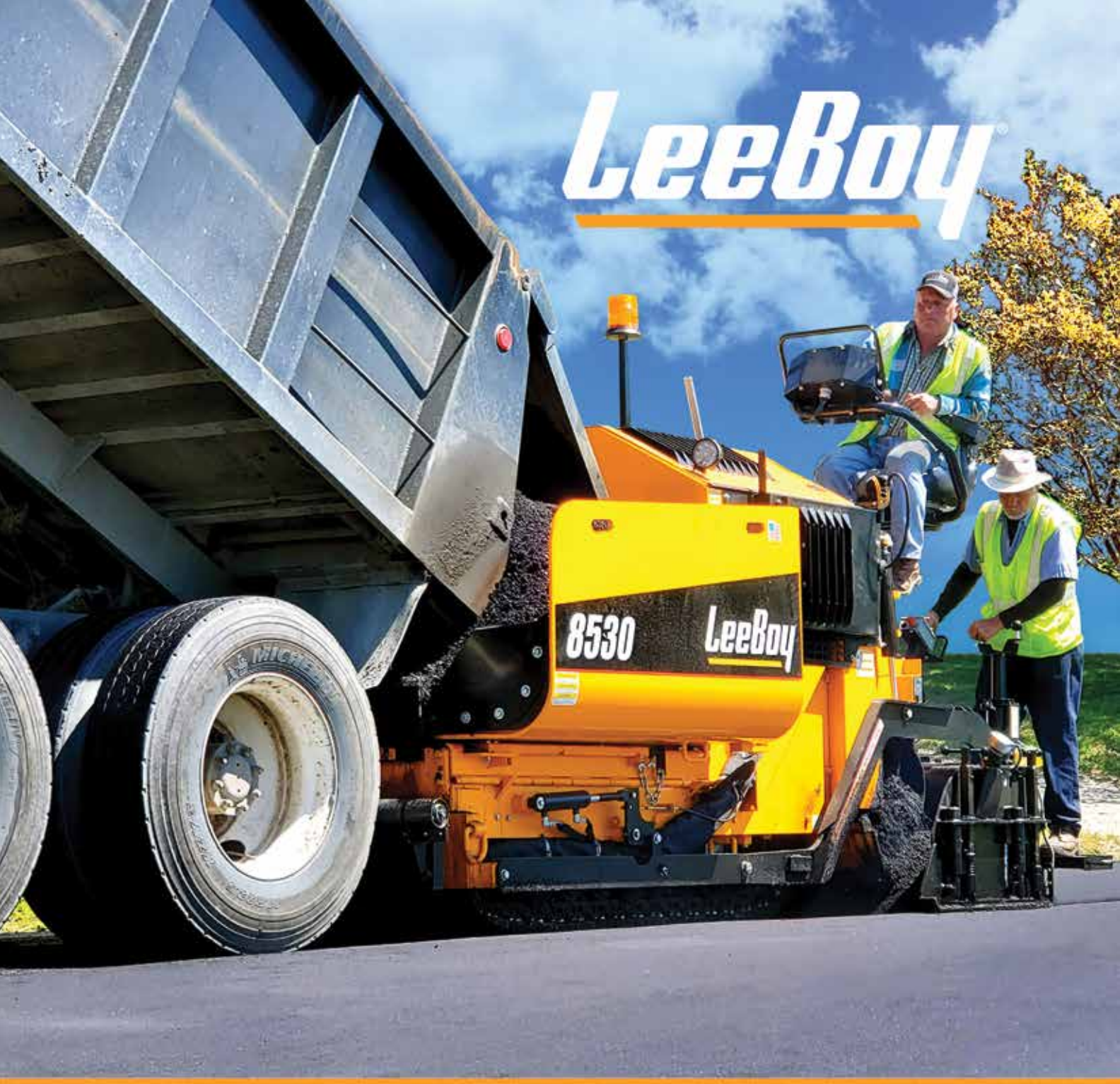
The newly adopted, long-life circle bearing allows for smooth and precise rotation of the moldboard while eliminating the need for circle play adjustments or replacing wear plates. Coupled with a standard auto-lubrication system, the GD955-7 is engineered to help reduce planned and unplanned maintenance downtime while helping to extend life to overhaul.

"The GD955-7 comes standard with an 18-foot moldboard, and there is a 20-foot optional moldboard available," said Sollitt. "We encourage anyone who has a larger fleet of trucks and wants to build and maintain their haul roads to contact their Komatsu distributor for additional information." ■

Joseph Sollitt, Director of Mining Support Equipment, Komatsu

Quick Specs
Model GD955-7
Operating Weight 104,323 lbs.
Horsepower 426 hp
Moldboard 18 ft. standard 20 ft. optional

Komatsu's new GD955-7 motor grader offers operators the control and precision needed to build and maintain haul roads for truck fleets of 100 tons and up.



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LeeBoy's new 210-horsepower 8680 asphalt paver is its largest tracked paver to date

Industry need and customer demand led LeeBoy to create its largest tracked paver to date, the 8680, which is designed to be a commercial paver with highway-class features. At 28,000 pounds, the 8680 runs on a 210-horsepower Tier 4 engine.

"There was a distinct gap in the market for an asphalt paver this size," said Chris Broome, Senior Product Manager at LeeBoy. "This machine features higher production, higher horsepower, and will be capable of doing more road paving projects and those larger production jobs we're seeing more of in the heavy-commercial-class market."

As machine size increases, so do the benefits to the contractor as additional highway-class features make their way onto commercial pavers. The LeeBoy 8680 has high-speed smooth rubber tracks with oscillating bogies, a four-speed drive system, power tunnel shields, and height-adjustable augers.

"These highway-class features are going to give this commercial-class machine great results," said Broome. "Increased performance, efficiencies and consistency will all be seen with these features on the 8680 asphalt paver."

The paver also features the proven performance of the HD Pro Screed used on the 8530 and 8616D asphalt pavers — but upgraded for the 8680.

Plus, the paver has the ability to travel up to 616 feet per minute, or 7 miles per hour, with a paving speed of up to 300 feet per minute, or 3.4 miles per hour. ■

The new LeeBoy 8680 asphalt paver is a heavy-commercial-class paver with upgraded highway-class features and benefits. The LeeBoy 8680 has high-speed smooth rubber tracks with oscillating bogies, a four-speed drive system, power tunnel shields, and height-adjustable augers.

Komatsu PC130LC-11, PC490LCi-11 and PC900LC-11 excavators named among best new products

Three Komatsu excavators are featured on *Construction Equipment* magazine's annual list of top new products, including the PC130LC-11, the PC490LCi-11 and the PC900LC-11.

According to *Construction Equipment*, its Top 100 New Products list is the longest-running awards program of its kind in the industry. Each year, editors evaluate products introduced during the previous months and choose those considered most innovative based on four criteria:

- Is it an advancement in technology?
- Is it a new product line?
- Does it offer significant improvements to an existing product?
- Does it increase competition in its category?

Increased lift capacity

Komatsu's upgraded PC130LC-11 features a longer undercarriage with 8% more track length, which provides greater stability and increased operating weight. That contributes to increased lift capacity over the front and side — up to 20% compared to the previous model.

With an operating weight of 28,440 to 29,101 pounds, the PC130LC-11 is highly transportable and can be moved with a tag trailer and still have capacity to spare for additional support equipment.

Innovative bucket angle hold control

With Intelligent Machine Control (IMC) 2.0, the PC490LCi-11 offers sophisticated productivity-enhancing automation, making it an excellent match for excavation, trenching, slope work or fine grading. The excavator helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.

The PC490LCi-11 features bucket angle hold control that automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform

The Komatsu PC490LCi-11 Intelligent Machine Control (IMC) 2.0 excavator is excellent for excavation, trenching, slope work or fine grading. It helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.

Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC130LC-11	97.2 hp	28,440-29,101 lbs.	0.34-0.78 cu. yd.
PC490LCi-11	359 hp	105,670-107,850 lbs.	1.47-4.15 cu. yd.
PC900LC-11	543 hp	204,148 lbs.	3.7-8.0 cu. yd.

The Komatsu PC900LC-11 excavator can deliver up to a 40% increase in productivity, 25% more arm crowd force, and 12% more swing torque compared to the PC800LC-8.

finish grading using only arm input. It also has a new 10.4-inch IMC monitor with increased memory capacity, processing speed, and pinch-to-zoom functionality.

Up to 40% greater productivity

The PC900LC-11 is ideal for those working in applications that involve moving large amounts of material efficiently. Productivity was a major driver of its design. It's a mass excavator with the ability to handle a wide variety of jobs and materials, and can perform compound operations.

Designed for heavy construction, demolition, material handling, deep sewer, water, large mass excavation and quarries/mining, the PC900LC-11 provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8. Major structures, booms and arms as well as a redesigned revolving frame were engineered to increase longevity.

The PC900LC-11 can deliver up to a 40% increase in productivity, 25% more arm crowd force, and 12% more swing torque compared to its predecessor. It also features the KomVision camera monitoring system as standard. ■

With more track on the ground than its predecessor, the PC130LC-11 has greater lift capacity.

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Smart Quarry Study provides insightful information designed to help operations optimize productivity with the proper equipment

Is your fleet the right size to maximize your quarry operation? Are you most effectively hauling from the face to the crusher? Do you know your hourly costs and how your practices are affecting them?

Questions like these and more can be answered with Smart Quarry Study, one of the Smart Quarry solutions offered by Komatsu. Smart Quarry Study provides:

- Knowledgeable support when job planning
- Valuable insight tailored for your operation
- Confidence that your fleet is right for the job

"Ideally, Smart Quarry Study is a boots-on-ground meeting with customers at their location or locations to get a complete understanding of what they want to achieve," said Craig McGinnis, Senior Business Solutions Manager for Komatsu, noting that remote study analysis is a possibility. "Maybe they are thinking about replacing equipment, want to increase production, or expand their pit. Through a Smart Quarry Study, we look at their operations and make recommendations designed to help them reach their goals."

Unique, local factors

McGinnis added that Smart Quarry Study can help operations better understand how equipment and other factors affect performance, to assist in the making of cost-effective purchasing decisions. He also emphasized that it's brand agnostic.

"By comparing different class sizes, we can give you information related to more efficient costs per hour, per ton and per yard," McGinnis explained. "Everything is based on each operation's unique factors, and the resulting recommendations are tailored to them, no matter what equipment they use. We crunch the numbers and come up with a total cost of ownership. We really get down to a unit cost or dollar per ton of material moved and ways to improve those."

McGinnis is part of Komatsu's Smart Quarry team. Each member has extensive knowledge in quarry operations.

"The best way to get started is to contact your Komatsu distributor, who can help get a Smart Quarry Study set up," said McGinnis. "From there, we reach out to the customer and gather some information about what they want to accomplish, then schedule the study at a convenient time. Once we have all the data put together, we present it to the customer to help them make more informed decisions."

"If you want to monitor your operation in more detail with continual tracking tools, we also offer Smart Quarry Site," McGinnis continued. "This tool, which is also brand agnostic, can help you understand if you're getting the most from your equipment and operators, to help improve production and performance, as changes occur." ■

Craig McGinnis, Senior Business Solutions Manager, Komatsu

To learn more about Smart Quarry solutions, visit https://www.komatsu.com/en/technology/smart-quarry/

Smart Quarry Study assesses your current operation and goals to provide a comprehensive analysis designed to help give you insight into the proper equipment combinations and practices that will help you achieve them.

Bramco-MPS merger announced

Mark Strader, Vice President and General Manager of Crushing and Screening

Bramco-MPS has announced that it will integrate into Brandeis Machinery & Supply Company and Power Equipment Company as its Crushing and Screening Division, working across both brands in Indiana, Kentucky, Tennessee, Mississippi and Arkansas.

Brandeis Machinery and Power Equipment are part of Bramco Inc. Together, they form one of the most expansive networks of distributing heavy equipment across industries such as construction, mining, road paving, aggregate and material processing.

Mark Strader, Vice President and General Manager of Crushing and Screening, expressed his enthusiasm for the merger and stressed the company's commitment to customer satisfaction.

He stated, "This strengthens our dedication to delivering solutions through ruggedly built, state-of-the-art machines, combined with our excellent service, ensuring our customers experience an even smoother, more efficient and valuable interaction."

Customers can expect:

- Consolidated Services: The merging of Bramco-MPS brings products and services together under one roof, providing a complete approach to customer needs.
- Enhanced Expertise: Customers can still count on expert assistance in the construction and aggregate industry. The integration boosts capabilities and resources, ensuring additional support through sales, service and parts channels.
- Streamlined Processes: The core of this transition is simplifying customer interactions. The streamlined processes aim to reduce complexities, giving customers direct access to tailored solutions without unnecessary steps.

This integration is a continued commitment to increasing the value delivered to customers. The customer relationship remains paramount, and the goal is to continue being a trusted partner, providing best-in-class solutions for their businesses.

Bramco boasts a robust distribution network comprised of 17 locations under its leading brands. Power Equipment operates branches in Tennessee, Mississippi and Arkansas, while Brandeis Machinery extends its presence into Indiana, Kentucky and West Virginia. Brandeis Machinery and Power Equipment form integral parts of Bramco, providing Rebuild services, used equipment, and Certified Rental for comprehensive heavy machinery rental solutions.

For more information, reach out to your local branch or visit:

- www.BrandeisMachinery.com
- www.PowerEquipCo.com
- www.CertifiedRental.com ■

Bramco-MPS will integrate into Brandeis Machinery & Supply Company and Power Equipment Company as its Crushing and Screening Division.

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Used Equipment

2022 KOMATSU PC360LC-11, A38644, PT34553-1, 2,018 hrs.

2023 HAMM HC 70i, H287.0101, J00794, 50 hrs.

Year/Make/Model	S/N	Equipment Number	Location	Hours
Compaction				
2018 HAMM H 12i	H235.0502	BJ00730	Lexington, KY	1,600
2023 HAMM HC 70i	H287.0235	J00790	Louisville, KY	50
2023 HAMM HC 70i	H287.0276	J00791	Louisville, KY	50
2023 HAMM HC 70i	H287.0101	J00794	Louisville, KY	50
Dozers				
2019 KOMATSU D39PXi-24	96445	PT31934-1	Tupelo, MS	3,632
2018 KOMATSU D39PX-24	95203	BPE22D15	Indianapolis, IN	4,559
2022 KOMATSU D51PX-24	15393	PP33963-1	Tupelo, MS	2,546
2019 KOMATSU D51PX-24	B20398	J00797	Louisville, KY	2,634
2019 KOMATSU D51EX-24	B20316	J00808	Knoxville, TN	3,942
2020 KOMATSU D65EXi-18	92296	J00767	Knoxville, TN	1,560
Excavators				
2023 KOMATSU PC88MR-11	C40172	J00805	Little Rock, AR	375
2022 KOMATSU PC138USLC-11	60117	J00796	Stanville, KY	892
2021 KOMATSU PC130-11	91841	J00811	Knoxville, TN	873
2021 KOMATSU PC170LC-11	35960	PT37492	Little Rock, AR	2,450
2022 KOMATSU PC170LC-11	36391	J00810	Chattanooga, TN	381
2019 KOMATSU PC170LC-11	35528	J00813	Louisville, KY	1,415
2022 KOMATSU PC210LC-11	A13450	PT33446-1	Little Rock, AR	2,745
2021 KOMATSU PC210LC-11	A13122	PT32978-1	Memphis, TN	1,869
2019 KOMATSU PC210LC-11	C80654	J00754	Knoxville, TN	2,850
2019 KOMATSU PC240LC-11	K73130	J00798	Louisville, KY	3,626
2019 KOMATSU PC240LC-11	K73143	J00799	Memphis, TN	3,715
2019 KOMATSU PC240LC-11	A22458	J00801	Stanville, KY	1,841
2021 KOMATSU PC290LC-11	K73262	PT36490	Memphis, TN	3,099
2022 KOMATSU PC360LC-11	A38644	PT34553-1	Little Rock, AR	2,018
Forestry				
2020 FECON FTX150	0FTX1501933017	PT32182-1	Nashville, TN	2,009
Graders				
2016 KOMATSU GD655-6	60061	BJ00726	Indianapolis, IN	556
Wheel Loaders				
2018 KOMATSU WA270-8	A28440	J00743	Knoxville, TN	2,661

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