



TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

A publication for and about our customers in AL, FL & GA • 2009 No. 3

CHILTON CONTRACTORS

Despite an uncertain start, this company has become one of central Alabama's leading contractors

See article inside . . .



(L-R) Rodney, Allen and Melanie Payton

KOMATSU

A MESSAGE FROM THE PRESIDENT



Dan Stracener



**TRACTOR
&
EQUIPMENT**
Company

Dear Equipment User:

The next several months will provide key insight into the construction industry's long-term outlook. We're hopeful that Congress will soon build on the economic stimulus package by passing a comprehensive highway bill and legislation that focuses on a long-term commitment to water and sewer infrastructure. Bills have been crafted on all counts, but put aside in favor of other measures.

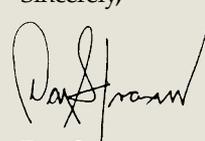
With economists speaking of an end to the recession, we believe the worst is over and we'll soon see a return of construction work and the workers who make projects happen. Some sectors, such as single-family housing, have stabilized and even risen.

As industry demands begin to rise, so will the need for equipment. Whether you buy or rent machinery, we at TEC are here to help you. Remember, incentives in the economic stimulus package can potentially save you in taxes through bonus depreciation and additional expensing when you purchase. Contact your sales representative or one of our branch locations to learn more.

Of course, we believe we represent the best equipment manufacturers in the industry. Our Komatsu equipment is second-to-none, and this issue highlights why it's one of the world's leading manufacturers. Not only does it have utility, construction and mining machines (see the articles inside on WA50-6 and WA150-6 wheel loaders and D375A-6 dozers), but it offers equipment that excels in specialty applications, such as waste handling. In this issue of your *Tractor Times* magazine, you can see how Komatsu crafted its waste-handling machines to be technologically advanced, productive and efficient, just like their construction counterparts.

Please feel free to call on us whether you're looking for equipment or parts and service to back it up. We've got what you need.

Sincerely,



Dan Stracener
President

**Some positive
signs point
to economic
recovery**





TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

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Published by Construction Publications, Inc. for



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SITEMASTER, INC.

Augusta, Ga., company specializes in commercial site work “done right and done fast”



Kenny Durden,
Owner



Steve Cole,
Owner

When Kenny Durden and Steve Cole started SiteMaster, Inc. in 2003, they wanted to develop a reputation as the company to turn to in Augusta, Ga., when you need site work done right and done fast. They’ve accomplished that by bringing an urgency to their work, which consists of full-service site development, specializing in small commercial properties.

“Our calling cards are speed and quality,” said Durden. “That’s what we hang our hat on. When you’re having work done, whether it’s a church, an office building or a store, you want it done as soon as possible. When it’s a retail business, time is literally money — the sooner you open, the sooner you can start making money. That’s where we shine. At SiteMaster, we’ll help you get your doors open sooner than anybody else.”

How fast are they? “We had a fast food restaurant that served its last hamburger at 10 p.m., and we started tearing the building down at 7 o’clock the next morning,” recalled Cole. “In 75 days, they were selling hamburgers out of a brand-new building on a totally rebuilt site with new parking, new storm drain, new

everything. We’ve done that several times with several different businesses. Our reputation is that we’re a ‘can-do’ company. When a job has to be done right and done fast, our customers know they can count on SiteMaster.”

Because of that ability to meet and beat tight schedules, SiteMaster has grown rapidly since opening its doors just seven years ago. From what Cole calls “humble beginnings,” SiteMaster has grown into a company that does millions of dollars worth of work each year and employs about three dozen people. “We started out with just Kenny and me. We had one or two guys helping us out when we needed a crew, but we were a pretty bare-bones operation. Kenny warned me that we would probably grow faster than I could imagine — and he was right.”

Retirement didn’t work

If Durden had any hobbies, there probably wouldn’t be a SiteMaster, Inc. today. He retired in 2002 after having sold a highly successful company that he started and ran.

“I was only 43 years old and after about a year of retirement, I was bored stiff,” Durden remembered. “Working was what I had always done and was what I enjoyed doing. When Steve and I started talking about this, I got excited about the possibilities. It sounded like a lot of work, but that sounded like fun, and despite the challenges posed by the economy, it has been.”

The history and individual reputations of both Durden and Cole contributed largely to the rapid early growth of SiteMaster.

“Kenny and I both had long histories in the Augusta construction community,” explained Cole. “Together, we knew many people in the

SiteMaster keeps its overhead low by co-locating its headquarters with U.S. Equipment, which is also owned by Durden, on Wheeler Road in northwest Augusta.



industry and, more important, they knew us. They knew what we had done in the past and were willing to give us a chance to prove that we could do the same thing with SiteMaster."

"With our backgrounds, I suspected we would be in demand once people knew we were in business," added Durden. "Both Steve and I have always had the attitude that if you treat customers right — give them what they want at a fair price and do the job quickly — they'll appreciate it and give you good referrals and repeat work. That's exactly what has happened."

In-house expertise

One reason SiteMaster is able to produce the way it does is because it handles all aspects of a job in-house with its own personnel so it can better control job schedules. The company does its own earthwork, including clearing and grading; demolition; pipe work; curb and gutter concrete; and asphalt paving.

In addition to co-owners Durden and Cole (Durden oversees field operations and Cole does most of the estimating and contracts), key people at SiteMaster include Engineer Butch Wilkie and Office Manager Shannon Sherman.

"We also count on outstanding field help," acknowledged Durden. "We have many crews, each with a superintendent, most of whom have been with us for quite some time. Our guys are all multifaceted. We require them to operate multiple machines, from an excavator to a paver. Since we do all aspects of a job, we want everybody to be able to do everything. That sets us apart from many of our competitors and allows us to be more productive."

"Another big plus for us is our staff engineer, Butch Wilkie," added Cole. "Many of our competitors don't have in-house engineering capabilities. With Butch on board, we're able to hit the ground running on our jobs and we don't miss a beat if a change has to be made. He follows each job from beginning to end, which really improves our quality control."

Going green

In addition to the fast-track retail and office properties SiteMaster is known for,



SiteMaster Pipe Foreman Ronnie Coleman moves dirt at an office-complex site the company is developing in Augusta. "Our Komatsu machines perform great and they're reliable," said Coleman. "We have virtually no trouble with them."



the company also recently did its first LEED (Leadership in Energy and Environmental Design) project. LEED is a certification program and nationally accepted benchmark for "green" construction. SiteMaster's LEED job involved renovating an old textile mill property on the Augusta Canal to convert it into condos, offices and retail space.

"In doing the project, we learned a lot about LEED construction, which we believe will be very beneficial to our clients in the years to come," said Cole. "In the future, we expect almost every project will have some type of environmental aspect to it. Because of our work at the Augusta Canal textile mill, we're going to be able to help developers and owners meet LEED certification on their projects."

Continued . . .



SiteMaster “pays-it-forward”

... continued

Durable equipment/ responsive dealer

To help it complete the fast-track site work it's known for, SiteMaster turns primarily to Tractor & Equipment Company for paving equipment and Komatsu earthmoving machinery.

“We have three Komatsu excavators (two PC200s and a PC120), two Komatsu WA250 wheel loaders and two Komatsu D39 dozers,” said Durden. “We love the reliability and durability of Komatsu equipment. We treat our equipment as an asset because we want to get something out of it when we're ready to sell a piece or trade it in. Komatsu quality allows us to get good trade-in and resale value.

“The other reason we own Komatsu machines is because of Tractor & Equipment Company,” he added. “Our TEC salesman John McMahon

is excellent. Anything that comes up, he handles it right away. If we're ever at an impasse over anything, TEC works hard to resolve it to everybody's satisfaction. We also really like their parts and service departments in Augusta. The parts department can find parts for any machine at great values. The service department responds quickly, does excellent work and charges a fair price.”

“John and TEC treat us the way we try to treat our customers,” observed Cole. “We want to provide value for them and be responsive to their needs so they keep coming back to us. It's like a partnership and that's TEC's philosophy too. We believe they're looking out for our best interest as well as theirs, and I can't say that about all their competitors.”

Pay-it-forward

Although SiteMaster has remained relatively busy, like all construction companies, it has felt the impact of the recession. Its backlog of jobs is about half of what it was a year or two ago. Because of that, it's looking to begin bidding public work in addition to the private site work it has always done. “We're certainly not growing right now,” reported Cole. “Our goal is to just maintain until we see an upturn. I'm optimistic that we'll begin to see some improvement in the spring.”

In the meantime, SiteMaster will try to influence the future by helping others.

“We do a lot of community work for free — we always have,” said Durden. “We also donate money to a number of charities. We do it in good times and bad. In good times, it's because we're thankful for what we have. In tough times, we're trying to change the karma.”

“We believe that what goes around, comes around, so we try to live our lives and run our company in a ‘pay-it-forward’ mode,” added Cole. “We strive to be good corporate citizens so we're always able to hold our heads high in the community.”

“As long as we're able to do that, and as long as we continue to do the job for our customers so they keep calling on us when they have work to do, I think both Steve and I will consider SiteMaster to be a huge success,” said Durden. ■

(L-R) SiteMaster Office Manager Shannon Sherman and Co-owners Steve Cole and Kenny Durden work closely with Tractor & Equipment Company Sales Representative John McMahon on equipment matters.



This SiteMaster operator uses a Komatsu WA250 to move dirt for a lane addition on Peach Orchard Road in Augusta. “Komatsu quality allows us to get good trade-in and resale value on our Komatsu equipment,” said Owner Kenny Durden.





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CHILTON CONTRACTORS

Despite an uncertain start, this company has become one of central Alabama's leading contractors

When Allen Payton started Chilton Contractors (originally Payton Excavating) back in 1984, the business consisted of him, a dump truck and a dream.

"We were still coming out of a very difficult recession that cost my dad his residential construction company," Payton recalled. "The day we brought my son Rodney home from the hospital was the same day my first dump truck was delivered. My wife cried, and they weren't tears of joy. She was worried about how we were going to pay for it. So was I."

As it turned out, the worry was premature. Not long after starting his company, Payton secured a significant project, doing utility work for the Riverchase Galleria Mall, which was being built in the Birmingham suburb of Hoover, Ala.

"The Galleria job kind of put us on the map," said Payton. "I bought a backhoe and hired some

guys, and since then we've grown a little bit every year. It's been slow, gradual growth, but fairly steady — and that's the way we like it."

Based in Jemison, in Chilton County, Ala., Chilton Contractors' specialty is earthwork and utilities. "We started out doing primarily residential and commercial utility work, all on the private side," said Payton. "Recently we've started doing more heavy highway work on DOT jobs and that will probably be our emphasis in the foreseeable future. We'll continue to do jobs for our longtime customers but right now, there's more opportunity on the public side."

An example of Chilton's DOT work is a current job doing utility and grade work for a 5.5-mile renovation of Interstate 65 from Pelham to Hoover, adding a new lane in each direction.

"It's about a \$7 million job and we're going to be working on it for the next two years," said Payton. "I guess you could say we jumped into the deep end of the pool on the DOT jobs. The one we did before this was a \$4 million job in Montgomery. But it's all been good. We have the people, the skills and the equipment necessary to do big jobs like that and we look forward to doing more of them in the future."

Productive equipment/ topnotch support

For its highway work, as well other earthmoving/utility projects, Chilton Contractors turns primarily to Komatsu hydraulic excavators from Tractor & Equipment Company. Chilton has two Komatsu PC400s, three Komatsu PC300s and a PC200, as well as a D37 dozer.

(L-R) Rodney, Allen and Melanie Payton lead family-owned and -operated Chilton Contractors, based in Jemison, Ala.





Chilton Contractors' equipment fleet consists primarily of Komatsu hydraulic excavators, including these PC300LCs. "Komatsu track hoes are excellent," said Chilton General Superintendent Steve Edwards. "They're powerful, but very smooth. There's a lot of tough digging on this job and our Komatsus have handled it really well."



"We've used Komatsu excavators for a number of years now and have always had excellent service from them," said Payton. "They're smooth, productive, longlasting and cost-effective machines that have performed very well for us through the years."

"One of the best things about our Komatsu excavators, as well as the Dynapac rollers we own, is that they're sold and supported by Tractor & Equipment Company," said Chilton Vice President Rodney Payton. "TEC is by far the best parts and service distributor we work with. From our TEC salesman Butch Davis, to Alabaster Branch Manager Greg Riggs, to President Dan Stracener — Tractor & Equipment Company takes great care of us. We even use them to get our non-Komatsu parts, and to service our competitive machines."

"We really appreciate that TEC opened the branch in Alabaster," added Chilton Shop Manager Eric Rasberry. "I can call Greg over there at any time of the day or night and know he's going to help me out. TEC helps us keep parts on hand and they often know what we need before we know it. Everybody at TEC has been very helpful and I can tell you, it makes a day of work go a lot smoother when we've got people like the ones at TEC backing us up."

Family atmosphere and quality work

Today, Chilton Contractors employs about 45 people but remains very much a family-owned and -operated company. In addition to Allen and Rodney Payton, Allen's wife, Melanie, is company treasurer. Allen's father, Charles, also works for Chilton Contractors.

Continued . . .



Chilton Contractors has two Komatsu PC400 excavators similar to the one shown here. "They have performed very well for us over the years," said Owner Allen Payton.



Three generations of the Payton family work together at Chilton Contractors, including (L-R) Rodney, Charles and Allen Payton.

Chilton Contractors delivers quality

... continued

"Beyond our own family members, we have a lot of family ties within our work force too, such as Steve, Randy and Andy Edwards and Keith and Kevin Freeman," said the elder Payton. "Even among people who aren't related, we try to foster a family atmosphere."

Other key personnel include Eric Rasberry, Mike Hauswirth, Andy Smith, Tracy Thetford, Lance Driskell, Kathy Cook and Jeania Stroud.

"We work within about a 100-mile radius of Jemison, which includes both Montgomery and Birmingham," said Payton. "Obviously, Rodney and I can't be everywhere. We rely on our employees to represent us well at all our jobs — and they do that, which is why we've developed a good reputation as a reliable company that does quality work and meets schedules."

"We hang our hat on quality," added Rodney. "We stress that to our people and they take it to heart. We take a lot of pride in doing a job right the first time and delivering a final product that the owner is happy with because it looks good, it's going to last and it's what he wants."

As long as Chilton Contractors continues to do that, Allen Payton is optimistic about the future of the company. "We've come a long way since that first dump truck. I feel good about where we are and where we're going. If we keep total customer satisfaction as our No. 1 goal, I think we can hold our own during the current economy, then return to our slow but steady growth pattern once the economy picks back up again." ■

Keith Freeman



Lance Driskell, Estimator



(L-R) Andy Smith, Johnny Patterson, Chris Lawley and Kevin Freeman



Jeania Stroud (left) and Kathy Cook

(L-R) Eric Rasberry leads Chilton Contractors' shop and field service team, which includes Robby Crawford, Earl Willis, Heath Hudgins and Fernando Guiterrez.



General Superintendent Steve Edwards (left) visits with TEC Sales Representative Butch Davis. "TEC is by far the best parts and service distributor we work with," said Chilton VP Rodney Payton. "We even use them to service our competitive machines."



A SALUTE TO A CUSTOMER

DAVID JORDAN & COMPANY

This Montgomery demolition firm “goes green” with a Komatsu mobile crusher

Montgomery, Ala.-based David Jordan & Company, one of the leading demolition contracting firms in the region, recently completed its first “green” demolition project. It was for the Alabama Association of Realtors’ new headquarters building in Montgomery.

The job consisted not only of tearing down the existing building and doing a total site renovation, but also required that demolished material be reused for the new construction. In order to do that, David Jordan turned to Tractor & Equipment Company and Sales Rep Doug Stone for a Komatsu BR380JG mobile crusher to handle the on-site recycling.

“The BR380JG really did a great job turning the existing asphalt and concrete into base material for the new building and parking lot,” said Adam Hilyar, who runs David Jordan & Company’s concrete crushing crew. “It handled the material easily.”

Team effort

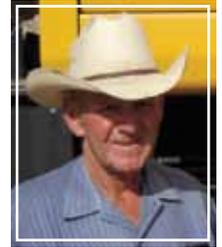
David Jordan & Company, which also has a C&D landfill and operates a nine-truck, 450-roll-off container service for customers within a 100-mile radius of Montgomery, has been a longtime customer of TEC.

“TEC was willing to work with me from the beginning, back in 1985, when I was a start-up operation and needed a machine repaired just to survive that year,” said Owner David Jordan. “They’ve been a great partner ever since. Today, we have a number of Komatsu excavators (including a new PC300LC-8), as well as the crusher.”

In addition to a work force of about 25 employees, Jordan credits his wife, Amanda,

who runs the office, for helping to make the business a success. “It’s definitely a team effort. Our goal is to always work hard and go the extra mile for our customers.”

With that attitude, the future looks bright for David Jordan & Company. “We think ‘green’ demolition is the coming thing. With our BR380JG and our experience on the Association of Realtors project, we’re optimistic about what lies ahead for our company.” ■



David Jordan,
Owner



(Below) A Komatsu excavator feeds a Komatsu BR380JG mobile crusher while a Komatsu PC300LC-8 (inset photo) helps preprocess material at David Jordan & Company’s first “green” demolition job in Montgomery.



SPOTLIGHT ON PAVING

PAVING THE WAY

TEC sells first Wirtgen milling machine — side-by-side, on-site demo was deciding factor

Information and photos for this article were provided by Construction Equipment Guide.

When TEC recently sold its first Wirtgen milling machine since taking on the line, it was thanks to a side-by-side demo that proved the machine's superiority.

With major road work coming its way, thanks to the federal government's economic stimulus program, Good Hope Contracting of Cullman, Ala., decided it was time to ramp up its paving operation with a new milling machine. They wanted to know exactly what they were getting, so they set up a

side-by-side demo of two machines on one of their paving projects.

"Both machines did a good job, but the Wirtgen W2000 had more to offer," reported Darrin Heatherly, President of Good Hope Contracting and its sister company Blount Springs Materials. "With the outstanding service we've received over the years from Tractor & Equipment Company, the decision [to buy a machine from TEC] seemed obvious."

One of the features that Heatherly says he and VP of Operations Craig Liggan believe is a definite advantage is the fine-milling head on the Wirtgen W2000.

"The fine mill makes the road surface extremely smooth and less hazardous to drive on," Liggan explained. "I think the fine-tooth drum is what the state wants, and we wanted to be the first to have it."

Heatherly especially likes the flexibility the new Wirtgen machine offers. "We can do fine milling or convert it to a standard milling head. We can also change to a combo cutter head and mill a smaller two- or four-foot-wide area."

The first job for Good Hope Contracting's new Wirtgen W2000 was a milling job on Highway 69, between Good Hope and Cullman, Ala. The five-mile stretch required a 1.5-inch mill and 1.5-inch overlay.

Working primarily in a 10-county area in north-central Alabama, Good Hope Contracting turns to conveniently located TEC branches in Decatur, Birmingham and Anniston when it needs equipment, parts or service. "We still have the first machine my father, Fulton Heatherly, bought from TEC Sales Rep Don Burgreen, and we've been doing business with them ever since," Heatherly noted. ■

(L-R) Good Hope Contracting President Darrin Heatherly and Vice President Craig Liggan worked with TEC Sales Rep Don Burgreen to purchase a Wirtgen W2000.



Good Hope Contracting uses its new Wirtgen W2000 on the company's Highway 69 job in Cullman, Ala.



THE ROAD AHEAD

PUSHING THE ACCELERATOR

Construction industry groups urge Congress to speed up passage of new highway bill

Recent reports pointing to motor vehicle crashes and the cost of congestion on the nation's highways underscore what many see as the need for a significant and critical investment in a new surface transportation bill. And proponents of a new bill want it soon, as the current highway funding mechanism expired Sept. 30.

A new highway safety report shows that poor road conditions are the single most lethal contributing factor to motor vehicle crashes, contributing to more than 22,000 highway fatalities each year. That equates to about 53 percent of all deaths on roadways, outnumbering speeding, alcohol or nonuse of seatbelts. According to the study, these crashes cost the country more than \$200 billion each year.

A second study said the cost of congestion topped \$87 billion in 2007, but dropped last year due in part to the recession. The study showed the total amount of wasted fuel was more than 2.6 billion gallons and wasted time totaled 4.2 billion hours. A report from researchers who conducted the study said they expect congestion to increase as the economy rebounds.

Construction industry groups are pointing to the studies as well as other data to push for new comprehensive legislation to replace the current surface transportation bill known as SAFETEA-LU. Passed in 2005, SAFETEA-LU provided more than \$240 billion dollars and was tied to the Highway Trust Fund, which doles out money for transportation projects.

Funding in SAFETEA-LU ran out before its four-year term, and Congress had to pass emergency measures to inject nearly \$15 billion

over the past year to keep the Highway Trust Fund afloat. The last such measure was passed in August, at about the same time the House Transportation and Infrastructure Committee proposed a reauthorization of SAFETEA-LU that would invest \$500 billion over the next six years for roads, transit and high-speed rail.

Sooner, rather than later

No action has been taken on the proposed legislation, titled The Surface Transportation Authorization Act of 2009 (STAA). Instead, Transportation Secretary Ray LaHood called for an extension of SAFETEA-LU of up to 18 months, with funding during the interim coming from the current gas tax and a transfer

Continued . . .

Construction industry groups want a significant investment in highway construction. U.S. Reps. James Oberstar and John Mica introduced a six-year highway bill, but it has yet to be acted on.



New highway bill would create jobs

... continued

of money from the general fund into the Highway Trust Fund.

The idea behind the extension is to give representatives time to hammer out a bill that would address not only how much money the legislation would need, but how to pay for it as more fuel-efficient cars and public transportation have already and will continue to reduce tax revenues.

Construction industry organizations are pushing for a new bill sooner. So is Rep. James Oberstar, D-Minn., who along with colleague John Mica, R-Fla., introduced the six-year STAA reauthorization legislation.

"In the past, during these periods of multiple short-term extensions of programs, state departments of transportation have slowed investment because of the uncertainty regarding the long-term projects until enactment of the reauthorization act," said Oberstar. "In this time of severe economic recession, the effects of any slowed investment could offset much of the benefits of the increased transportation investment provided under the American Recovery and Reinvestment Act (ARRA)."

Under the ARRA, also known as the stimulus plan, \$27.5 billion was included for highways and bridges as part of an overall \$80 billion infrastructure package. Further legislation this year through the omnibus appropriations bill added another \$40 billion for highway construction in fiscal 2009. These monies are in addition to funds transferred as part of any extension of SAFETEA-LU.

The most recent federal highway bill, SAFETEA-LU expired Sept. 30, and discussion of a new bill has been tabled. Construction industry groups are calling for a new bill soon.

Organization calls for long-term infusion

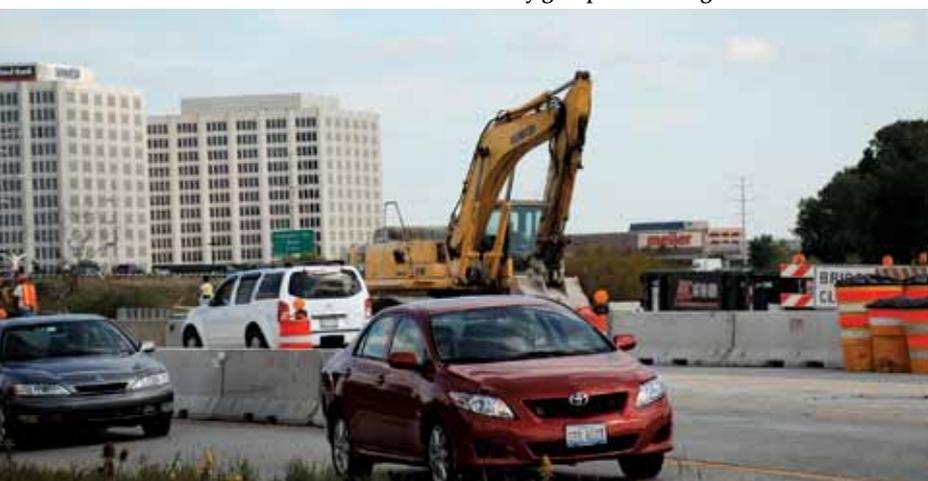
While all these funding mechanisms will help continue construction projects in the near term, proponents say a long-term view is necessary. Nearly all agree that updating the nation's surface roads and other infrastructure must be accelerated and longlasting.

The National Surface Transportation Infrastructure Financing Commission, a congressional group, recently said that due to underfunding, "Our surface transportation system has deteriorated to such a degree that our safety, economic competitiveness and quality of life are at risk." It says an infrastructure funding gap between what's available and what's needed will be nearly \$400 billion between 2010 and 2015 and will grow to more than \$2 trillion by 2035 unless dramatic steps are taken to find significant sources of revenue to update infrastructure.

Industry organizations agree a long-term view is critical, not only to updating infrastructure, but to the people who will put it in place. "A six-year bill gives you the projected funding level a contractor needs to justify investments," said Brian Deery, Senior Director of the Highway and Transportation Building Division of the Associated General Contractors (AGC) in a recent Fleet Owner magazine article. "When you realize the least-expensive piece of equipment a highway contractor buys is around \$100,000, with some costing more than \$1 million, you need a stable outlook for business in order to pay for all of that."

Economic analysts seem to agree that a massive infusion of money into surface transportation and other infrastructure will pay huge dividends. According to Mark Zandi, Chief Economist at Moody's Economy.com, every dollar of infrastructure spending returns between \$1.50 and \$1.75 while creating jobs. Ken Simonson, Chief Economist at AGC is also calling for a bigger investment in highways and other infrastructure.

"These bills will deliver both short- and long-term benefits to the American public, while providing desperately needed jobs for construction workers in every state," said Simonson. ■



NEW PRODUCTS

POWERFUL NEW DOZER

New Komatsu D375A-6 has most horsepower in small mining dozer class

With the introduction of the new D375A-6, Komatsu has the most powerful machine in the small mining dozer class. Why is that important? Because it's what mining customers wanted from the dozer.

"About three years ago, we started conducting extensive face-to-face surveys and interviews with mining customers throughout North America," explained Rich Smith, Komatsu Product Manager-Mechanical Drive Equipment. "We went to all types of mines from Canada, Wyoming and Utah to Kentucky, West Virginia, Alabama and Texas — wherever companies were using dozers in the 70- to 80-ton class. We wanted to know what operators, equipment managers and

others thought of our D375A-5, and what they would do to improve it."

Komatsu learned dozer users liked the D375A-5 for its reliability, durability and comfort — but they wanted more power and productivity. So Komatsu designers and engineers went back to the drawing board and came up with the new D375A-6, which has 14 percent more horsepower than the previous model (610 horsepower compared to 525 horsepower in the Dash-5 version),

Continued . . .

Brief Specs on Komatsu D375A-6 Dozer

Model	Net hp	Operating Weight	Blade Capacity
D375A-6	610 hp	157,940 lbs.	28.8 cu. yd.
D375A-5	525 hp	148,382 lbs.	28.8 cu. yd.



Rich Smith,
Komatsu Product
Manager



Jackie Haney,
Komatsu Product
Marketing Manager



At the request of customers throughout North America, Komatsu designed and built the new D375A-6 with more horsepower than both the previous Komatsu model and the top competitive machine in the small mining dozer class.

D375A-6 delivers power and versatility

... continued

and 5 percent more horsepower than its top competitor.

"It's a bigger, stronger, more powerful machine — period," said Smith. "In addition to the horsepower boost, its operating weight is almost 158,000 pounds, about 6 percent heavier than the D375A-5. We also gave it new hydraulics, based on the same system that's in Komatsu's world-renowned hydraulic excavators, to reduce parasitic horsepower loss. We also changed the blade profile to improve digging, carrying capacity and dozing efficiency. The end result is a machine that's not only more powerful, but also more productive."

Mining specs and more

Beyond the power boost, new hydraulics and a more productive blade profile, the new D375A-6 has a number of other standard features that improve machine performance.

In addition to having 14 percent more horsepower, the new D375A-6 offers excellent visibility and numerous mining specs as standard features, all of which contribute to substantially greater productivity.



These include:

- A large (seven-inch), multifunction LCD color monitor with self-diagnostic functions;
- VHMS, Komatsu's Vehicle Health Monitoring System for remote machine condition and operation evaluation;
- Numerous mining specs — from high-mounted headlights and centralized grease points to fast fuel fill and a maintenance service center;
- An automatic engine and lockup torque converter for excellent fuel efficiency.

"We have both power and economy work modes on the D375A-6, along with an eco-gauge on the monitor which lets the operator know when the machine is working in the most fuel-efficient manner," pointed out Product Marketing Manager Jackie Haney. "For example, in a slot-dozing application or something similar, the operator will use the full power (P) mode. Even in P mode, the D375A-6 uses 3 percent less fuel than the top competitor. But in a lighter application, the operator can drop down to the economy (E) mode, which will use 8 percent less fuel than the other brand. With the high cost of fuel, the eco-gauge is a tool that can help save owners a lot of money."

Not only is the D375A-6 more powerful and more fuel-efficient than its top competitor, Komatsu says when pushing a load, it also has faster travel speeds and faster cycle times, which mean greater production.

"With all it brings to the table, we believe the D375A-6 is the most versatile mining dozer in the marketplace, capable of almost limitless applications, and in many ways is the future of the mining dozer," said Smith. "We hope anybody who's in the market for this size of dozer will try the D375A-6 and discover the Komatsu difference for themselves."

For more information on how the D375A-6 can improve your operating performance in mining, quarry or heavy construction applications, call your sales representative or our nearest branch location. You can also go to www.videocpi to see video of the dozer in action. ■





D155AX-6

100%

performance
(using 25% less fuel*)

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Being the best is never good enough. Just as you're always looking for ways to grow your business, Komatsu is constantly working to improve the tools of your trade. We have a long history of innovation across all our lines of heavy equipment and a long list of dedicated customers who count on these innovations as a competitive edge.

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- Reduced operating costs
- Easier serviceability
- Improved operator comfort

Put the best the industry has to offer to work on your next job and discover your competitive edge.

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INNOVATIVE PRODUCTS

PURPOSE-BUILT MACHINES

Komatsu's waste-handling equipment provides efficient production in tough applications

You already know Komatsu is a leading manufacturer of construction and mining equipment. But what you may not know is that Komatsu also makes similar equipment for the waste industry that's designed to be productive and efficient while standing up to the rigors of handling trash, scrap and recycling materials.

Like their construction and mining brethren, waste-specific wheel loaders and dozers feature unique hydraulics, powertrains, frames and components engineered by Komatsu. They're designed to work together for higher production and greater reliability in landfills, transfer stations, scrap yards and other tough applications.

Even in demanding environments, operators remain highly productive. That's because Komatsu waste-handling machines have spacious operator work platforms with controls designed for ease of operation even in rough conditions. Pressurized, low-noise and low-vibration ROPS/FOPS cabs keep the operator comfortable for better productivity throughout the day. Operator comfort is aided with a two-tier air-filtration system that cleans incoming and recirculated air to keep dust out.

Specifically made for waste transfer stations, Komatsu waste-handling wheel loaders feature guarding for the front frame, powertrain bottom, boom and cylinder hoses, and axle seals.

Because waste machines work in high-dust and high-debris applications, Komatsu beefed them up with additional guarding and other specific features to withstand the elements. All purpose-built loaders and dozers come with rugged guarding to protect components and the machine.

"Being productive and efficient in waste-handling applications is just as important as it is in construction and mining," said Mike Gidaspow, Product Manager Wheel Loaders. "That's why all of Komatsu's purpose-built machines come with features that stand up to the rigors of working in such conditions. Komatsu builds special standard features into its waste-handling loaders, such as fans that automatically reverse direction at a set interval to help keep coolers clean. This interval can be changed, or the operator can push a switch to reverse the fan, overriding the timer."

Komatsu powertrains help keep loader operating costs low

Komatsu's waste-handling wheel loaders were made specifically for waste transfer stations. To protect critical components, each machine — WA250-6, WA320-6, WA380-6, WA430-6 and WA470-6 — has guarding for the front frame, powertrain bottom, boom and cylinder hoses, and axle seals. Additional guarding protects headlights and taillights, the center hinge and the windshield.

On the WA380-6, WA430-6 and WA470-6, operators can select from two working modes: E mode for maximum fuel efficiency in general loading or P mode for maximum power in hard digging or hill climbing. A choice of two buckets, loading or pushing, to match the appropriate application is available as well. Each is made with high-strength steel, a spill guard that allows





excellent visibility and a visual bucket-level indicator. Both accept Komatsu standard bolt-on cutting edges and skid shoes.

“The WA250-6 and WA320-6 waste handlers have several features that further reduce owning and operating costs, specifically hydrostatic transmissions (HST) and variable traction control,” noted Gidaspow. “HST allows high tractive effort for quick travel response and aggressive drive into the pile, while the full auto shift eliminates manual gear shifting and kick-down. Operators can control tractive effort to facilitate operation in soft and slippery conditions and eliminate excessive bucket penetration and reduce tire slippage during stockpiling and loading.”

Dozers offer powerful push

Lockup torque converters and autoshift transmissions are part of the Komatsu landfill dozer package (D65EX-15SL, D85EX-15SL, D155AX-6SL and D275AX-5SL), which increases efficiency and saves fuel, according to Les Scott, Product Manager Dozers.

“That directly affects owning and operating costs, but only if the dozers can stand up to the challenge of constantly pushing materials that could potentially get into the machine and cause major damage,” said Scott.

“That’s why our landfill dozers are specially equipped with a chassis-seal package that closes gaps around the chassis where material could enter the engine compartment. We also have final-drive, pivot-shaft and idler-seal guards to help prevent debris from entering the oil-seal areas.”

Komatsu protects exposed components with features such as trapezoidal track-shoe holes that minimize debris packing for extended track component life; front and rear striker bars that prevent debris from riding up the tracks and damaging fenders or the chassis; and an engine bottom guard with electric winch to simplify cleaning of the engine compartment.

Each dozer has a powerful engine to push mass amounts of material with the large-capacity blades equipped with trash racks. A landfill counterweight provides additional balance and stability. Scott noted that with a few modifications, landfill dozers could be adapted to work in wood chipping or other high-airborne-debris applications.

“The combination of the trash rack and additional counterweight keeps the tractor’s center of gravity in the optimum location for pushing trash,” explained Scott. “Operators appreciate that balance and how easy the dozers are to operate. They also like the visibility the machine offers, especially the area around the blade, because they can see the work area without straining.”

Keeping maintenance on track

Komatsu engineered its waste machines for reduced maintenance downtime as well. Dozers and loaders have quick-opening doors that allow easy ground-level access to service points, including the radiator and fan for cleaning.

“All our machines come standard with KOMTRAX, so should a major issue arise, the

Lockup torque converters and autoshift transmissions in Komatsu’s landfill dozers increase efficiency and save fuel. The dozers also come with additional guarding and other features that prevent debris from affecting performance.

Continued . . .

Unique Komatsu features make the difference

... continued

operator will see it immediately and can take corrective actions,” observed Scott, who noted that KOMTRAX will send an email alert to both the user and the distributor. “That helps reduce potential downtime, and KOMTRAX also

helps users better manage their machinery with information such as hours, machine utilization and maintenance schedules among other items. That’s just as beneficial in waste applications as it is in construction and mining.” ■

Komatsu introduces its Dash-8, purpose-built excavator for waste handling

Dusty, dirty environments create special challenges for heavy equipment, so building a machine to withstand such rigors while still being productive and efficient can be a tall order. Komatsu met the challenge head-on when it crafted its first excavator built specifically for handling waste materials, the PC200LC-8 Waste Spec Arrangement.

“The PC200LC-8 Waste Spec Arrangement fills out our PC200 lineup,” said Product Manager Armando Najera. “We worked extensively with customers in that market to build a machine that will give them better production and lower their owning and operating costs by increasing maintenance intervals so the focus is on getting the job done, not servicing the machine.

“Komatsu focused on a longer radiator clean-out interval,” Najera emphasized. “As an example, depending on the airborne debris levels, a normal machine would need a radiator cleanout every couple of hours compared to a couple of days for the Waste Spec. Service intervals are extended too, so the machine’s uptime is higher. That equates to lower owning and operating costs.”

The PC200LC-8 Waste Spec Arrangement also includes several ways to keep dust and debris from becoming a limiting factor to production. An engine precleaner on the outside of the machine cleans the air before it reaches the filter. A screening package that includes a perforated side door and top screens increases cooling airflow to the radiator while minimizing the size of the airborne materials entering the engine compartment. The perforated hood area reduces air velocity passing through the screens to reduce debris sticking.

Komatsu further made sure the engine stays cool by adding a cooler package with side-by-side, wide-core coolers — radiator, hydraulic oil and charge air — to



Komatsu’s new PC200LC-8 Waste Spec Arrangement is built for the rigors of waste handling in transfer stations, landfills and construction and demolition debris applications. Features such as wide core coolers keep the machine temperature down for better production even in the most severe environments.

help keep air flowing. Combined with the screen package and a faster fan speed, the wide-core coolers keep the temperature in the normal operating range.

“Just like our standard, Heavy-Duty and Thumb Spec models, the Waste Spec has an efficient Tier 3 engine that’s powerful, yet reduces emissions and is fuel-efficient,” said Najera. “It also has a spacious cab that, thanks to the advanced levels of filtration, stays clean and comfortable. That makes a difference, whether the PC200LC-8 Waste Spec Arrangement is working in a traditional open-air landfill, inside in a waste transfer station where it can be very dusty and hot, or in a construction and demolition debris application. It has the goods to handle any of those situations and more.” ■



100% focused
(on waste handling)



KOMATSU[®]

Working in the waste industry demands long hours and hard-working machines. Komatsu offers a complete line of rugged, dependable wheel loaders and dozers designed specifically for the unique needs of this marketplace.

- Factory installed guarding packages to protect your investments
- Optional wheels and tracks to match your terrain
- Specialized buckets and attachments to maximize each cycle

When you're building some of the best purpose-built waste-handling equipment in the business, it only makes sense to start with machines that are...

PRODUCT IMPROVEMENT

NEW WA150-6 WHEEL LOADER

Improvements to 98-hp loader provide better productivity with increased fuel economy



Mike Gidaspow,
Product Manager,
Wheel Loaders

If good things come in small packages, the new Komatsu WA150-6 wheel loader is proof that adage is true. Featuring increased loading power, performance, efficiency and operator comfort, the 98-horsepower loader is ideal for utility, construction and agricultural applications, among others.

According to Mike Gidaspow, Komatsu Product Manager, Wheel Loaders, the WA150-6 has more horsepower than its predecessor, while offering better fuel economy and lower emissions.

In addition to the efficient, Tier 3-compliant engine, the WA150-6 incorporates a hydrostatic transmission (HST) that allocates only as much power as is needed for a given application while responding smoothly and quickly to varying job conditions. It automatically adjusts tractive effort so the operator gets quick travel response as well as aggressive drive into the pile.

The variable traction control function reduces tractive effort, virtually eliminating excessive bucket penetration and controlling tire slippage in wet and soft ground conditions. An S mode traction setting provides optimum driving force for operation on slippery surfaces, including snow removal on snow-covered surfaces. Having control over the loader's tractive effort helps the operator to be more productive and reduces tire wear.

"Komatsu gave the WA150-6 many of the standard upgrades it added to its other smaller construction wheel loaders — the WA200-6, WA250-6 and WA320-6," said Mike Gidaspow, Product Manager, Wheel Loaders. "It's an excellent fit for anyone needing a little more horsepower than our largest utility loaders. Similar to our other Dash-6 loaders, the WA150-6 is versatile, agile and offers efficiency without sacrificing power or production."

The operator also can easily see and control the load from the newly designed low-noise and low-vibration cab that has a wide pillarless windshield and a low-effort multifunction mono lever Pressure Proportion Control (PPC) system. The PPC system has a forward, neutral and reverse control switch for smooth and easy directional changes.

Lower maintenance costs

"Like all other new wheel loaders, the WA150-6 comes with the latest KOMTRAX technology that provides vital information such as fuel consumption, operating hours, working hours and alerts to help owners stay on top of maintenance schedules for maximum reliability and availability," said Gidaspow. "All these new features will help lower owning and operating costs and put more money in the owner's pocket." ■

For more information about the WA150-6 wheel loader, contact your sales representative or your nearest branch location, or visit www.komatsuamerica.com.

Brief Specs on Komatsu WA150-6 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity	Breakout Force
WA150-6	98 hp	17,262-17,450 lbs.	1.7-2.2 cu.yd.	14,400-17,600 lbs.

Komatsu's new WA150-6 offers benefits such as more horsepower, better productivity and increased fuel efficiency compared to its predecessor.



UTILITY PRODUCTS

“A GOOD FIT”

New Komatsu WA50-6 utility wheel loader offers big production features in small package

There are times when smaller is better. That's the case with Komatsu's new WA50-6 wheel loader, which offers powerful versatility with a minimal footprint. It allows operators to work in tight quarters, such as small construction and landscaping projects where space is at a premium.

The WA50-6 also provides the production needed in open areas, such as backfilling a trench or stockpiling and loading materials in a small quarry, landscaping yard or other applications.

“Any contractor looking for a wheel loader that offers versatility in a variety of settings will find the WA50-6 a good fit,” said Robert Beesley, Product Manager for Komatsu Utility Marketing Division. “Like all Komatsu products, it offers the benefits of high production with an efficient engine that helps lower the user's cost per yard.”

Features include three-mode traction control that lets the operator choose the best one to fit the application. The P mode provides maximum rimpull for grading and excavating applications, while the N mode is for normal/moderate loading and carrying. The S mode virtually eliminates wheel slip for better performance in mud, snow and other soft or slick conditions.

To maximize productivity, the WA50-6 has an electric auto-leveler for the bucket and a floor-mounted inching pedal that allows operators to ease their way to a truck or trench. Rear-axle oscillation and a wraparound counterweight provide excellent stability and grading performance.

“Komatsu designed the WA50-6 for excellent operator visibility,” noted Beesley. “The ‘Delta Boom’ loader design gives him a clear view of the work area, so even in tight quarters he can see obstructions and more easily avoid them.”

A valuable tool

In addition to a better view, operators have a large walk-through work platform with an adjustable suspension seat. The WA50-6 has a standard two-post ROPS/FOPS canopy and offers an optional pillarless cab with front and rear glass.

“Like other new Komatsu products, it comes standard with KOMTRAX, so owners, operators and maintenance personnel can stay on top of scheduled maintenance and performance trends,” said Beesley. “That, along with other productive features makes the WA50-6 a valuable tool for anyone who needs a small loader that can do a variety of jobs efficiently.” ■

Komatsu's WA50-6 fits a variety of applications, including landscaping, small construction projects and small quarries.



Robert Beesley,
Product Manager

Brief Specs on Komatsu WA50-6

Model
WA50-6

Net Horsepower
38.6 hp

Operating Weight
8,100-8,430 lbs.

Bucket Capacity
0.78 cu. yds.



A BALANCING ACT

Komatsu VP of Parts says Komatsu is committed to efficiently supporting new and older machines



Frank Pagura,
Vice President
of Parts

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

Frank Pagura has been Vice President of Parts at Komatsu since December 2005, after serving as Parts Planning and Coordination Manager, a position he took when he first joined Komatsu in 2004.

He grew up in Yonkers, N.Y., graduated from the U.S. Naval Academy and was an active-duty officer in the Navy for six years. Following his time in the service, Pagura worked for an offshore drilling equipment manufacturer. He was a manager in parts purchasing and parts planning with the company.

Pagura says putting an inventory of parts together to support the varied lines of Komatsu equipment available is a balancing act.

“On one hand, because Komatsu equipment is built to last, there are numerous older machines in the marketplace. On the other, Komatsu is always developing and designing new lines of equipment. On the parts side, we have to be able to support both. We do that by working closely with research and development, our distributors and our customers to ensure we have the parts necessary to fulfill customer needs efficiently.”

Pagura does a balancing act with his time as well, devoting time outside of work to his family, which includes wife, Trina, and their daughters Aimee and Abigail.

QUESTION: What is Komatsu currently doing to ensure parts availability?

ANSWER: Several things, most notably working closely with our distributors and customers to know what machines are in the field and what needs to be on the shelves to support them. In the past several years, we've upped our parts presence in North America by building eight regional parts depots to complement our main hub in Ripley, Tenn. They're strategically located to get parts to our distributor shelves quickly and efficiently. We have dedicated and continuous nightly trucking routes between Ripley, our regional parts depots and our distributor locations. The system helps us have a nearly 99-percent fill rate on next-day delivery on most parts and emergency orders. Plus, our distributors always have common wear parts and filters in stock, with additional parts on hand based on the number of machines and models they have in their area.

Another way we're ensuring the right parts are in the right place is by working with our KOMTRAX remote machining-monitoring team. Nearly all new Komatsu machines have KOMTRAX as standard equipment, and that allows us to monitor those machines' hours and service intervals. It's given us valuable data that we can use to schedule shipments and have necessary parts to distributor locations ahead of time, often without them ever having to contact us. So, if customers want to do service work themselves, all they have to do is contact the branch or stop in and pick those parts up. It's very efficient.

QUESTION: How else is technology playing a role in parts?

ANSWER: With KOMTRAX, our monitoring team knows if an error code pops up on



Each of Komatsu's eight regional parts depots carries a vast inventory of common wear parts and filters, as well as other parts to fulfill emergency orders. That's helped Komatsu have a nearly 99-percent fill rate on next-day orders.

a machine right away — often before the user even knows about it — and alerts the distributor. The distributor's service department can then dispatch a technician to the site where the machine is located. Because we know the error code, the distributor can tell the technician what to look for, and if parts are needed, the technician can swing into the nearest branch and pick up the part if he doesn't already have it. That avoids having to go to the machine and diagnose it first before possibly returning to get parts to make the repair.

Most technicians already carry a laptop computer to use for diagnostics. Now, we're loading them with valuable information regarding repairs, including the parts manuals for all Komatsu machines. If something comes up in the field, the technician can look up the machine model on the computer. If parts are needed, he can check availability at the distributor, regional depot and main hub at Ripley, and order genuine OEM parts.

QUESTION: Why use genuine Komatsu OEM parts?

ANSWER: The customer has made a significant investment in his equipment, and doesn't want to jeopardize that. Komatsu machines are engineered to the highest quality with components made specifically for our machinery. While customers may be able to find less-expensive "gray-market" parts, they



Eight regional parts depots, such as this one in Las Vegas, are strategically located throughout North America to ensure parts get to Komatsu distributors and customers efficiently.



Using the KOMTRAX remote machine-monitoring system, Komatsu is able to track new machines in the field and take a proactive approach to ensuring parts are on distributor shelves when customers need them to make repairs and do routine services.

run the risk of those not fitting or performing properly in Komatsu equipment. While they may save a little money up front, it could cost them more in the long run in downtime and money due to a catastrophic failure. Using properly installed OEM components that are warranted by Komatsu gives users peace of mind in knowing they've further invested in Komatsu quality.

QUESTION: What are you doing from the parts side to prepare for future machinery needs?

ANSWER: While having new machinery is exciting, it would be far less appealing to the customer if the support for it wasn't in place. That's why from the beginning of development on all new Komatsu machinery, the parts division is involved. No machinery goes onto the market without us having the necessary components in place to back it up. The challenge is to not only stock up for new models, but also to continue to keep a supply on hand to support the numerous older Komatsu machines that continue to run well into the thousands of hours. It's a balancing act, but one we've become very adept at. ■



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Komatsu compact track loaders are light on their feet so they can perform more jobs, more of the time. Their low-ground-pressure, wide rubber tracks provide smooth and stable operation. Standard joystick controls, ease of service, durability, reliability and quality make Komatsu compact track loaders the ultimate comfort and productivity package.

- Low-effort Proportional Pressure Control (PPC) loader joysticks have optional SAE/ISO pattern changer.
- Spacious and ergonomically designed operator platform provides exceptional visibility.
- Low-ground-pressure rubber track system provides outstanding stability and mobility.
- Wide-opening rear door and tilt-up engine cover make access to service check and fill points a snap.
- Radial lift and vertical lift loader models make it easy to choose the right machine for your business.

When you want a machine that can work all day, every day, the choice is 100% clear. Put a Komatsu compact track loader to work today and enjoy the confidence that comes from machines that are...

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BRANCH NEWS

NEW TEC BRANCH MANAGERS

Three TEC salesmen bring customer knowledge, experience to branch leadership positions

TEC recently promoted three of its experienced salesmen into branch manager positions. Each brings his knowledge of equipment and understanding of customer needs to the job. The three will continue to call on their customers while taking on their branch management roles.

Chris Howard is now Branch Manager of TEC's Mobile, Ala., operation. Howard began his career with TEC in 1996 in the parts department and became a salesman in 1998. Howard is a graduate of the University of Mobile. He and his wife Laura live in Mobile with their children Rush, age five, and Madeline, age three.

The TEC operation in Pensacola, Fla., is now headed by Branch Manager Chad Stracener. A Birmingham native and graduate of Auburn University, Stracener worked summers for TEC during his high school and college years.

He began his full-time career in 2004 as a salesman in Mobile. Stracener has already built strong relationships with customers in and around Pensacola and will continue to work with them. He and his wife, Brook, and their 18-month-old son, James, live in Fairhope, Ala.

Tony Daughtry brings 25 years of equipment sales experience to his new position as Branch Manager for TEC in Albany, Ga. A native of Albany, Daughtry began his sales career in 1984 with another equipment dealer and joined TEC as an equipment salesman in 2002. He and his wife, Belinda, and 13-year-old daughter, Haley, live in Albany.

We encourage you to stop by and visit with these newly appointed branch managers. They are anxious to get to know more about you and your business and how TEC can help you meet your equipment needs. ■



Chris Howard



Chad Stracener



Tony Daughtry

HOT

AS ALABAMA ASPHALT...



TRACTOR
&
EQUIPMENT
Company



VÖGELE

DYNAPAC



We want to know what's on your mind — and we want to share your thoughts with other industry professionals. VOICES gives you the opportunity to ask questions and comment on issues of interest regarding the construction industry, Komatsu equipment, articles you've seen in this magazine or other topics. VOICES will answer your questions, respond to your comments and address the issues you care about. We encourage you to join the conversation. You can do that by e-mailing your questions and comments to TractorTimesEditor@constpub.com



Please send us
your questions
& comments...

Here are the types of questions and comments we hope to receive:

QUESTIONS & ANSWERS

QUESTION: *We've gained some jobs under the economic stimulus package, which means we'll soon be starting some equipment that's been sitting idle. Are there any special considerations?*

ANSWER: A thorough inspection before startup is highly recommended. One of the service technicians from TEC can do it for you. They are thoroughly trained to inspect machinery and spot potential issues that can often be overlooked. In the long run, that can save you from a breakdown that could cost you much more in downtime. Before starting, ensure all fluids are filled and appropriate for your environment. For example, in winter, you may need special fluids designed for colder temperatures than you would in the spring or summer. Check connections and systems such as the undercarriage for wear. If there are issues, make sure they're resolved before putting the machine on the job.

QUESTION: *I'm in the market for new equipment. What's the best way to compare Komatsu with the competition?*

ANSWER: A simple way is to visit www.komatsuamerica.com. There you can click on our Competitive Comparison link, a new feature to Komatsu's Web site as of this

past summer, and see Komatsu machine information side-by-side with the competition. You'll find information such as horsepower, operating weight, bucket capacity and a whole host of other features. But don't go just by the charts. Visit the nearest TEC location and learn about the machines first hand. Once you take in all the information, you'll see why we believe Komatsu is the best value in construction, utility, mining, and other types of specialty equipment.

COMMENTS & REPLIES

COMMENT: *Thanks for the article in the last issue about putting together a winning bid. I picked up some helpful tips and have already used them successfully.*

REPLY: We're glad to hear that. Many projects have been funded through the stimulus plan, and more are scheduled throughout the next year as the plan ramps up. Many of the projects have come in below engineers' estimates, and with the savings, additional projects will be funded. That means more opportunities to apply the tips. And we hope there are even more opportunities in the near future with passage of highway and infrastructure legislation. Those projects will benefit the industry and the overall economy while repairing and upgrading vital infrastructure. ■



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PC200LC-8, A89199, 2008, 438 hrs\$130,000



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Komatsu PC35MR-2, 10368, 2008, 548 hrs\$35,000

Komatsu PC160LC-7E, K41365, 2006, 1,075 hrs\$88,000

Komatsu PC220LC-8, A88105, 2006, 2,085 hrs.....\$125,000

Komatsu PC220LC-8, A88246, 2006, 1,904 hrs.....\$115,000

Komatsu PC300LC-7E0, A88585, 2006, 3,051 hrs.....\$130,000

Komatsu PC300LC-6, A84775, 2002, 9,858 hrs.....\$75,000

Komatsu PC300LC-6, A84872, 2002, 8,353 hrs.....\$79,000

DOZERS

Komatsu D31PX-21A, 51034, 2006, 1,853 hrs\$51,000

Komatsu D61EX-12, B1823, 2003, 3,327 hrs\$69,000

Komatsu D39PX-22, 3051, 2008, 800 hrs.....\$95,000



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