



# Tractor Times

A publication for and about Tractor & Equipment Company customers

2011 No. 3

## JR CONSTRUCTION INC.

Shared philosophy helps  
Georgia contractor find  
success in mining projects

See article inside . . .



**KOMATSU**®

President Jon  
Graham (left)  
and VP Clifton  
Flanders

# A MESSAGE FROM THE PRESIDENT



Dan Stracener

**Leading the way  
with innovative  
machinery and  
technology**



**TRACTOR  
&  
EQUIPMENT**  
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Dear Valued Customer:

We know that when new engine emissions standards are introduced, the last thing on many of your minds is the research and technology that went into complying with those standards. Your concern likely is the performance of that new machine compared to your “old reliable” Komatsu equipment.

Rest assured, Komatsu and our other lines of quality manufacturers have it taken care of. While you might not be thinking about interim Tier 4 machines, this issue of *Tractor Times* has some good product- and service/support-related articles that point out how our manufacturers met the standards without hurting, and in many cases improving, your bottom line when it comes to moving materials.

After all, that’s what it’s all about. You expect maximum performance and minimum downtime. That’s why Komatsu continues to take steps to ensure you meet your important scheduled maintenance intervals with machine features such as KOMTRAX. New interim Tier 4 machines have KOMTRAX 4.0, which monitors new components designed to reduce emissions.

I encourage you to read the articles on KOMTRAX 4.0 and Komatsu CARE and some of the machines they apply to, including the new PC490LC-10 excavator and WA380-7 loader. I believe you’ll see why Komatsu is the leader in innovation.

As always, we’re here to help you in any way we can. Don’t hesitate to call us with any questions or concerns.

Sincerely,



Dan Stracener  
President



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## IN THIS ISSUE

### JR CONSTRUCTION INC.

Find out how a shared philosophy has helped this Georgia contractor find success in mining projects.

### CIVILWORX CONSTRUCTION

See why this Tuscaloosa firm is growing, despite opening its doors during a difficult construction economy.

### PROJECT MANAGEMENT

Learn how a pre-excavation meeting is the best way to ensure a project gets started on the right foot.

### TECHNOLOGY INNOVATION

Find out how KOMTRAX can help you comply with new emissions standards and monitor a number of other important machine functions.

### PRODUCT IMPROVEMENT

See how Komatsu's new WA380-7 interim Tier 4 wheel loader delivers a load of productive features.

### PRODUCT ENHANCEMENT

Discover what Komatsu did to enhance power and performance of its new PC490LC-10 interim Tier 4 excavator while lowering emissions.

### INDUSTRY FIRSTS

Check out Komatsu CARE, an innovative new program that provides complimentary maintenance for Komatsu Tier 4 machines.

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# JR CONSTRUCTION INC.

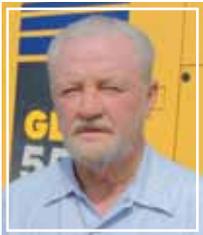
## Shared philosophy helps Georgia contractor find success in mining projects



Jon Graham,  
President

Jon Graham believes he was born to work in the dirt. The third generation in a family of excavation contractors, Graham founded his own company, JR Construction, three years ago with a vision to continue the family tradition of delivering a quality project to customers in southern Georgia.

“Our slogan is ‘Where honesty meets trust,’” emphasized Graham, President of the East Dublin company, which works in about a 100-mile radius of its home base. “I grew up working with my grandfathers and father, all of whom owned their own companies. I never really thought of doing anything else. They taught me the values of dealing honestly with customers and working hard to exceed their expectations.”



Clifton Flanders,  
Vice President

That philosophy is shared by Vice President Clifton Flanders, who joined JR Construction last year, bringing with him 40 years experience in construction site preparation, clearing, grading and mining. Those are the services

JR Construction specializes in, specifically providing them to area mining customers.

“Mining services is our niche; it’s our specialty because that’s what we know best, so we play to our strength,” explained Flanders. “At this point, everything we do involves mining, including overburden removal, underground utility installation, site prep and any other services related to opening a new quarry or mine.”

Focusing on that niche makes JR Construction more efficient, helping the company complete projects on time and on budget. “Our work can have a dramatic effect on our customers’ ability to mine their products,” said Graham. “They expect high production from us, and we’ve always delivered.”

### Employees deserve credit

That’s helped JR Construction develop strong relationships and a long list of repeat customers. One of the company’s current jobs is for a customer for which it’s done several projects in the past couple of years. The project involves opening a new pit near Sparta, Ga.

The work comprised several aspects, including moving more than a half-million cubic yards of overburden, as well as clearing and grubbing. JR Construction also built a perimeter berm to hold runoff water and installed stations to monitor runoff. Grading and underground pipe installation are ongoing, and eventually crews will place ballast for a rail line for which they previously did site prep.

“It’s certainly one of the biggest jobs we’ve been involved in and shows how far we’ve come as a company in three years,” observed Graham. “When I started the business in 2008, it was just five guys and I laying pipe and doing

In addition to Komatsu equipment, JR Construction also purchases Hamm compaction machines from Tractor & Equipment Company.

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Operator Phillip Lewis loads a Komatsu HM400 articulated truck with a Komatsu PC450LC-8 excavator. "Komatsu was my first choice because I saw its reliability and productivity," said President Jon Graham.

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small odd jobs, such as ditch preparation and sloping work. We did whatever we could to survive because when I started the business, it was about the time that the economy took a severe downturn. I definitely questioned myself and my sanity for going into business, but it's turned out well.

"The first 'actual' job we did was relocating a road on the back side of the mine in Sparta," he continued. "It took us about three months, and we did the clearing, grading, ditching and about 500 feet of piping. Not long after, I teamed up with Clifton. That made a world of difference and brought us into mining. I'm sure eventually we'll look outside the mines again, but, for now, this is our focus."

JR Construction has done overburden-removal projects for the same company at other quarries near Augusta and Macon. "Those projects really highlight the scope of our work," Flanders pointed out. "We have the capabilities to do everything from straightforward overburden removal to a complete project."

Ensuring JR Construction is able to provide a high level of service is a staff of about 35 employees, many of whom bring decades of experience to each project. The employee numbers have risen sevenfold since Graham founded the company.

"I have always heard that if you surround yourself with good people, good things will



JR Construction uses this D65 dozer to grade at a mine site in Sparta, Ga. "It has good balance and power to push a sizeable amount of material," said President Jon Graham.

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happen," said Graham. "That's just what we've done. Our guys are the best in the business, and they deserve much of the credit for the success and growth we've experienced in three years. They do a phenomenal job."

### **TEC — a 'partner' in business**

Graham and Flanders noted that the same can be said for Tractor & Equipment Company, which JR Construction turns to for Komatsu and Hamm equipment. They've worked with Tractor & Equipment Company Sales Representative Kyle McMahon to purchase about a dozen pieces of equipment, including excavators, dozers, motor graders, haul trucks and compactors.

*Continued . . .*

# JR Construction open to growth opportunities

... continued



Nathan Flanders,  
Maintenance  
Supervisor

"TEC has proven that they consider themselves partners in our company; JR Construction plus TEC equals getting the job done," emphasized Graham. "Not only is the equipment reliable, their customer service extends beyond what's expected. If we need some extra help with service, we call them and they come right out. It's not unusual to have our mechanic and a technician from TEC working together on the same machine."

"We also have to credit Komatsu Financial for helping us get the equipment we needed to grow," added Flanders. "They worked with TEC and went to bat for us so that we could acquire the pieces necessary to do these larger mining projects. We've developed very good relationships with Kyle, TEC and Komatsu Financial. That plays a big role in our equipment-buying decisions."

(L-R) JR Construction President Jon Graham and Vice President Clifton Flanders meet with Tractor & Equipment Company Sales Representative Kyle McMahon at a mine site. "We've developed very good relationships with Kyle, TEC and Komatsu Financial. That plays a big role in our equipment-buying decisions," said Flanders.



A JR Construction operator uses a GD555 to blade rock at a new mine site. It's one of nearly a dozen Komatsu pieces the company uses in its mining construction operations.

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## Komatsu was first choice

Another factor was Graham's familiarity with Komatsu from work prior to founding JR Construction. "Komatsu was my first choice because I saw its reliability and productivity. Working in the conditions and for the type of customers we have, takes equipment that can stand up to challenges and maintain uptime. Komatsu gives us that, along with good fuel efficiency."

While Graham was mostly familiar with Komatsu excavators, his first Komatsu purchase was actually a D61 dozer. "We got it on a rental-purchase option, but I truly knew from the beginning it was going to be a piece we would keep," said Graham. "It has good balance and power to push a sizeable amount of material. I have to admit, I already knew the excavators are excellent machines, but I was skeptical of a Komatsu dozer, having never used one. I was sold right away, and that's been the case with the graders and haul trucks too."

"Working in a mine presents many challenges, not the least of which is we're expected to keep moving, because if our machinery isn't producing, the mine can't either," added Flanders. "Our Komatsu equipment ensures that's happening. Every Komatsu machine we own or rent stands up to the challenge."

## Never let the customer down

Graham and Flanders expect that to remain the case, whether they're continuing their focus on mining or other opportunities.

"We're always looking to diversify," Flanders pointed out. "However, as long as there is mining to be done, we'll make that our main focus. Again, it plays to our strength. But we also don't want to get locked into only one area. If the opportunity presents itself to look beyond mining, we have to be open to it."

"The other thing we're conscious of is not growing too big too fast," Graham added. "We've experienced tremendous growth in three years, but we've handled it well and used it to our advantage to bring excellent service to our customers. That's a main focus for us. If we don't keep it that way, we're letting our customers down, and that's simply unacceptable to us." ■

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# CIVILWORX CONSTRUCTION

## Tuscaloosa firm grows despite opening its doors during a difficult construction economy

Think back to 2007. The U.S. is coming off record-breaking construction years in 2005 and 2006, but by late 2007, it's clear the economy is pulling back. With the burst of the housing bubble and the financial industry meltdown, that pullback continued in 2008 and intensified in 2009 before finally stabilizing and rebounding slightly in 2010 and this year.

So, if you were looking to start a construction company, you couldn't have picked a much worse time than late 2007 — right? While that may seem to be the case, Matt Caddis says the opposite was true for him. Caddis founded his company, Tuscaloosa-based CivilWorx Construction, in September 2007.

"For me, it was the perfect time," said Caddis, a 2004 civil engineering grad of the University of Alabama. "I'd spent three years working for another company and gained a lot of experience. I was ready to go out on

my own in 2007 and consider myself lucky that I didn't start a year or two earlier when everything was booming. It would have been easy during that time to grow too fast — hire too many people and buy too much equipment — then when the work dried up, have no way to pay for it.

"I think it was much better to be forced to start small and grow slowly," he noted. "I knew it was going to be a challenge, so I took a cautious and conservative approach. At times, it's been a battle, but I've always been able to stay on top of everything. As a result, we've grown every single year. Nothing dramatic, but each year, I've hired more people, bought more equipment and done more work than the year before. So I feel blessed to have started CivilWorx when I did."

In the beginning, CivilWorx consisted of Caddis and two employees. Today, he has nine full-time employees and brings on other workers as needed for specific jobs. The company offers a full line of site-development services, including clearing, grading, excavation, water and sewer, primarily for commercial and industrial clients.

"We often work as a sub, doing dirt and utility work for a general contractor, but increasingly, we are the GC on the job," said Caddis. "In those cases, we do the site work ourselves but sub out the paving and concrete and things like that. We're happy to do it either way, whatever works best for the customer."

### Employees he can count on

Caddis tries to split his CivilWorx employees into two crews. Sometimes they'll work together but typically, they'll

Matt Caddis is Founder, Owner and President of Tuscaloosa-based CivilWorx Construction.



be on different projects. Matt counts on Superintendents Stephen Caddis (Matt's brother) and Stephen Criswell to run projects.

"I've got some great employees that I can count on to do quality work, whether or not I'm on the jobsite," said Caddis. "Our goal is to do quality work within budget and complete the project as soon as possible. We want to do the type of work that makes owners want to have us back to do their next job."

Most of CivilWorx's work is for governmental entities, including municipalities, school districts and the University of Alabama.

"We work for some private clients as well, but we're not able to take on the multimillion-dollar, new-development projects at this time," said Caddis. "I hope and believe we will get there, but size-wise, we can't handle those types of jobs just yet. But that doesn't mean we just do run-of-the-mill stuff. We've done a number of challenging, interesting jobs that we're very proud of."

### Signature projects

Among signature jobs is one with which many Crimson Tide football fans are familiar. Earlier this year, CivilWorx renovated a parking lot just south of Bryant Denny Stadium.

"The lot had numerous islands that lessened its effectiveness as a parking area," Caddis explained. "Our job was to remove all the islands and the existing paving, and reconstruct the parking lot with a new, underground, stormwater-retention system. The work we did enabled more game-day activities to be conducted in the lot. We enjoyed doing a high-visibility job like that."

Also this year, CivilWorx built a new parking lot and added water, storm sewer and sanitary sewer lines at Buhl Elementary School in Tuscaloosa. The company acted as GC on the job, which included cleanup work. It subbed out the paving and curb and gutter.

One of CivilWorx's most interesting jobs was building a canoe launch on the Cahaba River near West Blocton. "To build it, we had to move the river back with coffer dams to



This CivilWorx operator uses a Komatsu PC138USLC-8 excavator for a sewer main installation on Wallace Wade Avenue in Tuscaloosa.



Installing water mains, like this job on Jack Warner Parkway in Tuscaloosa, is a specialty of CivilWorx.

install gabion walls," Caddis recalled. "It was tight quarters, so we rented an extend-a-hoe to be able to reach out far enough to do the work.

"It was a challenging job to begin with; then we had monsoon rains that caused the river to rise 25 feet, washing out the only road going to the site. We were able to complete the job, but without a road (it wouldn't be rebuilt for two to three months), our equipment was stranded. We went in with four-wheelers and anything else we could think of to rescue the machines. It was interesting."

### Reliable equipment and dealer support

Caddis has used Komatsu equipment from Tractor & Equipment Company almost exclusively since opening the doors to CivilWorx four years ago. His Komatsu pieces include three hydraulic excavators — a PC228 tight-tail-swing model, a PC200LC-7 and a

*Continued . . .*

# Steady growth for CivilWorx Construction

... continued

compact PC45MR-2 — as well as a D39 dozer and a CK35 skid steer loader.

“The D39 was my first piece and I put it right to work in a tough clearing and grubbing job,” recalled Caddis. “That was in 2007. It worked great and has worked great ever since. It just turned over 2,000 hours; it’s paid for and I don’t plan on trading it in anytime soon. I might buy another one, but I’m not getting rid of this one. It’s too good of a machine and now that it’s paid off, it can really make money for me.

“As for my Komatsu excavators, they’re outstanding,” he added. “It’s my opinion, and I think a lot of equipment owners agree with me, that Komatsu makes the best excavators on the market. Productive, reliable and cost-effective, they’re terrific machines.”

CivilWorx Owner Matt Caddis (left) meets with TEC Sales Rep Butch Davis. “We’ve been really pleased with all our Komatsu pieces and with the support we get from TEC,” said Caddis. “Whatever we’ve needed, Butch and TEC have been there for us.”



CivilWorx crews recently completed this parking lot renovation for the University of Alabama, near its Bryant Denny Stadium. The project included a new, underground, stormwater-retention system.



Beyond the Komatsu product, Caddis says he’s been very pleased with the support he’s gotten from Tractor & Equipment Company and Sales Rep Butch Davis.

“Butch is really good about being able to find us equipment and TEC provides excellent support. Something that’s really impressed me is the financing. Both TEC and Komatsu Financial have been great. They have attractive rates and are easy to work with. Financing isn’t a problem for me now, but when I was starting out, I didn’t have a credit history because I’d never bought anything that cost six figures. TEC and Komatsu Financial were willing to work with me and made the whole process simple. I appreciated that and the good experience I had with them stuck with me.”

## Can-do attitude

Caddis says he’s optimistic that the overall economy will improve over time. Until then, he’ll continue to run CivilWorx with the same philosophy he’s had since opening his doors — do good work, be conservative, but also be flexible.

“I don’t think you can put all your eggs in one basket in this economy. You’ve got to be versatile and be willing and able to do whatever your customer wants you to do. That’s why we’re not just sewer, or water or grading. We want to be able to do it all and we’re set up that way now. If somebody wants a bid from me, I want to be able to give it. To say, ‘No, we don’t do that type of work,’ is unacceptable to me.”

That type of can-do attitude will almost certainly allow Caddis to continue to grow his company in the future.

“I’d like to grow, and maybe someday we can be one of those companies doing the multimillion-dollar projects. I would definitely be for that. But I’m also happy with where CivilWorx is right now. The most important thing to me is a satisfied customer. As long as we’re giving our clients jobs they’re happy with, I’m fine with whatever size we are.” ■

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# AFTER WINNING THE BID

## Ensure a project gets started on the right foot with a pre-excavation meeting

Since the time you received the bid package, you knew this was a project you wanted to do, so you turned your bid in. With nervous anticipation, you watch as the bid envelopes are opened, revealing the prices construction companies put on paper in an effort to gain a governmental or private project. Either way, you did everything you could to put together a good price and you won the bid.

Once you've celebrated the win, reality sets in. Are you really ready to do the job? You can alleviate some of that anxiety by quickly scheduling a pre-excavation meeting.

The pre-excavation meeting is designed to get everyone involved in the project together to discuss the work again with an eye toward

A pre-excavation meeting brings together the main players involved in a project to ensure it starts off on the right foot. The meeting outlines several key responsibilities of each individual and company.

details, such as potential site issues or conditions that may have changed since the bidding process began. For example, what if there was demolition on the site as part of a separate contract before your work is to begin? If there's debris left, who's responsible for cleaning it up?

### Communication is invaluable

That's just one of many potential questions that should be asked and answered before you put a bucket in the ground or a dozer blade to the topsoil.

"The more stakeholders who attend, the better, and the more information shared about a particular jobsite the better," said Eben Wyman, Vice President of Governmental Relations for the National Utility Contractors Association (NUCA) in the Solutions at Work article, "Proceeding as Planned." "Excavators, locators, project owners, one-call representatives and all underground-facility representatives should attend."

If possible, the meeting should take place at the jobsite as all involved get a firsthand look at the site again, noting any changes that may have occurred since the project went out for bid.

"The meeting will facilitate communications, coordinate the marking with actual excavation, and assure identification of high-priority facilities," according to a best-practices manual from Common Ground Alliance, an industry group that promotes safe underground excavations. "An on-site, pre-excavation meeting with the excavator, the facility owners/operators and locators (where applicable) is recommended on major and large projects. This includes road, sewer, water, or other projects that cover a large area, progress from one area to the next, or are located near





Before putting that blade to the dirt, you should have a pre-excavation meeting that covers a variety of important topics, such as staging of equipment, establishment of working hours and emergency contact information.

critical or high-priority facilities. Such facilities include, but are not limited to, high-pressure gas, high-voltage electric, fiber-optic communication, and major pipe or water lines.”

NUCA’s Wyman says the communication is invaluable. “The foundation of damage prevention is participation and communication by all stakeholders. Getting everybody together to talk about specific excavations promotes shared responsibility in damage prevention.”

### **“Competent person” critical**

One key individual from your company who should attend the pre-excavation meeting is your designated “competent person.” Required by OSHA, the competent person is key to safety on the jobsite. According to the Solutions at Work magazine article, the competent person must meet two important criteria.

- He or she must be capable of identifying existing and predictable hazards at the jobsite and should be trained and experienced in pre-excavation planning, soil typing, protective systems, excavation safety and fall protection.
- He or she must have the authority to take prompt corrective measures to eliminate

identified hazards; meaning the person in charge of safety must have a leadership position.

“The designated competent person should bring to the pre-excavation meeting a plan that includes a diagram or sketch of the area where the work is to be done; the projected depth of excavation; the projected water table; the soil types to be encountered; the planned method for shoring; and the location of utilities and their shutoffs,” noted the article.

### **Use a checklist for guidance**

One way to ensure critical items are covered is by filling out a checklist. Every company generally has its own, but there should be some consistency to checklists. In a QualifiedRemodeler.com article, one company highlighted six main areas it looks at on a preconstruction checklist. While the list was designed for a home-remodeling project, much of it applies to an excavation site as well. Included, but not limited to, are:

- An introduction that lists everyone involved and describes their roles in the project;

*Continued . . .*

# Use meeting to focus on safety, preventing errors

... continued

## Call before you dig to avoid costly mistakes

It's been said numerous times: Call before you dig. There's even an easy-to-remember number: 811. Yet, each year, people who didn't take the time to dial ahead hit thousands of utility lines.

The intent of the 811 call line is to provide a single number where those performing excavation, or even demolition, can call and have utility companies locate buried lines. It's a way to avoid hitting one, causing potential injury and/or disruption of services. The service is free of charge.

It's required by law that before anyone — including private homeowners — begins excavation, they're to call at least 48 hours in advance to have underground utilities marked. Failure to do so can result in everything from a fine to serious injury or death from hitting an unmarked electrical line. Doing so could cost you thousands of dollars, depending on the severity.

When you call 811, a representative will ask for some basic information, such as what you are planning to do. They'll want to know the location, length of time you plan to dig and other pertinent information. Once you've made the call, they will notify the local utilities. All you have to do is wait at least 48 hours before you dig.

Utility companies send a representative of their own, or one they've contracted with, to locate and mark their lines. That will give you a reference point of where the lines are and how close to them you will be digging.

Should you accidentally hit a line, stop digging and immediately call authorities. It could be a matter of life and death.

**At least 48 hours before digging, you're required to call the 811 "one call" number to have utilities marked. It's a safeguard against hitting lines, causing damage, injury or worse.**

- Basics such as establishment of working hours, access and exchange of contact information;
- Procedures such as proper communication, payment schedules, product selection, change orders, start and completion dates and site cleanup;
- Site issues like parking and staging of equipment, location of job trailers, restroom facilities and dumpsters;
- Miscellaneous items, which may include locating utility shutoffs, taking pre-excavation photos, noting existing site layout and putting a jobsite sign in the yard.

These suggestions are not intended to be all-inclusive. Each job site and situation is different, but they form a basis for a starting point. "The bottom line is that pre-excavation meetings are imperative to safety and protecting the underground infrastructure," concluded Wyman. ■



## TECHNOLOGY INNOVATION

# TRACKING TIER 4

## New KOMTRAX version helps machine owners comply with emissions standards

With interim Tier 4 regulations came new componentry that users must monitor to comply with emissions standards. Komatsu made that easy with its new KOMTRAX 4.0 machine-monitoring system, geared specifically for interim Tier 4 machines.

“In addition to the valuable information our previous KOMTRAX systems provide, 4.0 monitors specific elements of the interim Tier 4 standards, taking the guesswork out of compliance,” said Rizwan Mirza, Manager KOMTRAX. “For example, the EPA mandates that users clean the diesel particulate filter every 4,500 hours. KOMTRAX 4.0 tracks usage and lets users know how close they are to that interval.”

The Komatsu Diesel Particulate Filter (KDPF) works by using heat during operation to convert carbon into CO<sub>2</sub>. While the machine is in normal use, the KDPF regenerates — it’s chemistry; the catalyst in the KDPF plus heat convert the carbon in the soot into CO<sub>2</sub>, thereby reducing emissions while keeping the KDPF running efficiently. KOMTRAX 4.0 constantly monitors the KDPF and the number of times it regenerates.

“That information is invaluable to owners because it directly correlates to how the machine is being used,” pointed out Goran Zeravica, Distributor Operations Development Manager, Machine Support Programs. “During normal operations, the heat generated by the engine does all the work. The operator won’t even know regeneration is happening. However, if the machine is idling too much, there won’t be enough heat to cause the regeneration, and the operator will have to perform manual regeneration.

“KOMTRAX records that for the owner so he can point out to operators that they

need to shut the machine down when not operating,” he added. “Other new features track maintenance for technologies such as the closed-crank ventilation filter and the Komatsu Variable Geometry Turbocharger, as well as the exhaust gas recirculation cooler.”

### Still standard and free

Mirza points out that KOMTRAX 4.0 comes standard on new interim Tier 4 machines and is free. “We remain at the forefront of machine monitoring technology, and currently have KOMTRAX on about a quarter million units worldwide, vastly more than any other manufacturer,” he said. “We offer one of the most valuable and proactive systems that’s proven to reduce maintenance costs and downtime.” ■

Komatsu’s new interim Tier 4 machines feature KOMTRAX 4.0, which monitors maintenance of new components.



Rizwan Mirza,  
Manager,  
KOMTRAX,  
ICT Construction  
Business Division



Goran Zeravica,  
Distributor  
Operations  
Development  
Manager, Machine  
Support Programs



## PRODUCT IMPROVEMENT

# NEW WA380-7

## Komatsu's first interim Tier 4 wheel loader delivers a load of productive features



Mike Gidaspow  
Product Manager

Building a cleaner machine with reduced emissions was mandated by the EPA interim Tier 4 engine regulations that went into effect Jan. 1. The long list of other productive, efficient and operator-comfort features in the new WA380-7 wheel loader were all strictly Komatsu ingenuity.

"Although we kept many specifications the same between the WA380-6 and WA380-7, such as weight and bucket size, the WA380-7 has numerous improvements over its predecessor," said Komatsu Product Manager Mike Gidaspow. "These include a completely redesigned powertrain and operator's cab and improved hydraulic controls. Operators will instantly notice the difference when they sit in the cab or push the accelerator pedal."

Similar to other Komatsu interim Tier 4 machines, the WA380-7 uses an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions. Together, they optimize performance, reduce emissions and fuel consumption and provide advanced diagnostics. Komatsu's engines use a hydraulically actuated Komatsu Variable Geometry Turbocharger and an Exhaust Gas Recirculation valve for better precision and air management. A Komatsu Diesel Particulate Filter (KDPF) has an integrated design that doesn't interfere with operation but keeps the operator aware of its status.

The WA380-7 features Komatsu's SmartLoader Logic that provides optimal engine torque for the job required. Komatsu SmartLoader Logic helps save fuel by decreasing engine torque when the loader isn't working hard, such as driving with an empty bucket. It functions automatically without interfering with operation, so it saves fuel without sacrificing production.

### Large-capacity torque converter standard

A newly designed, large-capacity torque converter with lock-up is standard. It improves acceleration and hill-climbing ability and provides a higher top speed. The lock-up function activates in second through fourth gears and gives the machine a maximum ground speed of 25 mph. The large-capacity torque converter increases tractive effort to improve V-cycle loading and delivers faster ground speeds in load-and-carry applications for increased production.

"Komatsu designed the large-capacity torque converter to perfectly mesh with the engine in this machine," said Gidaspow. "The benefit is that it improves production with faster acceleration and higher speeds while reducing the amount of fuel that it burns. The improvements in production and fuel consumption are even more noticeable in load-and-carry situations with the standard lock-up function. It's great when we can provide customers with a feature that gives them a noticeable improvement in production while reducing fuel consumption."

### Redesigned cab for greater comfort

Komatsu completely redesigned the cab to be more comfortable, including lowering the front glass for increased visibility. Other improvements include a new dashboard, Electronic Pilot Control (EPC) levers and a F-N-R switch, which are part of a seat-mounted, right-hand console. An auxiliary input allows the operator to connect an MP3 player or other device, and two 12-volt ports are incorporated into the cab.

A new, high-resolution, seven-inch monitor features enhanced capabilities and allows the



### Brief Specs on Interim Tier 4 Loader

Model	Operating Wt.	Horsepower	Bkt. Capacity	Breakout Force
WA380-7	39,830 lbs.	191 hp	4.3 cu. yds.*	35,495 lbs.

\*With a general-purpose bucket

Komatsu's totally redesigned WA380-7 wheel loader has an array of new features that make it more fuel-efficient and more productive.

operator to easily modify settings for functions such as auto idle shutdown or the auto-reversing fan. Operators can check operational records, including working hours and fuel consumption; monitor the KDPF; and check hours until the next maintenance intervals. The monitor also offers the operator the option of using the Eco Guidance function, which provides operational tips to reduce fuel consumption. A high-resolution, rearview camera is standard and is mounted to the right of the console for convenience.

"Komatsu worked to integrate many features into the cab to make things easier for the operator," added Gidaspow. "We now offer a function to automatically downshift all the way to first gear when the loader is digging. We also gave operators the ability to set the boom kick-out heights from inside the cab, so they can adjust them as the job requires.

"Because more customers are using a quick coupler, the new WA380-7 now gives the operator the ability to program in and save the return-to-dig settings for different attachments in the monitor panel," he continued. "That means when changing attachments, the operator just changes the setting and the return-to-dig will be set for the new attachment. The operator doesn't need to leave the cab at all."

### Better serviceability

Komatsu's Equipment Management Monitoring System (EMMS) has enhanced diagnostic features that give the operator and technicians greater monitoring and troubleshooting capabilities. EMMS continuously monitors all critical systems and preventive maintenance and provides troubleshooting assistance to minimize diagnosis and repair time.

Komatsu designed the WA380-7 with easy access points to reduce downtime, so users save time in maintenance. The new loader has increased cooling capacity, wider cooling-fin spacing and a standard, auto-reversing fan to help keep the radiator clean.

"We improved the air flow and put in screens as standard, then made the cores wider," said Gidaspow. "That's great for high-debris applications. The stacked coolers open up and slide out for easier cleaning."

Gidaspow noted that this is the first of several new interim Tier 4 loaders to be introduced. "We're very excited about the new technology that's going into them, not only to meet the Tier 4 engine requirements, but also to improve productivity." ■

# PC490LC-10

From Komatsu - The Excavator Experts



The Komatsu PC490LC-10 provides more power, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engine and advanced hydraulic system maximize productivity while providing up to 5% lower fuel consumption.
- Increased lift capacity with a larger machine design and a reinforced undercarriage
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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## PRODUCT ENHANCEMENT

# NEW INTERIM TIER 4 EXCAVATOR

## Komatsu's PC490LC-10 has more horsepower, better performance, lower emissions

When interim Tier 4 emissions standards were passed, the challenge for manufacturers was to build machines that lowered emissions but maintained productivity. Komatsu met and exceeded the challenge in its new PC490LC-10 excavator.

It all starts with the interim Tier 4 engine that not only reduces soot and NOx emissions with its Komatsu Diesel Particulate Filter (KDPF), but was designed for increased horsepower compared to its predecessor model (The PC490LC-10 takes the place of the PC450LC-8).

A leader in hydraulic technology, Komatsu also developed a hydraulically actuated Komatsu Variable Geometry Turbocharger (KVGT) and a cooled Exhaust Gas Recirculation (EGR) valve. "The hydraulic actuation delivers more power and precision, along with improved air management, resulting in longer component life," said Komatsu Product Manager Doug Morris. "Even though the engine is more efficient and reduces emissions, the operator won't notice a difference in performance of the machine compared to its predecessor."

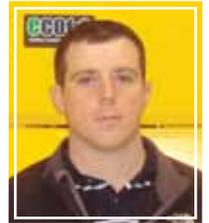
What they will notice is the added horsepower and operating weight in the PC490LC-10. "In addition, the PC490LC-10 has 10-percent more lift capacity and greater lateral stability," noted Morris. "To account for that, it has a larger, strengthened undercarriage, including bigger links, rollers, shoes, idlers and center frame, all of which add weight to the machine. A reinforced, revolving frame and larger-capacity swing bearing provide further strength."

### Exclusively Komatsu

All major components of the excavators are exclusively Komatsu, including the engine, hydraulic pumps, motors and valves, which work in an integrated design with the closed-center, load-sensing hydraulic system. That integration makes the machines more efficient.

The improved hydraulic system in the new PC490LC-10 includes larger-capacity pumps, in addition to variable speed matching, which adjusts engine speed to hydraulic pump output and allows the engine to operate at the most efficient rpm.

"Komatsu users have come to expect a high level of production, and they won't be disappointed with this new model," asserted Morris. "In fact, they'll see better production in some applications with up to 5-percent lower fuel consumption, which reduces operating costs." ■



Doug Morris,  
Product Manager

### Brief Specs on Interim Tier 4 Excavators

Model	Operating Weight	Horsepower	Bucket Capacity
PC490LC-10 Fixed Gauge	106,792 lbs.	359 hp	1.47 - 4.15 cu. yd.
PC490LC-10 Variable Gauge	109,100 lbs.	359 hp	1.47 - 4.15 cu. yd.

Komatsu's new interim Tier 4 PC490LC-10 has nearly 4-percent more horsepower and operating weight compared to its predecessor model. It also has increased lift capacity and greater lateral stability.

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



# COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

Once again, Komatsu leads the industry. No other construction equipment manufacturer offers a complimentary maintenance program like this.

**It's what you've come to expect from the service experts at Komatsu.**

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## INDUSTRY FIRSTS

# KOMATSU CARE

## Innovative program provides complimentary maintenance for Komatsu Tier 4 machines

Komatsu has announced an innovative program designed to help end users lower their cost of equipment ownership and increase their profitability. It's called Komatsu CARE and is included with all Komatsu interim Tier 4 machines. Key features of Komatsu CARE are:

- Complimentary scheduled maintenance for three years or 2,000 hours (whichever comes first);
- Maintenance performed by a trained Komatsu distributor technician;
- Komatsu genuine parts and fluids are used for each scheduled maintenance interval.

"Komatsu CARE significantly reduces the overall cost of ownership of a Komatsu machine by covering the cost of maintenance for the first three years or 2,000 hours," said Jake Tiongco, Senior Product Manager, Parts Division. "One of the main goals of Komatsu CARE is to assist in the overall profitability of the end user. Lower owning and operating costs will lead to more competitive quotes on jobs for our customers. In addition, proper maintenance of the machine with Komatsu genuine parts and factory-certified, trained technicians will increase the longevity and reliability of the Komatsu machine throughout its life."

### Different — and better

Through the years, Komatsu has been a leader in designing machines and developing innovative parts and service programs that directly benefit equipment

users. Examples include being the first equipment manufacturer to install a wireless machine-monitoring system as standard equipment with free communication (KOMTRAX), and coming out with the first hybrid construction machine (currently in its second generation as the HB215LC-1). And now, Komatsu CARE. ■



Jake Tiongco,  
Senior Product  
Manager, Parts  
Division



The innovative, new Komatsu CARE program provides Tier 4 machine owners with three-year/2,000-hour, complimentary maintenance.



# NEXT DAY PARTS

From Komatsu - The Parts Experts



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## SERVICE EXCELLENCE

# COMPETITIVE EDGE

## KATC showcases troubleshooting skills of Komatsu service technicians

A key aspect of keeping your equipment in top shape is having a distributor that stands behind it with quality parts and service capabilities. Included in that is a knowledgeable service staff that can diagnose and resolve issues quickly, keeping your downtime to a minimum.

Komatsu puts its distributors' technicians to the test with its annual Komatsu Advanced Technician Competition (KATC). For the past few years, the competition has been held at Komatsu's Training and Demonstration Center in Cartersville, Ga., but a change in format brought the challenge directly to the distributor level.

"The format may have changed, but the goal of the competition didn't," said Angie Huggett, Interactive Media Developer/KATC Coordinator. "It's designed to test Komatsu technicians' ability to take the most direct and efficient route to solving an issue. That includes many factors, such as communicating with the customer or the customer's representative to find out what a machine's 'symptoms' are, when they started and how they may be affecting performance. We want to see the issue resolved as quickly as possible, so downtime is kept to a minimum."

In addition to taking the competition to distributor locations, another change involved the equipment used in the challenge. Past events had three or four types of machines — for example, excavators, trucks, dozers — while this year's focused solely on mid-size excavators. Contestants had a total of 60 minutes to troubleshoot and solve an issue on a machine that was predetermined by Komatsu personnel.

Each distributor registered up to two technicians in each of three concentrations:

Troubleshooting, Maintenance Recommendation and Mechanical Repair. Technicians were judged on how well they performed on items such as machine familiarization, safety, walk-around inspection, customer relations, work habits and appearance, time and adhering to Komatsu principles.

### Training pays off

In the Troubleshooting and Maintenance Recommendations categories, contestants were required only to diagnose the issue, while the Mechanical Repair category had them diagnose and fix it. The Troubleshooting machines were a new PC200LC-8 with KOMTRAX, and two used excavators.

"We're very proud of the way the technicians involved in the competition conducted themselves," said Huggett. "It reaffirmed that our focus on training and customer support pays off." ■



Angie Huggett,  
Interactive Media  
Developer/KATC  
Coordinator



TEC Technicians Aaron Jinks (top left), Brian Mullins (above) and Brian Gable (left) participated in the Komatsu Advanced Technician Competition (KATC).



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# SEAMLESS INTEGRATION

## Mike Ueno discusses how Tier 4 and hybrid engine technologies work in harmony with Komatsu hydraulics

**QUESTION:** Interim Tier 4 standards went into effect this year for many machines. How far in advance did Komatsu start working on them?

**ANSWER:** You could say from the time the regulations were announced, which was a few years ago. But realistically, we've been working toward this for about 20 years. The first regulations, Tier 1, were announced in the early 1990s. Of course, Tier 2 and Tier 3 followed. In each instance, we've been ahead of the curve. We are always working on ways to lower emissions and improve our machines at the same time.

**QUESTION:** Does that mean you're already working on the final Tier 4 standards which go into effect in 2014?

**ANSWER:** Absolutely. In fact, we've completed the research phase and are already looking at the development phase.

**QUESTION:** What sets Komatsu apart from other manufacturers in terms of Tier 4 technology?

**ANSWER:** We believe it's integration. As I walked around CONEXPO earlier this year, I noticed that the manufacturers all use basically the same technology such as a diesel particulate filter (DPF) to reduce emissions. But, if you look at Komatsu in detail, we are very proud of the way our Tier 4 technology works seamlessly with our already efficient engines and harmonized hydraulics technology. Both are technologies Komatsu developed in-house.

We're also integrating the IT technologies with our KOMTRAX system. As an example, the DPF is required to be cleaned every 4,500 hours. KOMTRAX monitors that and alerts

*Continued . . .*



**Mike Ueno**  
Executive Vice President  
& Chief Technical Officer

*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.*

Mike Ueno knows Komatsu engines. He's had a hand in designing them for nearly three decades. Ueno joined Komatsu in 1984, working on designing 15-liter engines. He later helped develop 30-liter engines.

"I remember thinking we'd never be able to achieve the Tier 1 emissions standards when they came out in the early 1990s," said Ueno. "But we made it because of Komatsu's innovation as an engineering company. Now, here we are 20 years later, and Komatsu is leading the way in interim Tier 4 and hybrid technology. It's something I'm very proud to say I've been a part of."

In 2002, he was named Vice President of Industrial Power Alliance, a joint venture of Komatsu and Cummins, and three years later became President. In 2007, he became an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved being a plant manager.

This year, he became Executive Vice President and Chief Technical Officer for Komatsu, giving him overall technical responsibility for the company. That includes overseeing from the product viewpoint the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as Peoria, Ill., where Komatsu produces mining equipment.

Mike and his wife, Tetsuko, have been married 23 years and have three children. He enjoys playing golf.

# Komatsu engineering — a step ahead

... continued

Komatsu Executive Vice President & Chief Technical Officer Mike Ueno says Komatsu's interim Tier 4 engines feature new technologies that meet new emissions standards without sacrificing productivity or fuel efficiency.



Integration of interim Tier 4 engine technology and hydraulics sets Komatsu apart, according to Mike Ueno. Integration of those technologies with Komatsu's KOMTRAX system helps owners and operators better track interim Tier 4 component maintenance, including the diesel particulate filter interval.

In addition to interim Tier 4 engine technology, Komatsu integrated several components and systems to work together on its new second-generation HB215LC-1 hybrid excavator. "We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class," said Mike Ueno.



the owner that the interval is approaching. It's a very proactive approach to maintenance, which we believe is essential to optimal machine function.

**QUESTION: How did Komatsu integrate those technologies?**

**ANSWER:** Komatsu has always been a strong engineering company that takes a total machine approach when building a new product. Our engine designers work closely with our hydraulic engineers, for example. They knew designing an interim Tier 4 machine was about more than reducing emissions. Customers are concerned about that, but they are equally concerned about how it affects performance and fuel economy. Through careful research and testing, we were able to integrate the engines and hydraulics to maintain or improve production, while in most cases making interim Tier 4 machines that are more fuel-efficient than their predecessors.

**QUESTION: Does integration apply to the hybrid excavator as well?**

**ANSWER:** Very much so. The hybrid has additional technologies, such as the ultra capacitor, a generator motor and a swing motor. We're very proud of how all those systems work together to make the hybrid more fuel efficient compared to a traditional excavator in its size class, depending on application. It also has additional KOMTRAX monitoring that shows the operator how energy is transferred from the components to the capacitor and back out for power usage.

**QUESTION: What does the future hold? Will there be a Tier 5, Tier 6?**

**ANSWER:** We believe there's movement in that direction, but further regulation likely won't come until after the final Tier 4 emissions standards are implemented. It is important for us to maintain a "challenging spirit" regarding the future regulations. We are not only looking closely at the on-highway truck regulations and technologies, but also at system-harmonizing technologies, such as engine, hydraulics and IT. Those are key to enabling us to succeed, even if forthcoming new regulations are put in place. ■

## NEWS & NOTES

### Longtime TEC Service Manager Larry Watkins moves into VP position

TEC customers have come to expect service excellence — and they get it. That's largely due to the efforts of Larry Watkins. Now as the new Vice President of Service for TEC, Watkins can share his commitment to customer satisfaction with all 21 TEC branches and their customers.

Watkins joined TEC in 1977, serving for many years as a field service technician. He later became Service Manager of the Tuscaloosa branch, a post he held for 18 years. In 2008, he took on his most recent position as Service Manager for Alabama and Florida. Now, as Vice President of Service, Watkins is responsible for all of TEC's service departments throughout Alabama, Georgia and Florida. ■



Larry Watkins,  
Vice President of Service

### GHCA recognizes Mike Copeland for extraordinary contributions

The Georgia Highway Contractors Association (GHCA) recently presented one of its highest awards to TEC's Mike Copeland. The organization recognized Copeland with its 2011 GHCA Extraordinary Contribution Award, which honors the recipient for outstanding contributions to the association and Georgia's road- and bridge-building industry.

Copeland has been a member of GHCA for 30 years, serving on the Board of Directors for 18 years. He also served on the GHCA Associate Committee and the GHCA Convention Committee.

"Mike has been a valuable leader within the Association and has spent countless hours furthering the mission of the Association," said GHCA President Mike Williams, who presented Copeland with the award at a ceremony on May 14. "Through this award, the Board of Directors of GHCA acknowledges Mike Copeland's longstanding support to the Association and expresses its sincere

appreciation on behalf of all its members," Williams continued.

Copeland lives in Locust Grove, Ga., and serves TEC customers as Vice President/Regional Sales Manager - GA in TEC's Forest Park branch. ■



GHCA President Mike Williams (left) presented TEC's Mike Copeland with the association's 2011 GHCA Extraordinary Contribution Award, recognizing his outstanding contributions to the organization and to Georgia's road- and bridge-building industry.

## TEC CARES

# RELIEF EFFORT

## TEC serves meals in devastated communities to help tornado victims



Tim Haley of Haley Brothers Coal helps serve meals from the TEC mobile barbecue grill in Mount Hope, Ala.

(L-R) TEC VP Regional Sales Manager Brett Bussman, Birmingham Sales Rep Randy Hawkins, President/CEO Dan Stracener and Birmingham Warehouse Manager Tommy Russell join Suddie Reed, Bob Reed Jr., Anthony Allen and Michael Allen of Reed Mining in Sipsey, Ala., to cook and serve food to storm victims and volunteers.



Months after a series of deadly tornadoes roared through Alabama and neighboring states on April 27, cleanup and rebuilding efforts continue. Due to the staggering amount of devastation, those efforts will go on for many more months — even years.

The numbers speak for themselves. More than 175 confirmed tornadoes struck, including perhaps more of the most powerful EF4 and EF5 tornadoes than in any other single tornado event in U.S. history. Deaths surpassing 300 (250-plus in Alabama alone) make it the second-deadliest tornado event ever in the United States. The storms destroyed in excess of 10,000 buildings, with damage estimated at up to \$5 billion.

In the days and weeks after the tornadoes hit, Tractor & Equipment Company, like many other business and individuals across the region, wanted to reach out and help those who were most impacted by the storms.

“Right here in our own backyard, there was devastation like most of us have never seen,” noted TEC President Dan Stracener. “People were hurting throughout Alabama. Everybody at TEC wanted to pitch in and do what we could to help make the situation better.”

TEC has a large, mobile barbecue grill that it often takes to events or jobsites to cook for customers as a way to show appreciation for their business. As early as April 28, the day after the tornadoes hit, TEC personnel had the grill fired up and were cooking hamburgers and hot dogs and serving them to victims, relief workers and anybody who showed up at locations from Tuscaloosa to Hackleburg to Pleasant Grove to Mt. Hope to Cullman.



TEC took its barbecue rig to Alabama communities that were hit hard by the hurricane, including Tuscaloosa and Hackleburg. Below, (L-R) B&G Equipment and Supply's Dave Sides, TEC's Shay Holliday and B&G's Steve Avery cook hamburgers and hot dogs in Pleasant Grove.



"Setting up our barbecue rig and feeding people isn't a big thing, but it's something we could do immediately to offer a little relief," said Stracener. "We hope it made life a little easier for tornado victims as they began putting their lives and communities back together. TEC will continue to look for ways to help as our region rebuilds and recovers." ■



(L-R) Tuscaloosa Branch Manager Jody Thomas, PSSR Marcus "Speedy" Hitt and Service Manager McCay Harrison grilled for those affected by the tornado in Tuscaloosa, Ala.

(L-R) TEC Decatur Service Manager Tim Kohlenberg, VP/Regional Sales Manager Joe Patton, Decatur PSSR Ricky Mathis and Birmingham Warehouse Manager Tommy Russell served residents in Cullman, Ala., following the tornado outbreak.



# RISING PRICES

## AGC says increases in material, diesel costs put contractors at risk

Forecasters expect steel use in the United States to grow to 90.5 million tons this year, a 13 percent increase compared to 2010. The increased use also comes with an increase in steel prices, which climbed 2 percent in late spring, and were up nearly 7 percent compared to the same time last year.

The costs rose faster than the Producer Price Index (PPI) for finished goods, which climbed 5.8 percent, according to the Associated General Contractors of America (AGC). The PPI for the construction industry inputs hit an annual rate of 6.9 percent in March, the highest measure of inflation in the industry since

Prices for construction materials such as ductile iron pipe continue to climb, and that puts contractors at risk as they are generally not able to pass that increased cost on. Diesel prices and other bottom-line items are up significantly as well.



2005. The PPI for inputs to construction is a weighted average of the prices of all materials used in construction, plus items consumed by contractors, such as diesel fuel.

AGC says that puts contractors at more risk, because at the same time material prices are going up, contractors are generally not able to pass on the increased costs. Association officials are urging federal officials to act on a series of recovery measures AGC outlined in March.

“Construction spending has sunk to 1999 levels, forcing contractors to keep bid prices down to win projects, despite huge price increases in key inputs,” said AGC Chief Economist Ken Simonson. “That steadily widening gulf threatens to put construction firms out of business and their employees out of work.”

Metal prices are not the only bottom-line items up sharply, according to Simonson. Diesel prices were up more than 11 percent in March, and more than 42 percent above the same time last year. Brass and copper were up 17 percent year-over-year, while steel prices were up 15 percent and aluminum 12 percent. At the same time, PPI for new office, industrial and warehouse construction was up 1 percent or less over the previous year, and highway construction bid prices plunged 22 percent between 2008 and 2010, according to a new Federal Highway Administration index.

“Shrinking demand for both publicly and privately financed construction is driving up the number of contractors bidding on projects and forcing contractors to hold the line on bid prices for all types of projects,” observed Simonson. ■

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