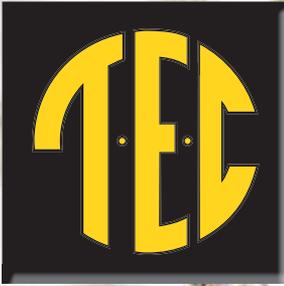


DECEMBER 2017



Tractor Times



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A MESSAGE FROM THE PRESIDENT



Dan Stracener

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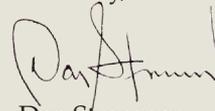
This issue of your TEC Tractor Times highlights a few of the machines across the wide range of industries that Komatsu serves. There is an article on the new WA200-8 wheel loader that is well-suited for construction, small quarries, agriculture, landscaping and more. Other articles talk about the mining-class D375A-8 dozer that can also be used for large construction projects as well as new rigid-frame trucks for hauling mass amounts of material.

TEC and Komatsu want you to get the most out of your machines. That's why we offer comprehensive training and can put you in touch with Komatsu's Business Solutions Group. If you have a question on how to better your operations, if a particular machine is the right fit or something else is on your mind, this team can provide the answers. Read more about the Business Solutions Group inside.

Another valuable resource is Komatsu Financial. The Komatsu & You article on new President Rich Fikis gives insight into how Komatsu Financial works with you to provide the right terms and rates to meet your particular needs when purchasing or leasing equipment.

We thank you for your business in 2017, and hope for your continued prosperity in 2018 and beyond. As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,



Dan Stracener
President



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BRAD COLE CONSTRUCTION

Decades-long commitment to quality helps this Georgia company thrive



Brad Cole,
Founder/Owner

Since 1977, Brad Cole has worked diligently to grow his successful Carrollton, Ga., company. He started by taking right-of-way clearing jobs and grading substations with a three-person crew, and today he deploys nearly 300 employees to complete intricate industrial site-development projects. While that growth is a testament to the company's reputation, Cole continues to manage his firm the same way he did 40 years ago.

"Anyone who thinks the heavy civil construction business is easy, probably has never worked in this business," suggested Cole. "When we first started, we took any job we could get our hands on. Today, we have some solid relationships with larger customers and stay consistently busy, but we don't take anything for granted. We work hard each day to deliver a quality product for our customers."

A Komatsu PC490LC excavator is put to work loading a Komatsu HM400 articulated truck at a Brad Cole Construction jobsite in Paulding County, Ga.



Brad Cole Construction carries out projects for various companies throughout the Southeast, specializing in building earthen dams. The company's service list also includes the construction of ash ponds and landfill cells, in addition to some light work for the department of transportation.

"Brad Cole Construction can handle anything that our customers need related to heavy civil construction," noted Cole. "We are licensed in 10 states, where we perform work for power companies as well as industrial and commercial clients. We are also known as one of the premier builders of high hazard earthen dams in the Southeastern United States."

His business has grown steadily for the last four decades, at levels that surpassed even Cole's ambitions. He lists two factors for the firm's success today: employees and safety.

"We pride ourselves on being one of the most reliable, dependable and capable site-development contractors in the region," said Cole. "I am confident with any job we take that our employees can complete it in a professional manner. We have great people here who know what they are doing."

"Another thing that sets us apart is our dedication to safety," he added. "To be involved with power company projects, you must have an impeccable safety record, which we have. Safety is our top value. We like to say that we don't have a safety program – we have a safety culture. It's a livelihood for us, and we're proud of that."

For 10 consecutive years, Brad Cole Construction has been the only contractor in the Southern Company energy system to have earned the Triangle Safety Award, given



Using a Komatsu PC360LC excavator and an HM400 articulated truck, this Brad Cole Construction crew moves material at a large, high-hazard earthen dam project in Paulding County, Ga.

annually by Southern Company to contractors with at least 100,000 man-hours and zero safety incidents.

Earthen dam projects

Currently, the firm is in the midst of one of its largest and most challenging efforts to date, a massive earthen dam and reservoir in Paulding County, Ga. Constructing the 125-foot-tall dam, which is 800-feet wide at its base and 30-feet wide at the top, has been quite an undertaking.

“When we arrived at the site, it was forest land,” recalled Cole. “We had to clear 600 acres of trees. Then we began excavation. We excavated approximately 40 feet and removed almost a quarter-million yards of material for the left abutment and another 200,000 yards for the right abutment. We then used that material to build up the embankments. In addition, we are removing approximately 8,000 to 10,000 yards of material per day from within a 350-acre pool.”

Brad Cole Construction’s next step was building the structure’s unique drainage features. The dam includes a complicated blanket drain that picks up seepage and routes it to various outlet pipes.

“The blanket drain is made of several layers of material stacked on top of each other,” explained Cole. “It has a nine-inch layer of sand topped by a nine-inch layer of #89 stone, covered with a 24-inch layer of #57 stone. On top of that is another nine-inch layer of stone and an additional nine-inch layer of sand. When finished, the drain will consume nearly 100,000 tons of aggregate material.”

The company is installing a chimney drain that is a four-foot wide trench running from the residual soil to water elevation, which collects any seepage and conducts it away from the dam. The two-and-a-half year project, which began in July 2016, is the type of job on which Brad Cole Construction has built its reputation.

“This is a completely earthen dam, but it requires more than pushing dirt around; it’s very intricate,” detailed Cole. “This is a specialty contract, and we had a six-month prequalification process just to be approved to bid on it. There is a great deal to account for on this dam, and we are set up to do it the right way. We’ve done roughly 25 dams that were similar, but this one is easily the biggest.”

Continued . . .

'We're on-grade all the time'

... continued

Cole noted that the project involves some specialized items which other companies handle. North Georgia Concrete built a concrete intake tower, and Nicholson constructed a grout curtain/cutoff wall.

Strategic partner

To complete large projects, Brad Cole Construction needs equipment and a distributor it can rely on. That's why the firm turns to Komatsu equipment from Tractor & Equipment Company (TEC) and Calhoun Branch Manager Andrew Pettit.

"Everyone we've worked with at TEC treats us right," noted Cole. "They are honest, and they bend over backward to help. We've been buying Komatsu equipment from TEC from the time they started selling it. Our first Sales Rep, Tommy Howell, was great, and Andrew continues to be there for us. We consider them a strategic partner."

That relationship has led to Komatsu machines becoming stalwarts of Brad Cole Construction's fleet. The company has several excavators ranging from a PC290LC to a PC490LC, HD465 rigid-frame trucks, as well as HM400 articulated trucks and D61 dozers.

"Komatsu makes a machine that is dependable day in and day out," said Superintendent Ricky Miller. "Komatsu equipment is very safe and has a lot of the

creature comforts in the cab that our operators really like. We know what we are going to get with Komatsu, and we trust TEC will be there to support the machines."

Recently, Brad Cole Construction upgraded its fleet and added several Komatsu *intelligent* Machine Control pieces – PC490LCi excavators and D61PXi dozers. The machines feature integrated GPS technology and semi-automated machine control without the masts and cables of aftermarket GPS systems.

"We've been highly impressed with the *intelligent* Machine Control equipment," said Senior Project Manager Jason Hoffman. "There are a lot of advantages. Not having the masts and cables saves us time and money. With the deletion of external components, we don't have to take the time to install/uninstall, and we also have a reduced risk of theft or damage to the components. We are able to use our crews more efficiently and safely by not needing a man on the ground. Jobsite safety is also improved due to eliminating the need for operators to climb around on the machine dealing with GPS components."

The operation of the machines has been noteworthy as well.

"I've been very pleased with how you can pull a slope in the PC490LCi," shared Hoffman. "The technology eliminates overexcavation, as well as the need for grade stakes. We're on-grade all the time with the *intelligent* Machine Control pieces. We have the ability to put inexperienced operators in the excavator and make them superstars because of this technology."

Looking ahead

At age 67, Cole remains active in the firm's day-to-day activities, but plans for his succession are beginning to take shape. Ron Cryer was named President of Brad Cole Construction earlier this year. Wade Douthit, Cole's son-in-law, is Director of Corporate Operations, and Cole's wife of 45 years, Melissa, is Secretary/Treasurer.

"Our future is really bright," predicted Cole. "We have plans in place to go on for another 40 years, hopefully. I think we're set up to continue to succeed as a company with our staff and the reputation we've earned." ■

(L-R) Brad Cole Construction's Founder/Owner Brad Cole, Senior Project Manager Jason Hoffman, Project Manager Grant Stapleton and Superintendent Ricky Miller count on Tractor & Equipment Company Calhoun Branch Manager Andrew Pettit for their Komatsu sales and service needs.





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Kirstyn Quandt,
Communications
Manager, NCCER

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If you are unfamiliar with the construction industry, you may assume that a sturdy pair of boots, hard hat and well-equipped tool belt constitute proper safety on the jobsite. And, while all of the above are very important steps on a craft professional's daily checklist, there are many additional precautions to take.

In the past few months, I have become well-versed about proper personal-protective equipment, and when I see someone not properly tied off or without their gloves, safety glasses, etc., I cringe a little on the inside. While safety is critical in all aspects of life, it is an integral part of the construction industry. Just look at any jobsite and it is clear the profession necessitates immense focus. Safety dictates the quality of work produced, and it also directly affects the lives of the men and women on the jobsite, surrounding communities and every individual who sets foot in the structure thereafter.

A hard hat and safety vest are critical pieces of personal protection on the jobsite, but Kirstyn Quandt, Communications Manager for NCCER, says they are only part of the equation. She encourages everyone to take proper precautions, such as planning, tying off, and wearing gloves and safety glasses to prevent personal injury.



Multitasking to blame?

Unfortunately, we live in a fast-paced society. Our simplest wishes are granted and delivered right to our doorstep, and it's easy to lose sight of proper precautions. In an Occupational Health and Safety article, "Building a Culture of Safety at Construction Companies," Jim Stanley wrote, "Multitasking has evolved from a talent to a necessity to maintain the pace of everyday productivity."

Interestingly enough, this article was written in 2010 and, if anything, society has become even more reliant on multitasking. You're driving down the road and someone is scarfing down a half-pound burger as he drives while also adjusting his GPS, or you head to the gym and catch sight of a woman running on the treadmill in jeans and flip-flops as she FaceTimes her best friend. At times it's scary to step back from the craziness of our everyday lives and take an honest look at the unsafe habits we have all become accustomed to.

If you recall the monumental lessons learned in life, there is almost always a safety warning put in place that hopefully changes your actions and thought processes moving forward. "Wear your seat belt." "Don't run with scissors." The list goes on and on.

I encourage you to pause and reflect on the first time you carelessly reached into the oven without a mitt. Whether your mind was too consumed with the task on your list, or you thought your newly acquired superpowers could deflect the heat, we've all done it. What's important is taking that same sense of overwhelming precaution that washes over us from the next few minutes and channeling it into our everyday work because in several industries, including construction, there are many people who depend on it. ■

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LOOKING AHEAD

CONSTRUCTION GOES HIGH TECH

Wearable technology that monitors health, safety, jobsite data gains prominence

Editor's note:

This article is about changes taking place in the industries we serve.

It is for information only and is not intended to promote any particular product or brand.

Wearable technology such as "smart watches" is now widely used in the construction industry. Companies are developing items like smart safety vests and hard hats, that are specifically related to the industry.

Nearly a decade ago, the use of electronic devices to transmit information about equipment operation earned widespread acceptance throughout the construction industry. Now called "telematics," it was first used for tracking equipment. Data collected from machinery in this manner is beneficial in several ways. For example, companies can use telematics to detect a production problem and adjust practices to correct the issue. They might track individual operators and help those who need additional training on how to best utilize a machine or when to shut it down rather than letting it idle.

In its earliest inception, telematics offered information such as location and fuel usage. Throughout the years, manufacturers have built upon that rudimentary data, and their telematics now offer more comprehensive tracking, which includes everything from production numbers to a machine's health.

But, what about the health and safety of workers? There are ways to monitor those critical items as well, with the use of wearable technology.

At approximately the same time as machine telematics began earning favor, the advent of wearable tech occurred. Most people are familiar with it, thanks, in large part, to devices such as "smart watches" and fitness trackers that monitor everything from steps taken to heart rate to the number of calories the wearer consumes. A global forecast from CCS Insight predicts the wearables market will be worth \$25 billion by 2019. According to the article, "Invest in Wearables for Increased Worker Safety," posted on CONEXPO-CON/AGG's website, the global protective work-wear market will grow at a rate of nearly 5 percent in the next four years.

"The construction industry has always seen the potential of wearable technology to improve safety and increase productivity," wrote Sarah Falk in her piece "Top Wearable Technology to Watch for in 2017," which appears at esub.com. "However, the difficulty of implementation posed a challenge that affected adoption by the construction industry. Suppliers of wearable technology have responded to this barrier and are now trying to make construction wearables feasible for any construction company. To do so, suppliers of wearable technology must ensure that the equipment is affordable, easily transferable from worker to worker and user-friendly. As suppliers continue to improve their products to fit the needs of the construction industry, widespread adoption...is expected to grow exponentially."

Falk states in her article that advancements in wearable technology will impact the construction industry in a number of ways, with safety and productivity as the primary factors. She notes that wearables' ability to monitor and report biometrics and dangerous





The smart helmet is a type of wearable technology that could become common on jobsites. One company, DAQRI, designed a wearable with a processor for multimedia and augmented reality. Its heads-up visor display allows instructions and jobsite models to be superimposed in their real-world environment, allowing the wearer to see how a future finished project will look upon completion. Photo courtesy of DAQRI.

environmental conditions provides a more immediate response to safety issues.

“Wearable technology will also increase productivity in construction by allowing each worker to have the most accurate and detailed information at his or her fingertips at all times,” Falk wrote. “According to Rackspace, wearable technology in the construction industry can increase productivity by 8.5 percent. Wearable technology allows all team members to be in constant communication and eliminates any information discrepancies between team members.”

Health-monitoring options

Information from wearable devices, such as fitness trackers, is useful for helping people make better lifestyle choices and eliminate detrimental habits. The construction industry hopes for the same with wearable technology, such as smart hard hats and safety vests, that can monitor and track everything from workers’ whereabouts to practices they use to perform specific tasks to their current health data.

“Heart rate, body temperature, perspiration levels, geophysical location, time in motion and even EEG brain waves are being incorporated into wearable construction technologies designed to improve workers’ safety, boost productivity and comfort as well as generate valuable human behavioral data for optimizing

jobsites large and small,” noted Tyler Riddell in his *esub.com* article “Wearable Devices Bring Human Data to the Connected Jobsite.”

“Born partly from the global success of Fitbit® ... hardware and software engineers see enormous market opportunity for wearables in the construction industry as contractors look to leverage the technology for keeping jobsites working safely and smoothly,” he continued.

Researchers at Virginia Tech University have been working on a safety vest that will alert road construction workers if a car is approaching a construction zone too quickly or too closely, hopefully giving workers time to avoid a potentially deadly situation. Other vests may offer built-in systems to keep workers cool during hot weather or warm them up in frigid temperatures, alert co-workers if someone trips or falls and more.

Hard hats, glasses and goggles

Several other devices that fit under the construction wearable technology umbrella, and perhaps the most easily noticed is a smart hard hat.

One company, DAQRI, designed a wearable that includes a processor for multimedia and augmented reality (AR). The company’s website says its Smart Helmet® with a heads-up visor can display instructions and jobsite models that are superimposed in a real-world environment.

Continued . . .

Wearables help recruit, retain talent

... continued

This allows the wearer to see how a future finished project will look upon completion. The device can also record video and alert the wearer, if it detects a problem. Other manufacturers have created eyewear, such as glasses that offer similar functions and features as the Smart Helmet visor display, to pair with traditional hardhats.

Another area not necessarily considered in the wearable category for construction, but perhaps that should be, is virtual reality (VR). Several companies are developing VR goggles for uses such as operator training and jobsite modeling.

Transparency is vital

Wearable technology is not without its detractors. There are those who see it as another way that “Big Brother” is watching and fear that data collected could be used against them. The argument is something that the construction industry will need to address as technology continues to advance.

In her article, “With Wearable Tech, Trust is Paramount,” author Susannah Levine quotes several experts who say that businesses should have clear intentions for utilizing wearables.

“The degree to which companies can successfully collect data pivots on trust,” Levin writes. Her article goes on to quote

Lockton Companies Vice President, Risk Control Consulting Practice Leader Bill Spiers, “Companies must be transparent about what data they’re collecting and how they will use it.”

Levin’s piece also notes that Spiers calls pre-loss data technologies ‘exciting tools to prevent injury’ but sees potential for litigation if they’re misused.

That fear, along with costs, may make some organizations hesitant to invest in wearable technology right away. In the article “Top 6 Wearables for Safety at the Jobsite,” which appears on CONEXPO’s website, Hagen Business Solutions Owner Carol Hagen suggests that companies should consider the learning curve, what competitive advantage the tech offers in the short term and what is the long-term future, if a business buys into wearables.

“You may find these technologies not only win you more work and increase productivity, but also make it easier to recruit and retain talent with measurable workforce development benefits,” Hagen said, adding, “Measurable results may change more than the work environment; they can make the priorities obvious. The ability of technologies to share data, identify actionable items and create a continuous improvement loop can make the industry safer and leaner.” ■

While not necessarily in the wearable category, virtual-reality goggles can provide the wearer with jobsite models, and can be used for operator training.



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A CLOSER LOOK

NEW WA200-8 WHEEL LOADER

Parallel-lift linkage, change-on-the-fly coupler provide versatility

One machine, multiple applications. That's what Komatsu's versatile new WA200-8 wheel loader provides as the all-around performer handles tasks on construction sites, farms, saw mills and warehouses among others, with ease.

With parallel-lift linkage and high breakout force, the WA200-8 tackles everything from pallet handling to hard digging. Equipped with a 126-horsepower Tier 4 Final engine, it's also more fuel-efficient, reducing consumption by up to 4 percent in V-cycle and load-and-carry applications.

The WA200-8 has a fourth-generation hydrostatic drivetrain with variable traction control, and its S-mode delivers excellent traction control to reduce wheel spin in snowy, icy or slippery conditions.

"An available hydraulic coupler lets you swap attachments quickly, so moving bales, loading pallets or mixing feed can be done with ease," said Frank Nyquist, Komatsu Product Manager. "The WA200-8 also offers a massive upgrade in operator comfort, with a high-back, heated, air-suspension seat that softens machine vibration."

Dialing in the right speed

A mechanism on the right-hand console easily controls creeping in first gear, allowing the operator to dial in travel speeds from 3.2 to 8.9 miles per hour. This feature is ideal for running attachments such as brooms.

Operators can select modes through the 7-inch, LCD color monitor, which also indicates vital data such as diesel exhaust fluid (DEF) level, fuel consumption and performance information collected and sorted by operator ID. Field and

office personnel can track the same information with Komatsu's KOMTRAX telematics system via computer, tablet or a smartphone app.

"Scheduled factory maintenance is complimentary with the Komatsu CARE program for the first three years or 2,000 hours, and each service interval includes a 50-point inspection," said Nyquist, noting that Komatsu provides two complimentary selective catalytic reduction maintenance services and DEF tank flushes in the first five years. "Komatsu CARE lowers ownership costs, raises resale value and improves equipment uptime and availability." ■



Frank Nyquist,
Komatsu Product
Manager

Quick Specs on Komatsu's WA200-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA200-8	126 hp	25,827-26,489 lbs	2.6-3.1 cu yds

Komatsu's new WA200-8 wheel loader features a parallel-lift linkage and impressive breakout force that make it a versatile jobsite tool. With a change-on-the-fly coupler, operators can quickly go from buckets to forks and back for pallet handling, digging, backfilling and much more.





HD325-8



HD405-8

UPDATED TRUCK MODELS

Komatsu Traction Control System improves production; engine lowers fuel consumption



Rob McMahon,
Komatsu Product
Marketing Manager

Every new Komatsu product provides upgrades and enhancements, and the rigid-frame HD325-8 and HD405-8 trucks continue the tradition with a higher-horsepower engine and a Komatsu Traction Control System (KTCS) that improve productivity. The trucks replace the Dash-7 models with a 514-net-horsepower Tier 4 Final engine that also lowers fuel consumption by as much as 9 percent for the HD325-8 and up to 6 percent for the HD405-8, compared to their predecessors.

The now-standard KTCS automatically applies independent brake assemblies to

achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is maintained.

Additional new standard features include better cab access with sloped stairs and handrails in front that replace the previous ladder configuration. The quiet cab has a 7-inch, LCD color monitor, as well as a dedicated rearview monitor and a premium heated and ventilated operator's seat with air suspension. Enhanced, integrated payload-meter data is available on the main monitor and remotely via the web. Tire size for the HD405-8 increased from 18.00 R33 to 21.00 R33 for extended-wear properties.

Modes to optimize performance

As with previous models, the HD325-8 and HD405-8 have Komatsu Advanced Transmission with Optimum Modulation Control Systems (K-ATOMiCS) that adjust shifting performance according to demand, providing a more comfortable ride and reduced material spillage. Automatic Retard Speed Control maintains a selected downhill travel speed – rather than engine RPM – that is appropriate for the grade. Power and Economy modes allow the operator to optimize the performance required for operation.

“The updated truck models retained their industry-leading steering performance and retarding capacity for maximum production,” said Rob McMahon, Komatsu Product Marketing Manager. “The addition of Komatsu’s latest fuel-saving technologies and the all-new cab lower the cost to maximize production and significantly enhance operator comfort at the same time.” ■

Quick Specs on Komatsu’s HD325-8 and HD405-8 Trucks

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD325-8	514 hp	155,999 lbs	40.3 tons
HD405-8	514 hp	170,671 lbs	44.1 tons

Komatsu’s new HD325-8 and HD405-8 rigid-frame trucks feature higher horsepower engines and a Komatsu Traction Control System (KTCS) that improve productivity. KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions.



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Discover more

NEW MINING-CLASS DOZER

D375A-8 delivers with 20 percent more horsepower in reverse



Joe Sollitt,
Komatsu Product
Manager

Dozer operators know that faster cycle times improve production. Komatsu’s new D375A-8 dozer boosts productivity thanks to a Tier 4 Final engine that delivers 20 percent greater horsepower in reverse, allowing users to make more passes and move a greater amount of material with each shift.

The powerful engine creates 609 net horsepower in the forward direction and 748 net horsepower in reverse. A three-speed transmission with an automatically engaging

lockup torque converter advances fuel efficiency and provides faster ground speed during long pushes.

“Whether it’s reclamation, large construction or production mining applications, the D375A-8 is the right machine for the job,” said Komatsu Product Manager Joe Sollitt. “Durability improvements to this new model lower the total cost of ownership while the more powerful Tier 4 engine significantly increases performance and production.”

The mining-class D375A-8 dozer comes with structural enhancements for better durability of the mainframe and track frame. It also features an enhanced suspended undercarriage, larger viscous cab mounts and a new air-suspension heated and ventilated seat for overall operator comfort.

Single-link blade support, larger trunnion

Additional performance upgrades include a new single-link blade support and larger trunnion bearings that reduce maintenance, increase blade stiffness and minimize blade shake. Improved visibility to the cutting edge and ripper point, blade auto-pitch, ripper auto-return and shoe-slip control reduce operator fatigue and ramp up productivity.

“The changes to the undercarriage, cab suspension and operator interface will make D375A-8 operators more comfortable and effective throughout their shifts,” said Sollitt. “We encourage anyone needing a larger dozer to check it out and see the benefits.” ■

Quick Specs on Komatsu’s D375A-8 Dozer

Model	Net Horsepower	Operating Weight	Blade Capacity
D375A-8	609 hp	165,655 lbs	28.8 cu yds

Komatsu’s new D375A-8 dozer yields 20 percent more horsepower while the machine is in reverse for faster cycle times that improve productivity. A three-speed transmission with an automatically engaging lockup torque converter increases fuel efficiency and provides faster ground speed during long pushes.



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SWEEPING NEWS

PRODUCT ROLL OUT

Pure vacuum street sweeper provides improved coverage with three overlapping, vertical brooms

Cities, municipalities and contractors that depend on street sweepers understand the importance of finding durable equipment to effectively clean road surfaces. A new product from Schwarze Industries, the HyperVac pure vacuum street sweeper, addresses those needs.

Traditional street sweepers use a single, long tube-shaped broom, which has innate disadvantages. "There's usually a crown to the road to help with water run off. A sweeper that has a five-foot-long broom, which doesn't bend in the middle can't make consistent contact with the road surface because of that curvature," explained Schwarze Industries Product Manager Brian Giles.

If the operator pushes the broom down harder to compensate, the added pressure often causes the bristles to wear out quickly. The HyperVac replaces this technology with something that is more effective and efficient – three overlapping vertical brooms. "It delivers much better sweep quality by maintaining constant contact with the road," explained Giles. "The sweeper's computer controls an air spring that applies just the right amount of pressure to the brooms. So, each broom lifts or lowers as the road goes up and down."

The HyperVac, which is manufactured in Huntsville, Ala., will be available through all TEC branch locations in early 2018, according to Greg Heyer, Schwarze Industries Vice President of Sales, Marketing, Customer Service, Product Management and IT. "TEC has been a valued Schwarze dealer for more than 10 years. They offer tremendous support after the sale with parts and service to reduce downtime," said Heyer. ■



TEC personnel take part in a demo of the HyperVac pure vacuum street sweeper held at Barber Vintage Motorsports Museum in Birmingham, AL.

Schwarze Industries' new HyperVac pure vacuum street sweeper features three overlapping vertical brooms and will be available from TEC in early 2018. "It delivers much better sweep quality by maintaining constant contact with the road," explained Schwarze Industries Product Manager Brian Giles.



MILLING PRODUCTS



Discover more

NEW LARGE COLD MILL

Wirtgen's W 250i features integrated dual conveyor, two engines for maximum efficiency and power

Large mills are the machines of choice for renewing sizable asphalt or concrete surfaces. Wirtgen's array of cold milling products gets the job done effectively and productively with working widths of 4 feet, 11 inches to 14 feet, 4 inches. Included in the lineup is a new, 610-horsepower W 250i that features an integrated dual conveyor.

Two parallel belts uniformly accelerate the milled material, transferring it in a compact stream to a waiting truck. Numerous other advanced features – such as the camera system, operator consoles, scraper-activation system and job-data processing – help make this and other large Wirtgen cold mills even more productive and profitable.

The twin-engine drive of the W 250i is unique among cold milling machines. With two diesel engines, the operator can utilize engine power on demand, reducing fuel costs by up to 25 percent compared to another conventional drive system.

Wirtgen's large cold mills can do more than remove asphalt and concrete pavements layer by layer down to the maximum working depth of 14 inches. They can also roughen surfaces, level substrates, produce plane surfaces with millimeter accuracy and remove tunnel floors. The variety of applications is immense, as is the flexibility with which they adapt to individual milling jobs.

Modern tech for diverse applications

The twin-engine drive of the W 250i, as well as the W 210i, is unique among cold milling machines. With two diesel engines, the operator can utilize engine power on demand, reducing fuel costs by up to 25 percent compared to another conventional drive system.

The parallel-to-surface feature automatically positions the large milling machines parallel to the road surface, ensuring simple and flawless operation for high-quality profiling work. This automatic function carries out all the steps that an operator would otherwise need to select individually. Automating the process of lowering the machine into the milled cut helps avoid excessive tool wear or breakage as milling begins, while greatly simplifying the operator's job.

Another example of Wirtgen's innovative technology is the Intelligent Speed Control system that, like traction control in a car, minimizes spinning of the crawler tracks. That enables optimum traction in each one so the machine can achieve ideal milling performance. ■



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SETTING A NEW TREND

Hamm's DV+ 70i ensures perfectly compacted asphalt on a variety of jobsites

Hamm is setting a new trend for compaction with the introduction of its DV+ Series tandem rollers, recently unveiling the first model in the series, the 7.7-ton DV+ 70i. Other models will follow next year.

The highly productive, pivot-steered rollers represent the pinnacle in asphalt compaction, and meet all requirements for optimum compaction quality. The standard, split drums feature vibration and ensure perfectly compacted asphalt layers, even in tight curves. There is also a very generous turning angle,

Hamm is providing new options for compaction with the introduction of its DV+ Series tandem rollers, recently unveiling the first model in the series, the 7.7-ton DV+ 70i. Three versions of the DV+ 70i are available.

and the large offset of the pivot steering allows operators to steer the DV+ with great precision in four different modes.

Three versions of the DV+ 70i are available: a double vibration roller (VV); an oscillation roller (VO) with a vibration drum at front and oscillation drum at rear; and a combi roller (VT) with vibratory drum front and pneumatic tires at the rear.

Hamm offers the DV+ 70i with a ROPS roof or with a fully glazed ROPS panoramic cab, both of which give the operator an excellent way to see the drum edges at all times. This is possible through an innovative design of the platform or cab, including a glass viewing pane in the floor that allows an unobstructed view of the drums from above.

The DV+ compacts surfaces to a high standard because all roller components are perfectly matched to one another, and the machine's weight is evenly distributed due to the center positioning of the 75-horsepower engine and two-part water tank. The machine also features sophisticated automatic reverse transmission, gentle braking and reversing, simultaneous seat reversal and subsequent acceleration. The result is perfectly smooth asphalt paving with no bumps or hollows.

Easy Drive operation

The DV+ 70i is intuitive and quickly learned with Hamm's innovative Easy Drive operating concept. At its heart is an ergonomically optimized operator platform with inventive details such as a seat that allows drivers to adopt a relaxed position and face in the direction of travel in all situations. The seat can be turned mechanically by 90 degrees in either direction and shifted to the left or right. ■



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MEETING YOUR SPECIFIC NEEDS

Real help and a variety of options for financing more than equipment are available, says Komatsu executive



Rich Fikis, President,
Komatsu Financial

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.

Rich Fikis joined Komatsu Financial upon graduation from Illinois Wesleyan University in Bloomington where he played both football and baseball. With a degree in accounting, the West Chicago native began his career in collections with Komatsu Financial. Fikis believes that financing is about more than simply lending someone money to buy or lease equipment.

“I started in underwriting in August 2001, right before the economy took a major hit,” recalled Fikis. “I learned a lot during that downturn, about helping customers by creatively structuring and restructuring deals, so they could continue to keep their machines and their operations going. That built bonds, relationships and loyalty, which continue today. Ultimately, I learned this is a people business.”

Fikis spent four years in collections before moving into credit and then to a regional manager position. Approximately three years ago, he took a role in financial planning and analysis (FP&A) for Komatsu America.

“FP&A gave me a different perspective of the construction and mining markets and was a really good angle for me to see the company from,” said Fikis. “It was excellent experience, and combined with my previous positions, prepared me well for this new role as president of Komatsu Financial, which I moved into a few months ago.”

Rich and his wife, Tami, have three sons who are active in sports, so he does a little coaching, and they enjoy attending their boys' athletic events.

QUESTION: From a customer's point of view, what makes Komatsu Financial an option to consider when looking for financing?

ANSWER: We have competitive rates and options, and we are also unique in that everything we do is related to equipment. Komatsu Financial understands the construction industry and our customers better than other lenders who finance everything from homes to cars, etc. We know there may be times when a customer's business drops due to weather or other unforeseen circumstances, which may affect cash flow. Our goal is to find solutions that allow customers to keep the machinery until they are in a better financial position.

We also offer financing for Komatsu Certified and other types of used machines. Additionally, we will finance parts and service. If customers need repairs but don't have the funds on-hand to pay for them, they can have the machines fixed, and we will work with them on payment terms.

Other lenders may not be willing to go that extra mile, and because we are, Komatsu Financial has developed many repeat customers throughout the years.

QUESTION: Where does the process to finance a Komatsu machine begin?

ANSWER: Fortunately, we have a very strong distributor network with excellent finance managers at each location. If customers want to lease, buy or rent, they should start a conversation with their local sales representative and finance manager.



More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. Nearly 70 percent of Komatsu Financial's business is from repeat customers.

More than likely, they will refer customers to Komatsu Financial.

QUESTION: What percentage of your business is repeat?

ANSWER: Seventy plus. Customers with whom we have longstanding relationships and who have a solid history of on-time payments and credit are often approved nearly instantaneously when they want to finance another machine.

The balance of our business comes from new customers. We take great pride in attracting and building relationships with them, too. Typically, we can provide answers to their financing inquiries within a day.

QUESTION: What are the most popular financing terms for machinery?

ANSWER: Zero percent interest for 36 months has become somewhat of an industry standard, but every situation is different. In many cases, that may not be the best option. A customer may need or want a longer or shorter financing period. Our aim is to provide rates and terms to best suit each case. If necessary, we can look at customized plans. We're flexible and willing to do whatever we can to ensure that customers have what they need to be productive and profitable. ■



Komatsu Financial provides competitive rates and terms to finance purchases and leases.



In addition to equipment, Komatsu Financial offers parts and service financing.

PARTS & SERVICE SUGGESTIONS

NEW PRODUCT LINE

Komatsu General Construction undercarriage provides an additional replacement option



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

The Komatsu Genuine Undercarriage line expanded in 2015 with the introduction of the General Construction (GC) product, which offers customers a new undercarriage replacement option. Jim Funk, Komatsu Senior Product Manager – Undercarriage, said the GC undercarriage is an excellent choice.

The initial release of the GC product line was specific to value-priced, track-link assemblies for PC200 and PC300 series excavators. Starting in late 2017 and in early 2018, the GC line will expand to dozers, with link assemblies available for the D51, D61 and D65 models.

“We place a strong emphasis on customer engagement, and as a result, we gain a lot of great feedback,” said Funk. “This dialogue helps us stay in touch with customers’ needs and identify where we have gaps. Our GC offering fits an area that we did not have in the past. For those customers who are evaluating production and are looking at their replacement undercarriage options in a variety of ways, we now have

another competitive-priced offering with a Komatsu Genuine Undercarriage that provides the best assurance coverage in the industry and the full support of their Komatsu distributors.”

High-quality standards

Funk emphasized that the competitively priced GC components are designed and built to the same high-quality standards as all Komatsu Genuine Undercarriage parts. The heat-treating process and hardness levels match other options available for similar machines. All GC components are interchangeable with non-GC parts, giving customers peace-of-mind that they are built to last as well as ensuring a proper fit.

“We are excited about this addition to our Komatsu Genuine Undercarriage line and hope this new product shows that Komatsu and Komatsu distributors have a breadth of products and a range of options to serve as a complete source for all undercarriage needs, no matter the status of the machine or where it may be in its life cycle,” said Funk. ■

Komatsu General Construction replacement undercarriage provides an assembly that is a direct fit for PC200 and PC300 series excavators as well as D51, D61 and D65 dozers. They are precision-machined and go through a heat-treating process to match the hardness depth to the standard links of a new machine.





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A SOURCE FOR SOLUTIONS

Komatsu's Business Solutions Group offers customers bottom-line ideas to improve their operations

Making good business decisions is essential to the success of any business. That is particularly true with those relative to matching the right machines to the jobs done by construction equipment.

To help answer the real-world questions involved in finalizing those choices, Komatsu created the Business Solutions Group two years ago. Since then, the group has studied, considered alternatives and provided recommendations to support customers as well as Komatsu distributors and corporate personnel. Now, the group is seeking more customer questions to ponder.

"Our goal is to offer bottom-line tactics that improve production and efficiency," said Director Ken Calvert, emphasizing there is no charge for this service. "We assist all types of companies, large or small. For example, we might work with customers to determine if they have the right size machines for loading trucks in a quarry application or talk about fleet optimization."

Deputy Director Matt Beinlich shared that the group has developed a list of "common cases" it has tackled for customers. Helping provide solutions to these typical concerns gives the Business Solutions Group examples to draw from when helping customers with similar questions.

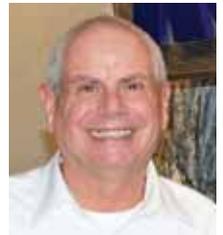
"We have identified and labeled six common cases, including what we call Goldilocks," said Beinlich. "That category focuses on customers who are looking for just the right size machine; one that's not too big or too small. Another is Sweet Spot, which answers the question of 'When am I putting more money into my machine than it's worth?'"

Putting experience to work

Additional common cases and the questions they address include: Bottlenecks – Are my loaders waiting on trucks or vice versa? Chicken or the egg – Are my operators or the application harder on the machines? Compatibility – What's the most efficient match between my loading and hauling equipment? What ifs – I wonder what would happen if...?

"Each customer is unique, but they may face a challenge or scenario similar to another, and our experience can help in making recommendations," said Calvert. "The Business Solutions Group is committed to helping companies improve their operations and bottom lines. We encourage customers to get in touch their distributors, who, in turn, can contact us to set up times to meet and discuss their challenges." ■

Komatsu's Business Solutions Group offers several services and has identified six common cases. "Our goal is to provide bottom-line tactics that improve production and efficiency," said Director Ken Calvert.



Ken Calvert,
Director, Business
Solutions Group



Matt Beinlich,
Deputy Director,
Business Solutions
Group



POOR PATHWAYS

TRIP report highlights significant deficiencies in America's rural roads, bridges

More than half of America's rural roads and bridges are significantly deficient, according to a report from TRIP, a non-profit transportation research group. Fifteen percent of such roads are rated poor, 21 percent are considered mediocre and 16 percent are deemed in fair condition.

The report, "Rural Connections: Challenges and Opportunities in America's Heartland," notes that 10 percent of rural bridges are structurally deficient, meaning there is extensive deterioration to their major components.

"Rural roads are overlooked far too often. With fatalities rising, repair and maintenance of the nation's roads must be a top priority

for legislators," said Kathleen Bower, AAA Senior Vice President of Public Affairs and International Relations upon the report's release. "By investing in improvements for today and tomorrow, we can deliver safer experiences for motorists and save tens of thousands of lives."

TRIP's data found that crashes and fatalities on rural non-interstate roads are disproportionately high, occurring at a rate more than two-and-one-half times greater than on other roads. In 2015, such roads had a traffic fatality rate of 2.18 deaths for every 100 million vehicle miles traveled, compared to 0.83 deaths on all other types of roads.

Smallest state in dubious spot

Rhode Island ranked first in roads with poor conditions at more than 41 percent. It also tied with Iowa and Pennsylvania for the largest percentage of structurally deficient bridges at 22 percent. At 3.82 fatalities per 100 million vehicle miles traveled, South Carolina was first in that category.

"The safety and quality of life in America's small communities and rural areas, as well as the health of the nation's economy, ride on our rural transportation system," said Will Wilkins, Executive Director of TRIP. "The nation's rural roads and bridges provide crucial links from farm to market; move manufactured and energy products; and provide access to countless tourism, social and recreational destinations. Fixing the federal Highway Trust Fund with a long-term, sustainable source of revenue that supports the transportation investment needed will be crucial to the modernization of our rural transportation system." ■

A substantial number of America's rural roads and bridges are structurally deficient or in poor shape, according to a recent report from non-profit transportation research group TRIP. The organization is calling on lawmakers to find a long-term funding solution.



SIDE TRACKS

On the light side



"And the award for the best script adapted from a text message or tweet goes to ..."



"What's the world coming to?
A robocop ticketing a driverless car."

Did you know?

- All penguins live in the Southern Hemisphere; no penguins make their home at the North Pole.
- Dating all the way back to Ancient Egypt, concrete is the most used construction resource in terms of volume.
- Pumpkins are grown all over the world. In fact, six of seven continents (all except Antarctica) grow pumpkins.
- A panda spends 14-16 hours a day eating bamboo and its throat has a special lining to protect it from bamboo splinters.
- Approximately 77 percent of the entire population of Green Bay, Wis., could fit inside Lambeau Field, home of the Green Bay Packers.
- Children born between September and November are more likely to live to be 100 than those born at other times of the year.
- Sears previously sold entire houses in do-it-yourself kits.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.TECTractorTimes.com

1. NALP _____
2. DIBUL ____ I ____
3. ROTEW ____ W ____
4. MACPL ____ M ____
5. NILGIML ____ L ____

MORE INDUSTRY NEWS

Komatsu donates to help hurricane victims

Komatsu America has pledged \$250,000 to the American Red Cross in support of hurricane relief efforts. It will also match dollar-for-dollar, all contributions made by Komatsu America employees and subsidiary-company employees, including Komatsu Financial, Komatsu Mining, Modular Mining Systems, Hensley Industries and Komatsu Forklift.

The corporation noted that among manufacturing and foundry plants, distributors and other support functions, there are thousands of customers and Komatsu-affiliated staff

members in the states of Texas, Louisiana, Florida, Georgia and others affected by the massive storms.

“Speaking on behalf of the Komatsu family of companies, we have been moved by the stories of loss, courage and comradery coming out of the storm-damaged areas in the wake of recent hurricanes,” said Rod Schrader, CEO of Komatsu America Corp. “We are pleased to support the American Red Cross in their efforts to help families and communities begin the journey toward recovery and rebuilding.” ■

Komatsu, Trimble collaborate to improve fleet interoperability

Komatsu and Trimble announced they are collaborating to improve their customers’ ability to exchange 3-D construction site data between the companies’ software to make managing earthworks fleets easier and allow for a more holistic view of site operations.

As part of the collaboration, Trimble and Komatsu are working to develop an

Application Program Interface (API) to enable compatibility between their software platforms. Trimble® Connect™ software, a cloud-based collaboration ecosystem, will support Komatsu’s KomConnect platform for sharing digital construction data that can significantly benefit contractors and project managers. ■

EPA narrows list of projects for first WIFIA loan applications

The Environmental Protection Agency (EPA) chose 12 projects to vie for loan funding through its new Water Infrastructure and Innovation Act (WIFIA) from an initial 43 letters of interest that were submitted to the agency. Wastewater treatment, water recycling and drinking water projects are all in the mix, with the final dozen requesting a total of \$2.3 billion in loans.

These would be the first-ever loans granted under WIFIA, which was established in 2014. Approximately \$1.5 billion is available, according to the EPA. It also noted that applying does not guarantee a project will receive a loan. Requests ranged in size from \$22 million to \$625 million. ■

DOT report: Drivers spending more time stuck in traffic

A joint report from the U.S. Transportation Department’s (DOT) Federal Highway Administration shows the nation’s drivers are spending more time than ever stuck in rush-hour traffic. Based on information from the 52 most populous American cities, it shows that average

congestion cost commuters an additional three minutes in 2016 compared to the previous year.

The DOT says this data further indicates a need to invest in technology to improve traffic movement. It also wants to make road update information timelier. ■

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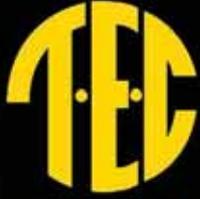
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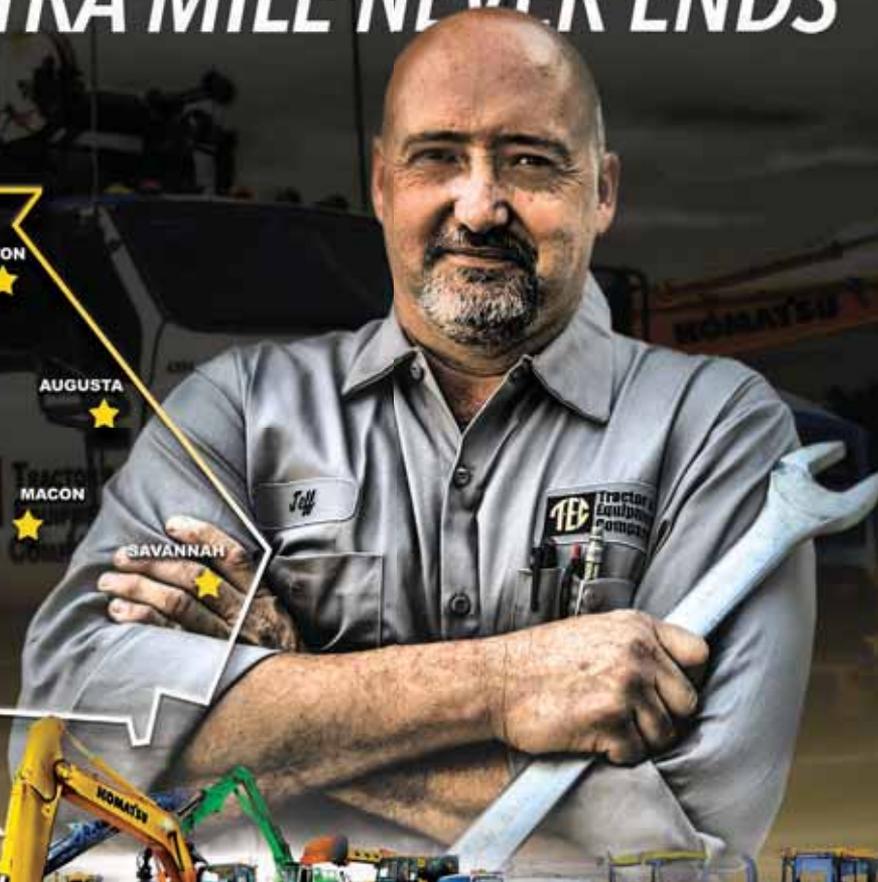
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