

JUNE 2019



Tractor Times



KOMATSU®

SMARTCONSTRUCTION

intelligent
MACHINE CONTROL

A MESSAGE FROM THE PRESIDENT



Dan Stracener

**Make safety your
top priority**



Dear Valued Customer:

In the midst of the busy construction season, it's easy to get caught up in the action and overlook some of the basics. First, and foremost, always take time for safety. The few minutes you spend ensuring that your workers are protected will pay important dividends, especially when you consider the potential consequences of an avoidable accident.

Statistics show that trench-related incidents have been above the norm in the past two years. Inside this edition of your TEC Tractor Times magazine is an article that highlights an OSHA initiative to bring greater awareness to trench safety. It has valuable information and reminders regarding the standards and practices that you must use.

There is also news about the products and services we, and Komatsu, offer. For instance, there is a Q&A with Matt Beinlich, the new leader of Komatsu's Business Solutions Group (BSG) that works with customers to maximize their production, become more efficient and improve their bottom lines.

One new service the BSG offers is helping customers accurately determine average fuel consumption using idle ratio. See the Serving You Better article for a clearer picture of how that data can lead to more informed choices when estimating expenses.

If you are looking for machinery, this issue highlights several models, such as the updated GD655-7 motor grader. It has outstanding new features designed to reduce operator fatigue and increase productivity.

Of course, we believe that maintaining and repairing your machines are best done with OEM parts. Read the article related to Komatsu's General Construction Undercarriage replacement to see how its offerings are the right choices.

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



Tractor Times

TEC1943.com

IN THIS ISSUE

WASTE PRO – FLORIDA PANHANDLE pg. 4

When Hurricane Michael slammed ashore last year, it left a swath of devastation. Meet the team that is helping with the cleanup effort.

McFARLAND CASCADE, A STELLA-JONES COMPANY pg. 8

Discover how a Georgia facility shifted from producing railroad crossties to making utility poles.

SAFETY SPOTLIGHT pg. 12

Learn about an OSHA initiative designed to increase awareness regarding trench safety hazards.

INDUSTRY NEWS pg. 14

Find out more about a program to generate and test innovative ideas to fund future infrastructure projects.

DESIGN INNOVATION pg. 17

Explore Komatsu's updated motor grader, the GD655-7, that delivers improved ergonomics and productivity.

CASE STUDY pg. 19

Understand why a suburban-Chicago landfill chose to add a Komatsu D155AX-7 dozer to its fleet.

PRODUCT SPOTLIGHT pg. 21

The redesigned WA900-8 quarry loader boasts features that improve productivity. Uncover the details inside.

Published by Construction Publications, Inc. for



TEC1943.com

BIRMINGHAM, AL
(205) 591-2131

TUSCALOOSA, AL
(205) 752-0621
(800) 582-4625

ANNISTON, AL
(256) 831-2440

ALABASTER, AL
(205) 621-2489

DOTHAN, AL
(334) 678-1832

HUNTSVILLE, AL
(256) 851-2222

MONTGOMERY, AL
(334) 288-6580
(800) 832-9563

DECATUR, AL
(256) 355-0305
(800) 321-6865

MOBILE, AL
(251) 457-8991
(800) 233-7213

PANAMA CITY, FL
(850) 763-4654
(800) 342-2055

PENSACOLA, FL
(850) 505-0550

**FOREST PARK, GA
(ATLANTA)**
(404) 366-0693
(800) 488-0693

CALHOUN, GA
(706) 879-6200
(800) 827-3072

MACON, GA
(478) 745-6891
(800) 786-3120

COLUMBUS, GA
(706) 562-1801

HOSCHTON, GA
(706) 654-9850
(888) 334-9850

KENNESAW, GA
(678) 354-5533

AUGUSTA, GA
(706) 798-7777
(800) 659-3090

SAVANNAH, GA
(912) 330-7500
(800) 827-1405

ALBANY, GA
(229) 435-0982
(800) 733-0982

Printed in U.S.A.
© 2019 Construction
Publications, Inc.

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

TRACTOR & EQUIPMENT CO.

Dan Stracener, President/CEO
Steve Day, Executive V.P./General Manager – Product Support
Brett Bussman, Senior V.P./General Manager – AL
DeVaughn Pettit, Senior V.P./General Manager – GA
Chad Stracener, Senior V.P., Operations – GA
Jeremy Tolbert, Senior V.P., Operations – AL & FL
Jamie Steele, V.P./CFO
Tim Aiken, V.P./Regional Sales Manager – GA
Tony Daughtry, V.P./Regional Sales Manager – GA
Andrew Pettit, V.P./Regional Sales Manager – GA
Joe Patton, V.P./Regional Sales Manager – AL
Autrey McMillan, V.P./Regional Sales Manager – AL & FL
Mike Burkes, V.P., Service – AL & FL
Brian Holder, V.P., Service – GA
Greg Carroll, V.P., Product Support-Major Accounts – GA
Tim Tipton, V.P., Product Support Marketing – AL & FL
Jason Smith, V.P., Product Support Marketing – GA
Chris Lucas, V.P., Information Technology
Mark Shoults, Manager of Used Parts
Scott Deitz, Allied Products Manager
Tim Thomas, Used Equipment Manager
John Pierce, New Equipment Rental Manager
Chris Kohlenberg, Director of Parts Operations

ALABAMA

BIRMINGHAM

Bert Suttle, Service Manager
Tim Woods, Parts Manager

TUSCALOOSA

Jody Thomason, Branch Manager
Keith Watkins, Service Manager
Cody Schultz, Parts Manager

ANNISTON

Alan Preston, Branch Manager
Mike Holcomb, Service Manager
Buck Brown, Parts Manager

DECATUR

Don Burgreen, V.P./Branch Manager
Tim Kohlenberg, Service Manager
Ricky Mathis, Parts Manager

HUNTSVILLE

Gary Hall, Parts Manager

DOTHAN

Chuck Tibbets, V.P./Branch Manager
Steven Blake, Service Supervisor
Mark Habiger, Parts Manager

ALABASTER

Jake Osborn, Parts Manager

MONTGOMERY

Andy Huggins, Branch Manager
Alan Cobb, Service Manager
Brad Hubbard, Parts Manager

MOBILE

Chris Howard, Branch Manager
Robert Bush, Service Manager
Copeland Bush, Parts Manager

RENEW CENTER

Gerald Blakey, Service Manager

FLORIDA

PANAMA CITY

Chuck Tibbets, V.P./Branch Manager
Seth Burnham, Service Manager
Clint Ferrell, Parts Manager

PENSACOLA

Larry Cook Jr., Branch Manager
Curt Ernest, Service Manager
Chris Smith, Parts Manager

GEORGIA

FOREST PARK (ATLANTA)

Kenneth Middlebrooks,
Service Manager
Joe Bechtel, Parts Manager

CALHOUN

Brett Stokes, Service Manager
Andy Worley, Parts Manager

MACON

Kyle McMahon, Branch Manager
Jason Witcher, Service Manager
Christian Thompson, Parts Manager

COLUMBUS

Brent Cail, Service Manager
Jamie Horsley, Parts Manager

HOSCHTON

Russ Lane, Service Manager
Hunter Carroll, Parts Manager

KENNESAW

Mack Brice, Branch Manager
Terry Pulley, Service Manager
Nick Shelnutt, Parts Manager

AUGUSTA

Jim Hensley, Service Manager
Josh Shoults, Parts Manager

SAVANNAH

Frank Dabbs, Branch Manager
Jason Dowd, Service Manager
Owen Demers, Parts Manager

ALBANY

Kenny Bevins, Service Manager
Charles Smith, Parts Manager

KOMATSU®



Discover more at
TECTractorTimes.com

WASTE PRO – FLORIDA PANHANDLE

C&D material-handling firm helps clean up after Hurricane Michael



Vic Williams,
C&D Division
Landfill Manager

Hurricane Michael struck the Florida Panhandle on October 10, 2018, with devastating Category 5 winds, leaving behind a path of destruction and a long road to recovery. Cleanup efforts began soon after the storm dissipated as houses, buildings and entire neighborhoods were buried in debris. Local landfill services, including Waste Pro's Florida Panhandle facilities, began taking in and sorting through material to support the recovery process.

"It was like operating at a junior store one day and flipping it to a mall the next day," described Vic Williams, C&D Division Landfill Manager for Waste Pro's sites in the panhandle. "The volume coming into the landfills changed drastically overnight, and we had to make that transition quickly. Director of Operations Neil Wood was instrumental in bringing extra crews through the first three months to help us efficiently shift from small to large-scale operations."



Steve Barrentine,
Landfill Operations
Manager

Williams oversees seven Waste Pro locations in northern Florida that range from 30 to 70 acres. The company works closely with FEMA, which provided funding for the cleanup work. To make the transportation and removal of debris more efficient, FEMA designated what Waste Pro location will service certain areas affected by the storm.

"We have four sites that were directly in the path of the hurricane. They are taking in material from FEMA, private contractors and our own trucks," stated Williams. "Three of those sites were operating pre-storm, and we reopened a cell at the fourth location from its mothball status to increase our capabilities. Our capacity and the amount of material that arrives daily has increased seven to eight times since the hurricane."

Combing through debris

For many employees, working for Waste Pro is not only a job, but also a way to give back to the community. Landfill Operations Manager Steve Barrentine recognizes the impact his work has on the community.

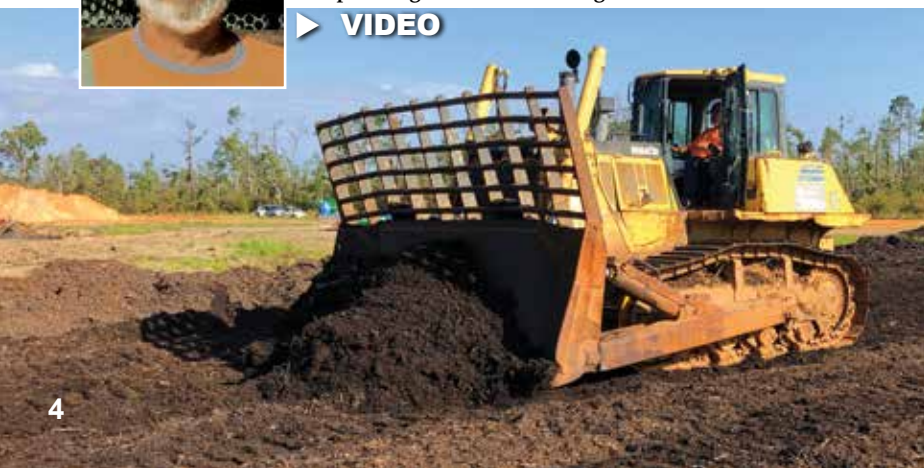
"I'm sixth generation to this area, and the landscape has forever changed for me, my family and the residents of this region," noted Barrentine. "Every item that arrives is from someone's property or neighborhood. With each load that is removed, it brings a family one step closer toward a return to normalcy."

Once material is on-site, Waste Pro takes multiple steps to separate and organize it for proper disposal. The facilities were originally developed as C&D-only operations, but have since added metal and C3 material-separation processes and storage areas to handle the various items mixed in with loads from the storm-impacted area.



Operator Lloyd Rogers pushes topsoil at the Waste Pro Blountstown, Fla., C&D landfill using a Komatsu D155AX dozer with a trash rack. "We use the D155s as dozers and compactors," noted Rogers. "We can chop the material because the machine is very heavy and has narrow tracks. Then we push it out and compact it again under that weight."

▶ VIDEO





The Komatsu PC210LC excavator is an essential tool for Operator Casey Locke at the Southport, Fla., Waste Pro C&D landfill. He can use the machine to navigate the slope and remove small or large items using the hydraulic thumb attachment.

"We separate the hurricane debris into numerous groups because many of the items are buried or disposed of differently," explained Williams. "We've added areas for the vegetation to break down, locations for the metals to be piled up and the undesirable waste to be trucked away, as well as additional cells to bury the C&D.

"There are several reasons why we separate material," continued Williams. "One is because careful placement of materials maximizes airspace. Another is we get paid for metals that are recycled. Of course, we also remove any non-C&D items during this process."

The right tools

The increase in material coming to each site meant that Waste Pro needed extra equipment. It turned to Tractor and Equipment Company (TEC) Vice President/Panama City Branch Manager Chuck Tibbets to find the right machines.

"We had a great need for new equipment immediately after the storm, and Tractor and Equipment was an excellent help with that,"

noted Williams. "We added newer excavators, dozers and loaders to supplement our existing reliable Komatsu products."

Waste Pro's fleet of Komatsu equipment for its panhandle operations includes excavators ranging from a PC138 to PC210, dozers from D51 to D155AX and multiple WA320 wheel loaders. The D155AX dozers are outfitted with trash racks to prevent larger material from rolling over the blade. At its Southport, Fla., C&D landfill, operators use a Komatsu PC210 excavator with a hydraulic thumb.

"We use the PC210 in an area we can't reach with a dozer because the material is piled very high and results in a steep slope near the drop-off location," explained Barrentine. "As operators are moving along, they're separating undesirable materials that could be a hazard to the environment, personnel or to our equipment. Just one item, such as a propane tank, could cause a serious problem.

"The hydraulic thumb allows an operator to grab material from any stance and place it accordingly," continued Barrentine. "It also helps

Continued . . .

TEC helps limit downtime

... continued

the operator take as little or as much material as necessary by utilizing the power of the machine.”

The company uses its Komatsu WA320 wheel loaders to move items around the jobsite and spread fill in between layers of compacted C&D. It uses the Komatsu D155AX dozer to crush and compact material using the machine’s narrow tracks and nearly 90,000 pounds of weight.

Vic Williams, Division Landfill Manager, (left) calls on TEC Vice President/Panama City Branch Manager Chuck Tibbets for the division’s equipment and service needs, which grew considerably after Hurricane Michael.



Williams’ familiarity with TEC’s service played a role in his decision to partner with them.

“We’re busy, so it’s important the equipment stays running and we limit downtime,” stated Williams. “TEC has been flexible about servicing the machines around our schedule because we’re running seven days a week from daylight to dark. Their service techs come on weekends, at night or during slower times to keep us going. They continue to do their part in making sure we are able to accommodate the needs created by the hurricane.”

Looking ahead

Cleanup is expected to continue for the next two to five years. Lowest estimates indicate the storm left behind 20 million cubic tons of debris.

“We’re going keep doing what we do. Load by load, board by board, we’re getting there,” stated Barrentine. “For the next few years, the storm cleanup should be a healthy portion of our business with a lot of volume coming in. We’ll continue to serve the area and help restore the communities that were affected.” ■



Separating materials at the Blountstown, Fla., Waste Pro C&D site is an easier process for Spotter and Operator-in-Training Kristina Shaw using a Komatsu PC210 excavator with a fixed thumb. “We take in all the debris, sort through it and make sure anything that is biodegradable gets pushed down into the hole,” explained Shaw. “I can put the thumb up against whatever I need to move, and it makes a sure grab.”

► VIDEO





ANY JOB. ANY PLACE.



SALES. SERVICE. SUPPORT.

TRACTOR & EQUIPMENT COMPANY is your number one dealer for sales, service, and support. With over 75 years of industry knowledge and experience, you can count on us to help you make the right decision at exactly the right time. Whether it be purchasing a new machine from one of our highly trained sales representatives, or relying on one of our Master-Technicians to keep you up and running, you know you can count on us to get the job done right the first time. Visit our website or stop by one of our 20 locations and find out how we can help you today!

TEC1943.COM



Alabama

ALABASTER	DOTHAN
ANNISTON	MOBILE
BIRMINGHAM	MONTGOMERY
DECATUR	TUSCALOOSA
HUNTSVILLE	

Georgia

ALBANY	HOSCHTON
AUGUSTA	KENNESAW
CALHOUN	MACON
COLUMBUS	SAVANNAH
FOREST PARK	

Florida

PANAMA CITY PENSACOLA

Since 1943
TEC1943.com

McFARLAND CASCADE, A STELLA-JONES COMPANY

Pressure-treated wood producer expands in Georgia



Curtis Jackson,
Plant Manager

The Stella-Jones Corporation owns and operates 37 wood-treating plants throughout the United States and Canada, making it one of the largest such producers in North America. In 2015, it purchased McFarland Cascade in Cordele, Ga., a crosstie maker for two railroad companies. In March 2017, production was divided between two other Stella-Jones plants and the McFarland Cascade site transitioned into making utility poles.

“Pole production is a completely different operation from crossties,” explained Plant Manager Curtis Jackson. “The conversion was almost like rebuilding the plant because we went from hardwood, where we primarily dealt with oak, hickory and gum, to softwood and working exclusively with southern yellow pine. We’ve retooled everything that was built for eight-and-a-half-foot cuts of wood to handling material from 30- to 75-feet long.”

The 35-acre facility is now focusing exclusively on manufacturing utility poles and pilings. Sixty percent of the finished product is shipped by rail and the remaining 40 percent is trucked away. Jackson recognizes that his employees have played an important role in the quick transition of the operation.

“The biggest challenge was training everyone on the new processes,” explained Jackson. “In addition to retraining those already working here, we brought on some new people who needed to learn everything from scratch. We’ve been lucky, though. Cordele has been a really good place to find great employees.”

Plentiful lumber supply

Although the community is the self-proclaimed watermelon capital of the world, it also boasts an abundance of southern yellow pine trees.

At the McFarland Cascade utility pole manufacturing facility in Cordele, Ga., an operator removes southern yellow pine logs from a truck using a Komatsu WA380 wheel loader with a Wicker Mill Yard fork attachment.





Operator Zachary Singletary uses a SENNEBOGEN 830 E material handler to pick up several poles. "The machine has plenty of reach to lift the poles over the extended arms of the carts quickly and efficiently," noted Singletary. "It's very operator-friendly. The knuckle boom can grab multiple logs, and I don't have to worry about any falling."



"We have a strong timber base around this area that allows us to bring raw trees out of the woods from a 150-mile radius," noted Jackson. "Any farther and transportation costs would be too expensive. We have a peeler on-site, so we're able to peel and dry the logs here."

Barky raw material arrives by truck and is treated with a wood preservative. It is then typically cut into 30- to 65-foot lengths for further processing.

"We can move material through the plant in as little as two weeks," offered Jackson. "It's labor-intensive and takes a little longer because there are multiple steps to meet American National Standards Institute (ANSI) specifications."

One of the primary standards is the straightness of a log.

"Pole timber is a lot better quality than sawtimber, and it has to be straighter," said

Jackson. "There are straightness specs with poles when they arrive, whereas sawtimber can be cut out of a log. When poles are produced, we removed the outer bark as well as the cambium layer. This means working with a natural product the way it's grown, instead of trimming the edges."

Customers often require stricter specifications from McFarland Cascade than called for by the ANSI standards, so the company has established an efficient process to meet quality benchmarks.

"We start by machining the timber, then classifying the pole by measurement standards for strength, before placing it in the dry kiln," explained Jackson.

Once the poles are dried in a kiln, they are sent to framing for inspection and reman work.

"We lay them flat and have a crew check for any unique customer specifications," noted Jackson. "The specs tell us how many knots can

Continued . . .

New equipment is essential to operations

... continued

be in certain areas, how big these knots can be and how deep they can go. There are sweep and short crook specs for straightness. We also look for any twist in the grain and seasoned checks, which is where the wood opens up when drying. There are tolerances for every inch of the pole.

"Some companies want holes at different spots on the pole or various bit diameters," shared Jackson. "Other customers require branding or end tags to identify who manufactured the pole, what year it was made and what chemicals are in it. There's a wide range of specs.

"Once those tasks are completed, we put it into our treating cylinders (retorts)," continued Jackson. "A treating cycle and some post-treatment quality control finishes the pole. When it's all done, poles are loaded onto a truck or rail car and sent to the final destination."

Versatile equipment

When McFarland Cascade began the move into pole production, it purchased several new machines to handle lengthier materials. The company turned to Tractor and Equipment Company (TEC) and Sales Rep Scott Burson to find the right equipment.

"Scott and TEC were able to provide a great price combined with the service we were looking for," said Jackson. "We got three Komatsu WA380 wheel loaders and one SENNEBOGEN 830 E material handler. They've been reliable and have managed the logs very well."

The SENNEBOGEN material handler provides extended reach to stack and load poles. "The only way to place the poles in the kiln carts or rail cars is to go over the top of the extended arms," explained Jackson. "The SENNEBOGEN makes that an easy and efficient process."

The Cordele site utilizes the three wheel loaders to move the poles around the yard. Equipped with Wicker Mill Yard forks, the machines clamp logs between the lower forks and an upper bill to keep them from rolling or moving during transport.

"We use the wheel loaders to move the poles throughout all facets of our process," shared Jackson. "That includes loading inbound trucks, feeding the peeler, taking material off the peeler and putting it on a classing line, carrying the material to and from storage, taking it to the framing ramps and staging it for rail cars. They are like a heavy-duty forklift and are an essential part of our daily operations."

Jackson says that the benefits of Komatsu CARE were a major selling point. The program provides complimentary scheduled maintenance on Tier 4 Komatsu equipment for the first three years or 2,000 machine hours.

Ramping up

McFarland Cascade's commitment to hiring quality people has helped it increase capabilities quickly. Jackson plans to continue that trend as the operation approaches full production.

"We're at the point where we can handle almost all of our own orders instead of relying on other facilities to supplement some of our work," said Jackson. "By growing and ramping up productivity, we're bringing that business directly here. I look for this facility to be a bell cow for the southern yellow pine production for this company." ■



(L-R) Current McFarland Cascade Facility Manager Curtis Jackson and former Facility Manager Chuck Swann began working with Tractor and Equipment Company Sales Rep Scott Burson and Vice President/Regional Sales Manager Tony Daughtry to purchase new equipment for the operation as it moved from crosstie to utility pole production.

WEIR

ESCO®
A Weir Group Division

BRINGING QUALITY, INNOVATION & SUPPORT TOGETHER



XDP Bucket



HDP Bucket

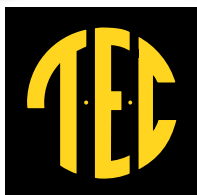


ESCO®
Attachments

ESCO AND TRACTOR & EQUIPMENT CO. An Unbeatable Combination of Performance and Service



Ultralok®
Tooth
System



Since
1943

www.TEC1943.com

ALABAMA
ALABASTER
ANNISTON
BIRMINGHAM
DECATUR
DOTHAN
MOBILE
MONTGOMERY
SHOALS AREA
TUSCALOOSA

GEORGIA
ALBANY
AUGUSTA
CALHOUN
COLUMBUS
FOREST PARK
HOSCHTON
KENNESAW
MACON
SAVANNAH

FLORIDA
PANAMA CITY
PENSACOLA

REDUCING FATALITIES, INJURIES

OSHA initiative aims to increase awareness of safety hazards during operations

*Editor's note:
Information for this
article was supplied
by the Occupational
Safety & Health
Administration.*

Trench safety involves several factors, including proper excavations and having a means of access and egress from the trench, such as ladders.

Anyone who works in the excavation business agrees that one injury or death from trench-related incidents is too many. However, each year there are still multiple fatalities. Data from the Bureau of Labor Statistics showed that there were 37 trench-related fatalities in 2016. That was nearly double the average number throughout the previous five years. The most recent information available showed fatalities in 2017 at 23, a significant reduction from the previous year, but still above the norm.

Those numbers prompted the Occupational Safety & Health Administration (OSHA) to initiate a new National Emphasis Program (NEP) to increase awareness and compliance with trenching and excavation safety requirements. The program consists of two components:

OSHA inspectors will conduct and record trenching and excavation inspections in a national reporting system, and each OSHA area office will develop outreach programs supporting compliance assistance within their jurisdictions.

“We are promoting stronger industry awareness about the seriousness of trenching hazards and the means available to address them,” an OSHA spokesperson reported. “In collaboration with industry stakeholders, the agency has developed new compliance assistance resources.”

OSHA’s updated Trenching and Excavation website (www.osha.gov/SLTC/trenchingexcavation) provides the following:

- U.S. Secretary of Labor Alexander Acosta’s recorded audio public service announcements, in English and Spanish, that highlight effective ways to stay safe when working around trenches and excavations.
- A 45-second video, “5 Things You Should Know to Stay Safe,” covering safety measures that can eliminate hazards and prevent worker injuries.
- An updated Trenching Quick Card about protecting workers.
- OSHA’s revised “Protect Workers in Trenches” poster, which offers a quick reminder of the three ways to prevent dangerous trench collapses. The poster is printed in English and Spanish.
- A new “Slope It. Shore It. Shield It.” sticker, available in English and Spanish.

Following trenching standards is best prevention

OSHA says compliance with existing trenching standards would prevent most, if





OSHA says compliance with existing trenching standards would prevent most, if not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock.

not all, fatal incidents. Included among those standards is having a protective system for trenches 5 feet or deeper, unless it is made entirely in stable rock, and a competent person has examined the ground and found no indication of a potential cave-in.

A competent person is any individual, selected by the employer, who is capable of identifying existing and predictable hazards or working conditions that are hazardous, unsanitary or dangerous to workers; can determine soil types and required protective systems; and is authorized to take prompt corrective measures. OSHA requires that a competent person conduct daily inspection of a trench before workers enter.

Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper. They must be located within 25 feet of all workers.

Other general rules include keeping heavy equipment away from trench edges; keeping soil and other materials at least 2 feet from the edges; knowing where underground utilities are located before digging; testing for atmospheric hazards; and ensuring that workers wear high-visibility or other suitable clothing.

“The goal of this NEP is to reduce or eliminate workplace hazards,” OSHA stated. “As part of it,



Know your protective systems

Here are OSHA’s definitions of the protective systems. When designing one, you must consider factors such as soil classification, depth of cut, water content of soil, changes caused by weather or climate, surcharge loads and other operations in the vicinity.

Benching: A method of protecting workers from cave-ins by excavating the sides of an excavation to form one or a series of horizontal levels or steps, usually with vertical or near-vertical surfaces between levels. Benching cannot be done in Type C soil.

Sloping: Involves cutting back the trench wall at an angle inclined away from the excavation.

Shoring: Installing aluminum hydraulic or other types of supports to prevent soil movement and cave-ins.

Shielding: Protecting workers by using trench boxes or other types of supports to prevent soil cave-ins.

Compliance Safety and Health Officers will initiate inspections whenever they observe an open trench or excavation, regardless of whether or not a violation is readily observed. These observations may occur during the course of their normal workday travel or while engaged in programmed or unprogrammed inspections. Operations will also be assigned for inspection as a result of incidents, referrals and complaints. We want to prevent all trench collapses and save lives.” ■

ALTERNATIVE FUNDING STUDIES

Seven states earn grants to explore innovative ways to pay for infrastructure investment

The Federal Highway Administration (FHWA) recently committed \$10.2 million for testing new ways to finance highway and bridge construction projects. It announced that seven states will receive “Surface Transportation System Funding Alternative” grants.

The primary goal is to allow states to test user-based alternatives to support the federal Highway Trust Fund. It currently relies primarily on the federal gas tax, which has remained at 18.4 cents per gallon since 1993. Inflation and more fuel-efficient cars have had negative impacts on the tax’s ability to sufficiently fund road construction and repairs.

“These grants provide states with the opportunity to explore innovative ways to help pay for infrastructure improvements and maintenance,” said FHWA Deputy Administrator Brandye L. Hendrickson.

The Federal Highway Administration (FHWA) announced grants for seven states to study alternative funding to support the Highway Trust Fund. The primary goal is to explore innovative ways to help pay for infrastructure improvements and maintenance, according to FHWA Deputy Administrator Brandye L. Hendrickson.

Searching for new solutions

According to the FHWA, the seven projects will investigate and evaluate various mileage-based and road-user charges, including those for trucks and automated vehicles, and the implementation and operation of the technologies at a regional level. FHWA officials selected proposals from California, Delaware, Minnesota, Missouri, New Hampshire, Oregon and Utah.

The grants were announced soon after President Trump urged Congress to act on infrastructure in his annual State of the Union speech. He has called for as much as \$1.5 trillion in federal spending on new roads, bridges and other critical needs in the past.

“Both parties should be able to unite for a great rebuilding of America’s crumbling infrastructure,” said Trump during his speech. “I know that Congress is eager to pass an infrastructure bill – and I am eager to work with you on legislation to deliver new and important infrastructure investment, including investments in the cutting-edge industries of the future. This is not an option, this is a necessity.”

Construction industry groups praised Trump’s push for infrastructure improvement. “The President encouraged Congress to set aside their politics and unite to repair bridges, roads and all of the America’s outdated, overburdened and crumbling infrastructure,” said National Stone, Sand and Gravel Association President Michael W. Johnson, IOM. “A collective commitment and bipartisan compromise are essential to finally making the much overdue and badly needed investment required if the U.S. is going to continue to be the strongest economy and most secure nation in the world.” ■




CLOSE TO OUR CUSTOMERS

 **WIRTGEN GROUP**


**WIRTGEN
GROUP**

 **WIRTGEN**

 **VÖGELE**

 **HAMM**

 **KLEEMANN**

For your success.

ROAD AND MINERAL TECHNOLOGIES. The WIRTGEN GROUP owes its strength to the excellence of its product brands - WIRTGEN, VÖGELE, HAMM and KLEEMANN - with their unique wealth of experience. Put your trust in the WIRTGEN GROUP.

➤ Find out more: www.wirtgen-group.com/america

WIRTGEN

/

VÖGELE

/

HAMM

/

KLEEMANN



Alabama

ALABASTER	DOTHAN
ANNISTON	MOBILE
BIRMINGHAM	MONTGOMERY
DECATUR	TUSCALOOSA
HUNTSVILLE	

Georgia

ALBANY	HOSCHTON
AUGUSTA	KENNESAW
CALHOUN	MACON
COLUMBUS	SAVANNAH
FOREST PARK	

Florida

PANAMA CITY PENSACOLA

Since 1943
TEC1943.com

KOMATSU®

WORKS FOR ME™



“BUILDING FOR THE FUTURE.”

THREE GENERATIONS.

“At Selge Construction, we’re a family business. My son-in-law and even grandson are involved and interested in this great occupation. I’ve built a good name in our marketplace with a reputation for quality work and integrity in the way we do business. And I choose Komatsu because they match my values. Their excavators help my crews and family carry on our goals: to provide the best job for an honest price. It’s these and many other reasons why Komatsu works for us!”

Marv Selge (with Noah & Justin) / Selge Construction, Inc. / Niles, MI

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com



UPDATED MOTOR GRADER

New features in GD655-7 deliver better ergonomics to lessen operator fatigue, boost productivity

If asked to describe the ease of use with typical motor graders, most operators would steer clear of calling it a low-effort task. However, today's updated models provide a host of features designed to significantly reduce operator fatigue and increase productivity.

"The GD655-7 provides an all new, ultra-ergonomic working environment, and the new spacious cab allows more room during long working days," said Komatsu Senior Product Manager Bruce Boebel. "Operators will appreciate the low-effort operation and steering levers, new transmission controls as well as the articulation stop-at-center function that simplifies use."

New performance features include a transmission shift lever with finger-operated forward-neutral-reverse switch that reduces required hand movement. That's in addition to the already standard Komatsu power-shift transmission that was designed and specifically built for Komatsu graders and delivers on-the-go, full-power shifting.

Greater speed, less fuel

The GD655-7 offers inching capability and automatic shifting in higher ranges. An industry exclusive, dual-mode transmission with eight forward and four reverse speeds, allows higher travel speeds and reduces fuel consumption of a direct drive. It also delivers increased tractive effort and the control of a torque converter.

"It is grade-control ready, with no aftermarket valve required," Boebel noted. "Additionally, the GD655-7 has two standard, five-section hydraulic control valves that enable the addition of attachments and are strategically located to improve forward visibility."

New cab enhancements include a slightly smaller but "right-sized" steering wheel that provides more visibility and room and is convenient for long "blade-up and roading" trips. A steering lever allows operators to keep hands on the low-effort equipment levers and make small steering adjustments while at work, without the need to turn the steering wheel. Highly adjustable arm rests and consoles have power raise and lower functions and mechanical fore/aft adjustments to precisely fit user preferences.

"Operators can select Power or Economy mode to match conditions and optimize fuel savings," said Boebel. "This is a highly productive machine, and a solid choice for anyone who uses a motor grader for construction, road building, snow clearing or other applications."

Boebel points out that the new GD655-7 is among the leaders in the 20-ton range, and it will be sold concurrently with the Dash-6 model to offer customers an additional choice to meet their needs. ■



Bruce Boebel,
Komatsu Senior
Product Manager

Quick Specs on Komatsu's GD655-7 Motor Grader

Model
GD655-7

Net Horsepower
218 hp

Operating Weight
38,140 lb

Blade Length
14 ft

Komatsu added new features to its GD655-7 motor grader. "It provides an all new, ultra-ergonomic working environment," said Komatsu Senior Product Manager Bruce Boebel.



KOMATSU®

WORKS FOR ME™

**"WE PUSH EVERYTHING
TO THE LIMITS."**

MORE RELIABLE.

"How does Komatsu work for our construction business? First it's their reliable, quality designed and built equipment. We can't afford downtime, and Komatsu's products are number one in our book. The support we receive from our dealer is outstanding as well. Training, parts, financing—we have experienced the best personal care with Komatsu. They just work best for us!"

Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

KOMATSU®
THAT'S WHY I AM KOMATSU

komatsuamerica.com

CASE STUDY



Discover more at
TECTractorTimes.com

'THE TOTAL PACKAGE'

Better warranty, lower price prompt landfill to add Komatsu D155AX-7 dozer to fleet

The Midway Division of Waste Connections, Inc. serves the Chicago area through its Winnebago Landfill in Rockford, Ill. The 500-acre facility accepts 16 million pounds of solid waste daily, so having reliable equipment is paramount to the success of the operation.

When his dozer fleet began experiencing earlier-than-anticipated component failures, Midway Division District Manager Lacy Ballard decided it was time to make a change. In 2017, he turned to Komatsu and his local distributor to add a D155AX-7 dozer with a waste package, which offers enhanced features, such as striker bars and additional gap sealing, to protect the machine's vital components.

"We were able to purchase a brand new D155 with amazing warranties for less than what we were quoted for a used, competitive dozer with 3,000 hours," said Ballard. "Even before putting it to work, the D155 provided significant value."

That worth continued to increase once the dozer got into action clearing tippers, which are tractor-trailer loads of garbage.

"The D155 doesn't work nearly as hard to push the garbage; we haven't experienced any overheating issues with the torque converters," said Ballard. "The regeneration process is the best of any Tier 4 machine we've owned, the tracks are easy to clean and the visibility from inside the cab is amazing. It's the total package."

Stamp of approval

To top off the acquisition, Ballard says that the service and attention he receives from Komatsu is above-and-beyond.

"The experience is second-to-none," shared Ballard. "Komatsu has been extremely beneficial in helping us address concerns, provide training

and be proactive. For example, we had an issue with debris getting into the radiator, so Komatsu came to retrofit a fix and will incorporate it into the design of future D155 models. The attention we receive with just one machine speaks a lot about how Komatsu treats its customers."

While this was the first Waste Connections facility to utilize a Komatsu dozer, it's possible that additional D155AX dozers will be put to work at the organization's other landfills across North America.

"I gave a presentation on the dozer at our annual corporate meeting, and I recommended it to our district managers," stated Ballard. "I'm very happy with the decision to go with the D155 and Komatsu." ■



Lacy Ballard,
Waste Connections
Midway Division
District Manager

At the Winnebago Landfill in Rockford, Ill., a Waste Connections operator uses a Komatsu D155AX-7 dozer to move a pile of garbage. "It's the total package," said Waste Connections Midway Division District Manager Lacy Ballard. "I'm very happy with the decision to go with the D155 and Komatsu."

▶ VIDEO





Stronger together

For everything a driller needs, rely on Tractor & Equipment Co.
and Epiroc.

Since 1943
TEC1943.com

Rigs | Hammers | Bits | Service | Parts

epiroc.com

Georgia

Albany
Augusta
Calhoun

Columbus
Forest Park
Hoschton

Kennesaw
Macon
Savannah





Discover more at
TECTractorTimes.com

REDESIGNED QUARRY LOADER

Added features improve productivity, fuel consumption of new WA900-8

Can a productive large wheel loader also be highly efficient? The answer is yes, according to Komatsu Product Marketing Manager Robert Hussey, who points to the new Tier 4 Final WA900-8 as a perfect example.

“We added several new elements that contribute to improved productivity, while lowering fuel consumption by up to 10 percent,” said Hussey. “Among them is the introduction of a modulation clutch system, which allows for smooth approaches when loading trucks in v-cycle applications. Also, a throttle lock allows the operator to set engine speed, and auto-deceleration helps save fuel.”

Additional productivity and efficiency features include:

- The introduction of Komatsu SmartLoader Logic, an engine-control system that optimizes engine output for all applications to minimize fuel consumption. It works automatically and does not interfere with production.
- A closed-center load-sensing hydraulic system that delivers the right hydraulic flow required for the job. This allows for fast work equipment speeds, keeps hydraulic oil cool and reduces fuel consumption.
- An automatic digging system that actuates the bucket tilt and lifting operations by sensing the pressure applied to the work equipment, thereby optimizing bucket load.

Operator-friendly design

“The automatic-dig, semi-automatic-approach and automatic-dump systems allow operators to focus on the travel path of the machine, rather than its operation,” said Hussey. “They can fill the bucket without

touching the equipment levers, which reduces fatigue. Operators will also like the redesigned cab with improved visibility and rearview camera.”

Hussey noted that optional add-ons include KomVision with radar, a six-camera system that provides a bird’s-eye view of the machine and its surroundings on a dedicated, in-cab monitor for greater situational awareness. The radar alerts operators when objects enter the machine’s working area.

“This quarry loader is purpose-built to match with 70- to 100-ton trucks,” Hussey said. “We also offer a high-lift configuration to pair with 150-ton trucks. Our customers said they were looking for a loader with these features and benefits, and we designed the new WA900-8 to meet those needs.” ■

The new WA900-8 offers a modulation clutch system, Komatsu SmartLoader Logic and a closed-center load-sensing hydraulic system, all of which contribute to improved productivity and reduced fuel consumption.



Robert Hussey,
Komatsu Product
Marketing Manager

▶ VIDEO



PERFECT STRIKING FORCE EVERY TIME.

Montabert breakers sense the hardness of material, adapting their power and strike frequency to deliver just the right amount of energy. You get the best possible performance every time, without all the wear and tear.

See our attachments in action!
MontabertUSA.com



Follow us on social media for regular updates from **Montabert!**

40 Pennwood Place
Warrendale, PA 15086
ussales@montabert.com
866-588-8690

Montabert and the Montabert logo are registered trademarks of Montabert S.A.S. in the United States and various countries around the world.



MONTABERT®



Engineering Innovation since 1921

TRACTOR & EQUIPMENT CO.

ALABAMA

Alabaster • 205-621-2489
Anniston • 256-831-2440
Birmingham • 205-591-2131
Decatur • 256-355-0305
Dothan • 334-678-1832
Huntsville • 256-851-2222
Mobile • 251-457-8991
Montgomery • 334-288-6580
Tuscaloosa • 205-752-0621

GEORGIA

Albany • 229-435-0982
Augusta • 706-798-7777
Calhoun • 706-879-6200
Columbus • 706-562-1801
Forest Park • 404-366-0693
Hoschton • 706-654-9850
Kennesaw • 678-354-5533
Macon • 478-745-6891
Savannah • 912-330-7500

FLORIDA

Panama City • 850-763-4654
Pensacola • 850-505-0550



TEC1943.com

PRODUCT INTRODUCTION



Discover more at
TECTractorTimes.com

NEW MINING EXCAVATOR

Powerful model increases performance in quarry and mining applications

Typically, large machinery is used for high-volume digging when the top priority is moving mass amounts of material quickly. Another reason is completing the job in the most efficient and cost-effective manner. Komatsu Senior Product Manager, Mining Support Equipment Joe Sollitt said companies can better achieve both objectives with the new 200-ton-class PC2000-11 excavator that delivers increased horsepower, compared to the Dash-8 model it replaces.

“Customers told us they want better multifunction performance and productivity than the previous model and the competition,” Sollitt said. “With more available engine horsepower, we were able to increase pump absorption and re-engineer the engine-pump-control logic. In combination with a more efficient hydraulic system, the PC2000-11 can load out more material per shift.”

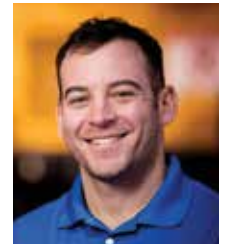
The upgraded excavator has four working modes to tailor machine performance to operating conditions and maximize production and/or efficiency. Among them is an all-new Power Plus (P+) mode that increases productivity up to 12 percent while moving more material per gallon of fuel burned.

Greater reliability, durability

Sollitt emphasized that Komatsu designed the PC2000-11 for greater reliability and durability. It has thicker, stronger boom plates and castings that are highly resistant to bending and torsional stress. The center and track frame were strengthened, and the excavator has larger diameter carrier rollers for extended service life.

“No stone was left unturned when designing this new model. The work equipment and

superstructure were engineered to withstand the most demanding applications, and service life of the undercarriage components has been extended. A ground-level service center is standard,” said Sollitt. “The PC2000-11 maintains the power module design that service technicians have grown to love. It provides low noise levels in the cabin, excellent accessibility to major components and reduced labor hours when it comes time for planned overhaul.” ■



Joe Sollitt,
Komatsu Senior
Product Manager,
Mining Support
Equipment

Brief Specs on Komatsu's PC2000-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC2000-11	1,046 hp	445,179-456,926 lb	15.7-17.9 cu yd

Komatsu's new PC2000-11 excavator delivers increased horsepower compared to its predecessor and four selectable working modes for better performance in multiple applications and site conditions. Thicker, stronger boom plates and castings are among several new features that improve reliability and dependability.

▶ VIDEO



Superior Broom



Superior Quality & Performance!



ALBANY
AUGUSTA
CALHOUN

Georgia
COLUMBUS
FOREST PARK
HOSCHTON

KENNESAW
MACON
SAVANNAH

Since 1943
TEC1943.com

HANDS-ON EXPERIENCE



Discover more at
TECTractorTimes.com

SUPER-SIZED DEMO

Komatsu opens Arizona Proving Grounds to mining and quarry customers

Komatsu welcomed customers for the first time to its 660-acre Arizona Proving Grounds in Sahuarita, Ariz., for Quarry Days this spring. Attendees had the opportunity to run some of the largest machines in Komatsu's fleet, like the new 450,000-pound PC2000-11 excavator and 899-horsepower WA900-8 wheel loader.

"It was a unique opportunity to host Quarry Days at our Arizona Proving Grounds, and it generated a lot of anticipation and excitement," said Komatsu Senior Product Manager for Mining Support Equipment Joe Sollitt. "We specifically tailored the event to quarry and mining customers by displaying and demonstrating larger, mechanical-drive products in an application that is representative of our customers' jobsites. We also aligned Quarry Days with the launch of two of our newest Komatsu products, the WA900-8 wheel loader and PC2000-11 mining excavator.

"The facility was also a major draw for the event," he added. "We were able to showcase the ongoing research and development activity that occurs right here in Arizona."

Through the course of six days that featured eight sections, more than 200 customers and distributor representatives attended information sessions, toured the facility and operated several machines including the D375A-8 dozer, WA600-8 wheel loader, HD605-8 mechanical truck in addition to the PC2000 and WA900.

Up close and personal

"We purposely designed the demo with smaller groups and fewer machines," explained Sollitt. "It was a far more personalized event. This gave customers more time to check out machines specific to their application needs and

have additional one-on-one opportunities with our product experts."

The event was a hit with those who attended.

"It was very impressive to see all of these huge machines," said William Paul of Tilcon New York. "The event was well-organized, all of my questions were answered and I got to run some awesome equipment."

"This was a great opportunity to get out and play on the equipment," commented Dallas Archibald of J.R. Simplot. "Usually at other manufacturer events, that isn't the case. Getting a chance to get in the machine and see how it responds makes a huge difference, compared to just walking around it." ■



Joe Sollitt –
Komatsu Senior
Product Manager,
Mining Support
Equipment

A group of attendees at Komatsu's first Quarry Days at the Arizona Proving Grounds in Sahuarita, Ariz., check out the latest Komatsu machines that are specific to their operations.



▶ VIDEO

KOMATSU®

WORKS FOR ME™

**"FAILURE IS NOT
AN OPTION IN THE
JUNGLE."**

THE MOST RELIABLE.

"At D. Grimm, Inc., we handle construction projects across the USA that keep our crews and equipment constantly on the edge. And it's my reputation that's on the line, so I choose Komatsu over all other brands because they've proved that they're the most reliable. If you need exceptional construction equipment, and a company that will work hard for you, I recommend Komatsu!"

Dawn Mallard / D.Grimm, Inc. / Conroe, TX

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

BUSINESS SOLUTIONS GROUP 2.0

New leader continues the focus on finding money-saving efficiencies in customers' operations

QUESTION: Is it fair to say that Komatsu's Business Solutions Group (BSG) is entering its second generation?

ANSWER: Yes, it is. The group started from scratch in 2015, based on a conversation with Vice President, Products and Services Rich Smith, who had some ideas he wanted to bring from Mining into the Construction Division. That first discussion wasn't much more than Rich talking through three slides describing his vision, but they turned out to be quite prescient.

Ken Calvert was the team's leader, with me as his deputy. We hired the initial team members and built from the ground up. We spent the first 18 months trying to make a name for the group and telling customers what we could offer. Eventually, we found our groove and reached the point where people were asking us to do things for them.

This year we've experienced a lot of changes, beginning with Ken's retirement. Additionally, we "graduated" that first team and welcomed several new faces, as was always the plan. The idea isn't to make a career in the BSG; we think that rotating in new people creates fresh ideas and perspectives. This is like a second version; however, now we have the benefit of a clear direction and established reputation. It's a very exciting time.

QUESTION: What are some of the group's successful initiatives to date?

ANSWER: Two things that we've had a significant part in are right-sizing customers' fleets and developing the Total Cost Assurance program. With right-sizing, we look at a customer's operation and recommend a

Continued . . .



**Matt Beinlich, Director,
Komatsu Business Solutions Group**

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.

Matt Beinlich started at Komatsu as an intern while working toward an engineering degree at the University of Illinois Urbana-Champaign. When he graduated in 2002, he returned to Komatsu as a full-time employee.

"I began as a Service Development Associate, and I had the opportunity to work in both the Mining and Construction Divisions," said Beinlich. "It was a good introduction to the differences and similarities between these two worlds."

From there, Beinlich was involved with the North American introduction of VMHS, a remote machine-monitoring system for large mining equipment – today known as KOMTRAX Plus.

Beinlich then moved into technical support and worked to centralize the process of communication between engineers and distributors regarding machines in need of repair. After a successful stint there, he was tabbed as Deputy Director, Business Solutions Group and helped create the team.

"Being a part of the Business Solutions Group has been an amazing experience," said Beinlich. "I love that we are problem-solvers and forward-thinking."

In early 2019, Beinlich was named Director, Business Solutions Group, taking over for his mentor, Ken Calvert, who retired earlier this year. "Ken was a great teacher, and I am very excited to take the baton from him."

Away from the office, Beinlich enjoys spending time with his wife Melanie and their twin boys, enjoying nature and traveling.

'We're known as problem solvers'

... continued

fleet that will help them operate in the most efficient way possible by matching equipment to the application. This idea has really caught on with equipment owners.

Matt Beinlich says that the defining trait of the Business Solutions Group is the resolve to find the data and information needed to solve customers' problems.



The Business Solutions Group is focusing on creating synergy with other Komatsu teams to help deliver better results for customers. "By working together, we can blend services and continue to streamline the process and increase efficiency," said Matt Beinlich.

Helping customers build an efficient fleet through right-sizing is a common task for the Business Solutions Group. "We evaluate the customer's operation and applications and then make fleet recommendations, which typically saves money while boosting production," said Director, Business Solutions Group Matt Beinlich.



The Total Cost Assurance idea adapts what the mining industry refers to as RAMPs or repair and maintenance plans. However, there are some key differences between the economics of mining and construction machines. For example, construction machines run fewer hours per year and are rarely overhauled. We worked with one of our distributors, Power Motive Corporation, to understand how they made this concept successful in their territory. We have shared these best practices across the rest of North America. Sometimes, BSG acts more like a proliferator of good ideas, rather than the originator, and we're just fine with that.

QUESTION: What new areas will the BSG focus on in the future?

ANSWER: As we've grown, we've noticed some overlap with other groups inside Komatsu. Building upon that synergy is a key goal this year.

For example, when one of Komatsu's operator trainers meets with an end-user, the trainer coaches the customer on how to use a machine most efficiently. When we visit, we advise them on how to best use that machine within the entire jobsite's operation. We are doing similar things, although on different levels. By working together, we can blend services and continue to streamline the process and increase efficiency.

QUESTION: What legacy do you hope to establish for the group?

ANSWER: Ken was the perfect person to start this effort and a tremendous mentor, so I hope his fingerprints remain on the BSG for a very long time. He always said that we should strive to be executors. What he meant was that we should finish what we started. It's really easy to encounter a challenge and give up because there isn't enough information. When we come to that point, we do the research to find the answer.

That's been our defining trait so far, and I think that's why we're successful. We're known as problem solvers. Now that our first round of employees is moving into other divisions, I am excited to see how our reputation grows and in what other areas we can help. ■

KOMATSU®

WORKS FOR ME™

**"WE'RE NOT A BIG COMPANY,
BUT KOMATSU TREATS US
LIKE WE ARE."**

BETTER SUPPORT.

"My cousin Thomas and I started our construction company on a wing and a prayer. We couldn't have done it without the financing, training, tech assistance and support we received from Komatsu and our distributor. The products are top quality. They make us efficient at our job, and feel connected—like they want to be our partner in this. That's why Komatsu works for us!"

Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com



SERVING YOU BETTER

A CLEARER PICTURE

New tool helps equipment owners calculate fuel consumption more accurately

*For more information
about this tool,
contact your local
Komatsu distributor.*

In order to operate profitably, equipment owners need to make well-informed estimates when setting a budget, placing a bid or purchasing a new machine. Correctly anticipating the amount of fuel a machine will consume during a given time can provide significant value to an owner's bottom line – and Komatsu makes that process a lot easier.

"Typically, equipment owners forecast annual fuel consumption by categorizing the type of work the machine will do into three categories: light, average or heavy," explained Matt Beinlich, Komatsu Director, Business Solutions Group. "Those are pretty subjective terms, and guessing wrong could be costly. We want to give owners a more precise prediction."

To accomplish this, Beinlich and Komatsu's Business Solutions Group developed a chart based on the relationship between fuel burn

and idle time. Using KOMTRAX, the team can compare like-model machines to more accurately determine the average fuel consumption.

"We use idle ratio because it's the biggest driver of fuel consumption; and it is measurable data that we can get from KOMTRAX. It gives us the clearest idea of how a machine is really being used," noted Beinlich. "A heavy-use machine will idle less than a light-use machine. This allows us to better define light, average and heavy work for the equipment owner."

Better definition of average

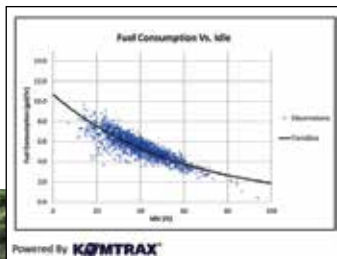
Using a chart with idle time on the horizontal axis and fuel burn on the vertical, the Business Solutions Group uses KOMTRAX to display information from like-model machines onto a scattergram or scatter plot (see chart).

"This helps us determine a best-fit line that covers all possible scenarios. If the average idle rate for a specific model is 40 percent, and a company knows its idle time will be closer to 30 percent, it can classify its machine usage as heavy," said Beinlich. "The company can then use the chart to determine how many gallons per hour they should expect to burn in a heavy-use environment for that machine."

The information can help customers make clearer, more informed choices when purchasing equipment as well as assist in setting operating budgets and calculating bids.

"With this approach, it's realistic that a customer's annual fuel budget for a single machine might swing \$2,000 per year in either direction when compared to simply using the national averages. Think about how that adds up across an entire fleet," said Beinlich. ■

To give customers a more precise estimate on the amount of fuel a machine will use annually, the Business Solutions Group uses KOMTRAX to show the relationship of idle time to fuel consumption. By sampling as many as 2,000 like-model machines, owners can use their idle rates and follow the black trend line to calculate their expected fuel burn.





**20 Locations,
239 Counties,
3 States and
24 PSSR's...**

**WE'VE GOTCHA
TEC COVERED!**

Our Experts Have Technical Know How...



ALABASTER, AL
Ben Osborn
(256) 506-5334 (C)
(205) 510-0661 (O)



ANNISTON, AL
Barry Thornburg
(205) 365-4546 (C)
(205) 831-2440 (O)



BIRMINGHAM, AL
Justin Bryant (205) 353-4374 (C)
Alan Cooper (205) 965-4131 (C)
(205) 591-2131 (O)



DECATUR, AL
Chris Kohlenberg
(256) 303-4935 (C)
(256) 355-0305 (O)



DOTHAN, AL
Andrew Larsen
(334) 350-4392 (C)
(334) 678-1832 (O)



MOBILE, AL
Chase Bryant
(205) 546-0186 (C)
(251) 457-8991 (O)



MONTGOMERY, AL
Toulouse Johnson
(334) 306-9541 (C)
(334) 288-6580 (O)



HUNTSVILLE, AL
Gary Dodd
(256) 677-3877 (C)
(256) 851-2222 (O)



TUSCALOOSA, AL
Kent Watkins
(205) 361-0083 (C)
(205) 752-0621 (O)



ALBANY, GA
Doug Haas
(229) 349-3383 (C)
(229) 435-0982 (O)



AUGUSTA, GA
Trey Shaver
(205) 861-5422 (C)
(800) 659-3090 (O)



CALHOUN, GA
Edwin Murray
(770) 608-6525 (C)
(706) 879-6200 (O)



COLUMBUS, GA
George Copelan
(706) 577-4163 (C)
(706) 562-1801 (O)



FOREST PARK, GA
Zach Thomas
(678) 476-4361 (C)
(404) 366-0693 (O)



HOSCHTON, GA
John Malcom (404) 886-0610 (C)
Tyler Ferguson (770) 639-3338 (C)
(706) 654-9850 (O)



KENNESAW, GA
Terry Shepherd (770) 757-0547 (C)
Jacob Altman (678) 237-1520 (C)
(678) 354-5533 (O)



MACON, GA
Bob Raley (478) 952-5266 (C)
Mark Cathey (770) 584-7277 (C)
(478) 745-6891 (O)



SAVANNAH, GA
Wayne Foskey
(678) 476-4361 (C)
(404) 366-0693 (O)



PANAMA CITY, FL
Joey Majors
(850) 527-1840 (C)
(850) 763-4654 (O)



PENSACOLA, FL
Mike Douglas
(850) 554-3234 (C)
(850) 505-0550 (O)



Tractor & Equipment Company

TEC1943.COM

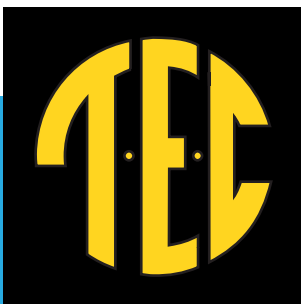
**LEEBOY 8520
ASPHALT PAVER**



LeeBoy

TRUST LEEBOY. AS DEPENDABLE AS YOUR DAY IS LONG.

We are LeeBoy. The name behind the world's most dependable and productive commercial asphalt paving equipment: pavers, graders, distributors, maintainers and more. The LeeBoy family of products are among the most trusted and requested around the world. Because we understand what drives you and we deliver. Each day, like you, we put it all on the line. It's how we're built. **We're LeeBoy. As dependable as your day is long.**



TEC1943.com

ALABAMA

Alabaster	Huntsville
Anniston	Mobile
Birmingham	Montgomery
Decatur	Tuscaloosa
Dothan	

FLORIDA

Panama City Pensacola

Since 1943

TEC1943.com

NEW PRODUCT FOR DOZERS

First General Construction Undercarriage installed on dozers; end-users laud new Komatsu Genuine option

In January 2019, Komatsu introduced an expansion to the General Construction (GC) product offering with the addition of conventional track link assemblies for all D51, D61 and D65 dozers. Jim Funk, Senior Product Manager – Undercarriage, said the first customers to install the GC link assemblies have shared positive feedback.

“We are very excited about the initial success of this product and are happy to hear it’s fitting in exactly where we hoped it would,” said Funk. “To have the very first dozers in the world with this product here in North America, makes us very proud. The quality of the GC product proved itself with the excavator offering through the past four years, so we are thrilled about adding dozer products to this category. In line with our goal

from the start, the GC products are filling a void in our offerings.”

Funk said Komatsu’s intention was to design a product for those customers who prefer Komatsu Genuine Undercarriage products and the support of its distribution network, and are looking at their replacement options due to the status of their machines. He emphasized that Komatsu is always working to provide effective and reliable undercarriage products that meet customer needs.

First-hand reviews

The first D51 to have General Construction link assemblies installed belongs to Gleason Clay Company in Gleason, Tenn. Its D51PX-22 works in a clay mining



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

Continued . . .



(L-R) Komatsu Senior Product Manager – Undercarriage Jim Funk and Komatsu District Parts Sales Manager Ken Torian meet with staff members from Houston Products Processing (HPP) in Baytown, Texas. HPP was the first company to have a new Komatsu General Construction track link assembly installed on a D65.

Price, performance cited as reasons for OEM parts

... continued

application and is used to clear paths for its excavators, as well as to remove overburden to reach clay seams. Gleason Clay Company Mine Supervisor Kurt Lehmkuhl said that in the past the company considered using will-fit undercarriage replacements for their less used dozers; however, the Komatsu GC proved to be

a much better choice this time. Additionally, the Komatsu Genuine Assurance coverage that the GC product carries helped Gleason Clay make the decision over other options.

"It really hit right in the price point I was looking for. With Komatsu's history, and the relationship that we have (with our local distributor), I felt like it was the way for us to go," said Lehmkuhl. "The warranty (assurance) is there, so everything looks good."

J.S. Paris Excavating in North Jackson, Ohio, was the first business to have the new GC link assemblies installed on a D61. The company performs a wide variety of earthwork services across several market sectors, including residential, commercial and energy.

"We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of their performance," said J.S. Paris Operations Manager John Haifley. "The price difference is minimal, and that makes it an obvious choice."

Komatsu distributor Product Support Sales Rep Rob Rivera, who supports J.S. Paris, is excited to have a new option with Komatsu Genuine Undercarriage. "This new product line gives customers another OEM option to consider when replacing their factory installed undercarriage. With the longest assurance in the industry, I can easily share my confidence in the product," said Rivera.

One of the very first D65 machines to have the new GC link assemblies installed was at Houston Products Processing (HPP) located in Baytown, Texas. "With the price of this link assembly, and the assurance we can offer, there was no reason to look at other options," said Komatsu distributor Product Support Sales Rep Tres Forester, who supports HPP.

Funk suggested that anyone looking to learn more about the General Construction offering can contact their local Komatsu distributor.

"Our distributors carry a wide range of options, serving as a complete source for undercarriage needs. Our GC offerings have added to that and will continue to do so as they expand in the coming years," he said. ■



Komatsu Senior Product Manager – Undercarriage Jim Funk (left) along with Komatsu District Parts Sales Manager Josue Tuche (right) check in with a team member from Gleason Clay Company in Gleason, Tenn., and a local distributor representative. Gleason Clay was the first to install a Komatsu GC Undercarriage replacement on a D51.



J.S. Paris Excavating in North Jackson, Ohio, boasts the first D61 dozer to have a General Construction track link assembly installed. "We have chosen original equipment manufacturer (OEM) Komatsu parts over aftermarket suppliers because of (their) performance," said Operations Manager John Haifley (third from left) during a visit from Komatsu representatives and his local distributor.

REACH YOUR EXCAVATOR'S POTENTIAL



Proudly Sells



Mulchers & Attachments



**WE HAVE A MULCHER FOR YOUR SIZE EXCAVATOR 7 - 40 TONS!
SEVERE DUTY or HEAVY DUTY MULCHERS**

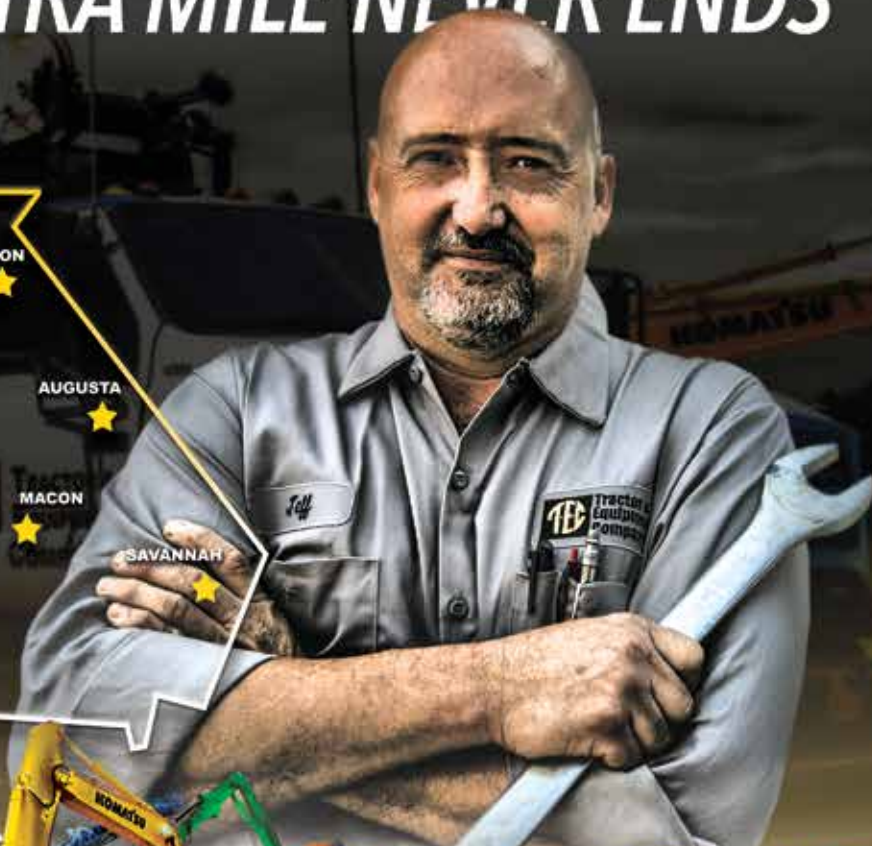


fecon.com

800.528.3113



THE EXTRA MILE NEVER ENDS



WITH 20 CONVENIENT LOCATIONS, WE'VE GOTCHA COVERED!

BIRMINGHAM, AL
(205) 591-2131
MONTGOMERY, AL
(334) 288-6580
(800) 832-9563
TUSCALOOSA, AL
(205) 752-0621
(800) 582-4625
ALABASTER, AL
(205) 621-2489
HUNTSVILLE, AL
(256) 851-2222

ANNISTON, AL
(256) 831-2440
MOBILE, AL
(251) 457-8991
(800) 233-7213
DOTHAN, AL
(334) 678-1832
DECATUR, AL
(256) 355-0305
(800) 321-6865

FOREST PARK, GA
(404) 366-0693
(800) 488-0693
HOSCHTON, GA
(706) 654-9850
(888) 334-9850
KENNESAW, GA
(678) 354-5533
CALHOUN, GA
(706) 879-6200
(800) 827-3072

MACON, GA
(478) 745-6891
(800) 786-3120
SAVANNAH, GA
(912) 330-7500
(800) 827-1405
COLUMBUS, GA
(706) 562-1801
AUGUSTA, GA
(706) 798-7777
(800) 659-3090

ALBANY, GA
(229) 435-0982
(800) 733-0982
PANAMA CITY, FL
(850) 763-4654
(800) 342-2055
PENSACOLA, FL
(850) 505-0550