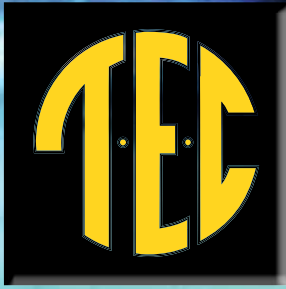


October 2022



**Tractor
Times**



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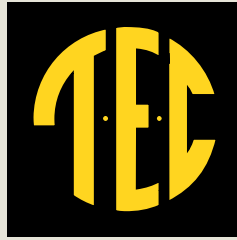
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A Message from the CEO



Chad Stracener



Dear Valued Customer:

We're entering the fourth quarter of 2022 with a positive outlook. Customer backlogs remain strong, and there's optimism that costs will begin to normalize in the coming months.

Technology can help play a role in lowering overall costs, from fuel to moving materials. Komatsu recently introduced its latest Smart Construction solution: Smart Construction Retrofit. This indicate-only system works well with excavators that are not already equipped with GPS. Retrofit is an excellent way to upgrade your existing excavators. See inside for details.

Retrofit was one of several Smart Construction solutions recently showcased at Komatsu's Demo Days. It was great to see the popular event's return after a hiatus due to the pandemic. We hope you were able to attend Demo Days, but if not, we offer information on some of the featured machines. If you would like to attend the next Demo Days, please reach out to your sales representative, and we'll get you on the list.

I would encourage you to read the article on the WIRTGEN W 120 Fi mill. This is a highly productive and efficient machine with features typically only seen on larger mills. We're proud of our partnership with the WIRTGEN GROUP and the growth we continue to experience with all of their products. We continue to invest in training, parts stock, and WIRTGEN specialists. We're prepared to support all of your needs.

As always, if there is anything we can do for you, please stop by or call one of our 20 branch locations.

Sincerely,

A handwritten signature in black ink that reads 'Chad Stracener'. The signature is fluid and cursive, with the first name 'Chad' being more prominent.

Chad Stracener
CEO

**Lower costs,
maximize
productivity**



Tractor Times

TEC1943.com

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From the United States to the Caribbean, Morris-Shea Bridge Company Inc. provides deep foundation work



Dick Shea,
founder



Richard Shea,
vice president



Steve Shea,
vice president



Bill Shea,
vice president



Discover more at
TECTractorTimes.com

With a civil engineering degree, Dick Shea began his career in the construction industry as a superintendent and managed 20 projects simultaneously at the age of 23. In 1969, Dick used his experience to found Morris-Shea Bridge Company Inc., which focused on bridgework for highways and interstate roadways in the Southeastern United States.

In the mid-1980s, Dick pivoted the company into doing industrial projects such as building foundations at paper mills. He also learned about cutting-edge techniques.

"We started doing drill displacement in 1992," recalled Richard Shea, Dick's son. "We bought the rights for the DeWaal system and had a U.S. patent on it, which lasted until 2017, but we still have more experience with the system than anyone."

The DeWaal Drilled Displacement Pile System is a cast-in-place concrete pile that is an innovative alternative to auger cast and driven piling. It provides uncommon load strength and minimizes the contamination and disposal concerns related to spoils brought to the surface by auger cast installations.

"You drill the tool into the ground, and instead of bringing up the dirt, it presses it to the side and compresses the soil as you put the pile into the ground like a driver would," explained Richard.

"At the bottom, you fill the tube with concrete and slowly pull the tool back up. Now you have the advantages of a driven pile because you've displaced and improved the ground, but you have no noise or vibration, which comes with driven piles. Our costs are less because the piles go in faster, and we're not having to haul sticks of concrete that are 100 feet long."

Today, Morris-Shea Bridge Company Inc. is based in Irondale, Ala., and works as a subcontractor that provides foundation work for a variety of projects across the United States, Mexico, South America and the Caribbean. About 60% of its jobs are DeWaal piles, which are practical on coastlines and near rivers because those locations provide the right soil conditions for the system. Dick's sons Steve, Bill and Richard serve as vice presidents at the company.

"Steve handles all the equipment, its logistics and its care," said Dick. "Bill takes projects east of the Mississippi River down to the Caribbean, and Richard takes everything west of the Mississippi River to the West Coast."

"We specialize in deep foundation work," said Richard. "We do pile driving and drilling, shoring jobs, and deep excavations."

Morris-Shea Bridge Company also does its own engineering.

An operator transports material with a Komatsu HM300-5 articulated haul truck. "TEC has a great shop," said Steve Shea, vice president. "They go out of their way to help us find tools and filters for the makes and models of all the machines we use. That support is the reason we buy Komatsu."





With a Komatsu PC360LC excavator, an operator places material into a Komatsu HM300-5 articulated haul truck.

"Most of what we do is some type of a VE (value engineering) design-build," explained Richard. "We'll take the base bid and then we'll find a better plan that's either a different pile system or a more efficient design."

Current projects

This year, Morris-Shea Bridge Company will begin work on a \$200 million project in Corpus Christi, Texas.

"A typical project is only a few months long, and we try to target \$10 million a month, but the Corpus Christi project will require 34,000 piles and will take almost two years," noted Richard.

"We are fixing to embark on the largest projects our company has ever attempted," added Steve. "We have an industrial project in Plaquemine, Louisiana, and another project for a new electric truck plant for a large automobile manufacturer."

A supported fleet

To meet its equipment needs, Morris-Shea Bridge Company seeks support from Tractor & Equipment Company (TEC) and sales representative Shay Holliday.

Continued...



► VIDEO

Morris-Shea Bridge Company provides foundation work for a variety of projects across the United States, Mexico, South America and the Caribbean. It utilizes many Komatsu excavators, including the PC390LC-11 model, and specializes in the DeWaal Drilled Displacement Pile System. "This Komatsu 390 will actually be used to go down 14 feet from the top of elevation," said Eugene Clay, operator.

'We know we can count on TEC to support us'

... continued

"They are the best people in town to do business with," said Richard. "If we have a problem, they make it right. It doesn't matter whether it's on a job site; they will send a mechanic out. There isn't a finer company in the world than Tractor and Equipment. My dad has been doing business with TEC for over 50 years, and that will never stop."

Steve added, "TEC has a great shop. They go out of their way to help us find tools and filters for the makes and models of all the machines we use. That support is the reason we buy Komatsu."



(L-R) Morris-Shea Bridge Company's Steve, Bill and Richard Shea pose with TEC's Shay Holliday. "There's not a finer company in the world than Tractor and Equipment," said Richard.

Morris-Shea Bridge Company's fleet from TEC consists of two Komatsu HM300-5 articulated haul trucks and many Komatsu excavators, including PC35MR-5, PC45MR-5, PC55MR-5, PC78US-11, PC138USLC, PC200LC-8, PC210LC-11, PC290LC-11, PC360LC, and PC390LC-11 models. The excavators are used for shoring and cutting piles at projects.

"We mainly use PC210LC-11 excavators, which are our bread-and-butter machines," said Steve. "I believe it's one of the best excavators on the market, and we don't have much trouble with them. When we do, we know we can count on TEC to support us no matter where we are in the Southeastern United States."

The firm recently fitted a PC210LC-11 with a MotoCut concrete shear.

"The shear has two 30-inch concrete cutting saws actuating electrically and hydraulically to cut piles," said Steve. "It uses a grapple to hold the pile in place during cutting and can take the cut piece off, which can be thrown away with the excavator. It was the first retrofit of its kind in the world."

Building into the future

Moving forward, Morris-Shea Bridge Company wants to acquire more equipment and continue innovating how it approaches projects.

"We work in a family business, and we feel we have a lot of good products for customers that we work for," said Bill. "It's a competitive industry. We like to win, build jobs, and see the final product. We're always trying to find a way to be more efficient." ■

An operator pushes material with a Komatsu D61PX dozer while another operator utilizes a HAMM H 10i compactor.





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Technology helps Georgia-based Harco Construction take on larger jobs, save time and money



Since its inception in the backyard of Jeffrey Hardin's family home in Springfield, Ga., J.L. Hardin Inc. — widely known as Harco Construction — has expanded and evolved into the turnkey mass excavation and sitework company it is today.

Harco Construction first consisted of Hardin, then 21, and his parents, Howard and Ina. The trio started by purchasing a backhoe, a dozer and a dump truck to create the groundwork for a company that today has about 60 pieces of equipment in its fleet. After the initial investment in 1999, the Hardin family wanted to expand their business, so they purchased seven dump trucks.

"Around 2002, there was a huge need for dump trucks in the Savannah market," said Hardin. "That took us from a \$250,000 company to \$1.5 million overnight. During that time, I would operate every piece of equipment we had and learned the business from the bottom up."

Then, like many businesses during the Great Recession, Harco Construction had to make

changes in the wake of the financial crisis, so it liquidated some of its dump trucks. A few years ago, Harco Construction relocated to Bloomingdale, Ga., and now focuses on warehouse and container yards. Smaller projects round out its portfolio.

"When the economy came around from the '08 crash, we targeted grading and underground sitework," explained Hardin. "The business really took off from there."

Harco Construction grew from five employees to more than 50. Now, the company primarily takes on commercial projects that are 700,000 square feet and under. As a turnkey provider, Harco Construction takes a project from clearing to final grade and subs out asphalt and concrete work.

"When I started this company, I was the man on a shovel, so I understand the value of doing things the right way," Hardin said. "Our customers trust us not to cut corners and continue to seek out our business."

With a Komatsu PC360LCi-11 intelligent Machine Control (iMC) excavator, an operator moves material. "If we're on a site that requires an undercut, you can adjust the excavator to undercut to the exact depth you need," said Jeffrey Hardin, the owner of Harco Construction. "That means we don't have to pull dozers away from other parts of the job site to check grade, saving us time and money."





An operator pushes material to grade with a Komatsu D71PXi-24 iMC dozer. "We were one of the smallest GPS companies around, and we fell in love with the iMC technology," said Jeffrey Hardin, the owner of Harco Construction. "After we targeted GPS technology, I feel we got ahead in the game compared to other companies of our size, which allowed us to take on larger projects."

Hardin takes a specific approach when adding new members to his team. He looks for employees that not only meet his standards but also surpass his knowledge in areas like technology.

"You hire people that know what they're doing, that you can trust to go build a job, so I can focus on my role 90% of the time," said Hardin.

With this philosophy, Hardin can leave tasks to his leadership team while he handles the financial and managerial side of Harco Construction.

Investing in technology

With a personal interest in technological developments, Hardin decided to make investments in his fleet by adding GPS-equipped machines. After meeting with Tractor & Equipment Company (TEC) sales representative Frank Dabbs, Hardin quickly saw the value of purchasing Komatsu machines with fully integrated intelligent Machine Control (iMC) technology.

"We were one of the smallest GPS companies around, and we fell in love with the iMC technology," said Hardin. "After we targeted GPS technology, I feel we got ahead in the game compared to other companies of our size, which allowed us to take on larger projects."

In total, Harco Construction has acquired about 25 Komatsu machines from TEC, including a D71PXi-24 iMC dozer.

"When Komatsu came out with the iMC dozers, it blew us away," noted Hardin. "You upload the file to the machine, and the operator can go to work. There are no wires, poles or masts, which saves us time and money."

With quiet cabs and superb performance compared to aftermarket systems, Komatsu dozers left a quick impression.

"None of our operators want to run our dozer with an aftermarket system on it," Hardin said. "They just want to run Komatsu machines."

Strict grade and compaction requirements on jobs mean precision is key. To increase its efficiency excavating retention ponds and moving large quantities of material, Harco Construction added two Komatsu PC360LCi-11 iMC excavators to its fleet. The machines earned their praises on a 400,000-yard cut and shift project in Augusta, Ga., for a major shipping company where Hardin said he became "infatuated" with the excavators.

"The iMC technology kept our operators from over-digging or undercutting the slope," remarked Hardin. "We were able to let our



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TECTractorTimes.com

Continued...

The WIRTGEN WR 240i 'performed flawlessly'

... continued



Wayne Foskey,
equipment manager

dozers work on other parts of the job site instead of double-checking the excavator's slope. That's a big time saver."

Adding soil stabilization

After recently adding a WIRTGEN WR 240i soil stabilizer to its fleet, Hardin quickly realized a positive return on the investment. The WR 240i works cement into soil to increase its integrity, which is necessary for poor soil conditions.

"We couldn't compete with the companies using soil stabilizers because they were able to treat soil on-site and use it," said Wayne Foskey, an equipment manager for Harco Construction.

"Their trucking costs were significantly lower because of their ability to treat the soil on-site. The WR 240i gives us a competitive advantage when paired with our other GPS machines."

TEC and WIRTGEN trained Harco Construction on the machine's operation and care.

"Our first job with the WR 240i was before Christmas of '21, and it was a 350,000-square-foot pad," said Hardin.

"It performed flawlessly. We were able to stay on schedule, and we saved money on trucking costs."

Harco Construction relies on TEC to answer any questions about the equipment.

"TEC's support was one of the main reasons we added the WR 240i," said Foskey. "They are always responsive no matter what time it is. It could be 6 in the morning or 11 at night, and they will come to the job site if necessary."

Hardin added, "Down to the mechanics, they're good people. It's not about the dollar. It's about relationships."

Continuing to grow

Hardin wants Harco Construction to keep growing. He is committed to adding GPS-equipped machines to the fleet, including a third PC360LCi-11 excavator.

"There's no shortage of projects in the Savannah area," said Hardin. "To be competitive, we plan to stay on the forefront of technology by adding more iMC machines. We're blessed to be in our current position and look forward to continuing to grow the right way." ■



TEC sales representative Frank Dabbs (left) meets with Harco Construction owner Jeffrey Hardin, who appreciates TEC's support. "Down to the mechanics, they're good people," said Hardin. "It's not about the dollar. It's about relationships."

At a soil stabilization project, an operator mixes cement into the soil to improve the soil compaction quality. "The WR 240i gives us a competitive advantage when paired with our other GPS machines," said Wayne Foskey, an equipment manager for Harco Construction.

▶ VIDEO



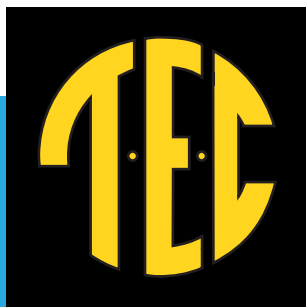
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Here are some considerations if you are new to bidding federal projects

The \$1.2 trillion Bipartisan Infrastructure Law, also known as the Infrastructure Investment and Jobs Act (IIJA), has many contractors considering federal projects for the first time. Before you dive into the world of federal construction, there are a few key factors you should examine to ensure you are well-equipped and ready for the challenge.

Federal projects are slow paying

If you are working directly for the government, it could easily be 90 days from the time you submit a pay application to when you get paid. If you are a subcontractor, it could take even longer because of the Pay-When-Paid (PWP) clause. Before taking on a federal project, ensure that your cash flow is steady enough to handle financing your materials and labor for the project for several months after submitting your pay applications.

Federal projects often require bonds

Nearly every federal construction project requires bonds. There are two types: a payment bond and a performance bond. A payment bond guarantees that all your laborers and material suppliers are paid. A performance bond covers the cost of completing your scope of work if you abandon or are terminated from the project.

The law requires that the general contractor acquires a payment bond for federal projects, but the federal government has no duty to make sure that one is actually provided. This is why it is so important to get a copy of the general contractor's bond before you start work, so you know exactly who you need to contact if you don't get paid.

The general contractor's bond company will usually require that all subcontractors "bond back," which means that they will receive both a payment and performance bond in the full amount of their subcontract that is payable to the general contractor in case they cannot pay their team or complete their work. If you are a subcontractor or material supplier, you must send the general contractor notice of your bond claim. The notice must be sent within 90 days of the last day of work or the last time materials were supplied. While you don't have to send it to the bond company, you'll probably have more leverage if you do.

Be prepared

If you rarely sign public works contracts, consider having your contract reviewed by an experienced construction attorney. Even if you do not want to negotiate any of the terms, it's wise to clearly understand what you are agreeing to do when you sign the contract, and be prepared on the front end. ■



Karalynn Cromeens

About the Author: Published author, award-winning lawyer, devoted wife and mother, and owner and seasoned managing partner of The Cromeens Law Firm (TCLF), Karalynn Cromeens is a true jack of all trades. She is the co-founder of Morrell Masonry Supply and owner of The Subcontractor Institute, an easy-access online educational platform for contractors. In the 17 years Cromeens has practiced construction, real estate and business law, she has reviewed and explained thousands of subcontracts. Providing education to contractors on a national level has become her personal mission, and she is always doing what she can to help make it a reality.

The new \$1.2 trillion Bipartisan Infrastructure Law provides a wealth of new opportunities, but if you have not done federal work before, you should carefully consider some things, such as delayed payments, before diving right into bidding.



Here are some tips on how to lower fuel costs even when prices are high

Fuel is a major expense for most construction companies — and when its cost goes up, so does the threat to companies' bottom lines.

While we cannot control the price at the pump, the good news is there are still ways for construction companies to reduce their fuel usage and lower costs.

Negotiate

In some cases, you can help defray costs through contracts and agreements. Negotiating a surcharge clause that gives you the ability to raise prices if fuel costs reach a certain level is a possibility. You may also have a simple deal with a customer that gives you the ability to do the same. If you signed a contract before prices soared and don't have fuel surcharges in place, you can try to add them, but it's more likely you will have to seek ways to reduce your owning and operating costs to offset the higher price.

Reduce your idle time

If you are idling for extended, unproductive periods of time, you are wasting fuel.

Idling is necessary in certain situations such as warming up and cooling down a machine. It could also be justified when you

are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

Telematics let fleet managers easily track idle time by machine for their entire equipment lineup. If they see excessive idling, they can address it with operators and other on-site personnel.

Using Auto Idle Shutdown, a feature available on most Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Your machines' operations and maintenance manuals can show you how to set it — the minimum is five minutes before shutdown begins in most cases — and your local dealer can help too.

Heed ECO Guidance suggestions

ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption, is a feature on most machines introduced during the past 10 years. It displays messages on the monitor in certain situations, such as an idling stop guidance if



Watch the video

Excessive idle time wastes fuel and reducing it can be one of your biggest cost savers. Using Auto Idle Shutdown, a feature available on most Komatsu Tier 4 Final machines, is an easy way to decrease idle time during unproductive periods. Another available feature is ECO Guidance, which provides information to operators on energy-saving operations that reduce fuel consumption.

► VIDEO





Fuel is a major expense for construction companies, but no matter the price, there are easy ways to reduce usage, such as using technology, choosing properly sized machines, and running them in the right mode.

no operation is performed for more than five minutes, and the engine is idling.

Choose the most effective mode

ECO Guidance might also suggest operating in Economy (E) mode instead of Power (P) mode.

E mode provides better fuel efficiency, so it's often the best choice. Excavators and dozers are used for both digging and moving naturally compacted soils, and in most instances, E mode will get the job done without unnecessary fuel burn. However, if the material is hard such as heavy clay and requires greater power to move, then P mode should be used.

Properly size and match equipment for the task

Bigger is not always better and using a large machine for a job that a smaller one can efficiently do increases fuel usage and overall operating costs. Fleet managers need to consider several factors when utilizing equipment, including choosing the right size for the job.

It is also important to consider sizing attachments correctly. Excavator buckets are

a prime example. Many contractors believe bigger is always better with buckets. However, at the end of the day, the pile of dirt excavated or loaded is often the same with a properly sized smaller bucket. Larger buckets extend cycle times, work a machine harder, spend more time over hydraulic relief, and end up burning more fuel.

Use technology

GPS-based grading helps increase productivity and lower per-yard costs to move material. In the last 20 years, GPS technology has improved significantly with integrated machine control that lowered costs associated with replacing cables, masts and additional satellites that increased accuracy.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's Proactive Dozing Control logic, that help operators get to grade even faster and at lower costs, including reduced fuel usage. An added benefit is that technology is helping new operators become proficient at moving dirt faster than ever before. ■

Editor's Note: This article is excerpted from a longer blog. To read it in its entirety and find out more about fuel savings, visit <https://www.komatsu.com/en/blog/2022/tips-for-lowering-your-fuel-costs-even-when-prices-are-high/>.



New tech helps drive record attendance at Demo Days, extra day added to the event



▶ VIDEO
Ryan Stachowski,
lead demonstration
instructor and
sales trainer,
Komatsu



Watch the videos

Komatsu's 2022 Demo Days was years in the making — three, to be exact. Komatsu last held the event — which invites customers to try its latest machines and technologies — in the fall of 2019 before the COVID-19 pandemic shut down large gatherings. While events might have been paused, Komatsu innovation wasn't. During the pandemic, the company released new machines and technologies that many customers were eager to try.

So, when Komatsu announced it was bringing back the popular event at its Training Center in Cartersville, Ga., current and potential customers, as well as their distributors, couldn't wait to get back. Interest was so high that Komatsu turned Demo Days into a four-day event instead of its usual three.



(L-R) Randy Aldrich, Chris Bedwell and TJ Tindle with H&T Contractors meet up with TEC's Tanner Rhea.

Attendees could speak with Komatsu personnel about machine features and how they could benefit their business.

▶ VIDEO



"We could definitely see there was pent-up demand," said Komatsu's Ryan Stachowski, lead demonstration instructor and sales trainer, who was the emcee and host of Demo Days. "Our number of available slots were filled almost immediately. It took a lot of work and long hours to put Demo Days together, and the payoff is seeing the smiles on customers' faces. You can tell that they truly enjoy being here."

Among the highlighted machines was the D71PXi-24 intelligent Machine Control (iMC) 2.0 dozer that features new technology such as lift layer control, tilt steering control, quick surface creation and proactive dozing control. It's now the largest of Komatsu's hydrostatic dozers and maintains the super-slant nose design.

Attendees could also run a PC210LCi-11 iMC 2.0 excavator with auto tilt bucket control that enables automatic control of the bucket/attachment angle to match the cutting edge of the surface. Like all iMC excavators, the full bucket profile protects against over-excavation even when the machine is not facing directly toward the target surface. With iMC 2.0 and an IMU sensor, the full bucket edge stays on the surface and automatically returns the bucket to a horizontal loading position.



TEC's Joseph Roberts (left) and Cyclone Land Development's Garrison Johnson prepare to test drive the Komatsu haul trucks.



► VIDEO

During Demo Days, attendees could operate more than 20 machines, including the popular D71PXi-24 iMC 2.0 dozer, a PC210LCi-11 iMC 2.0 excavator with tilt bucket control, and a PC238USLC-11 excavator with a Smart Construction Retrofit kit.

In total, more than 20 machines and haul trucks were available to operate at Demo Days. Komatsu also displayed products from its forestry and forklift lines, as well as provided information on ground engaging tools from Hensley Industries (a Komatsu company). Additionally, attendees could tour Komatsu's Chattanooga Manufacturing Operation and see excavators and forestry equipment being built.

Komatsu Smart Construction solutions managers were on hand to answer questions and provide information about Smart Construction solutions, including the upcoming Smart Construction Office.

"Smart Construction is a foundation for what's coming in the future," said Bryce Satterly, Smart Construction solutions manager. "If you have Field, Office is the next logical progression of digital solutions. The integration of Office and Field offers great time savings because it reduces or eliminates the need to manually update scheduling and cost analysis, which is typically done weekly or monthly. Project managers always have the most current information, so they can make faster decisions."

Continued . . .



Smart Construction personnel were on hand to answer questions about how the solutions can transform attendees' businesses and make them more efficient.



(L-R) TEC's Andy Huggins and Scott Bridge Company's Tyler Moore and Tom Butler check out Komatsu's wheel loader lineup.

'They had really in-depth conversations with our experts'

... continued

Attendees have fun

Stachowski emphasized that in addition to being able to operate equipment, attendees were eager to learn.

"They had really in-depth conversations with our experts and really challenged them for real

solutions," said Stachowski. "What I hope they take away from an event like this is that they learn a little bit more about Komatsu that they didn't know before, and that this is a place they can get their questions answered by the people that work day in and day out to develop these machines for them."

Komatsu plans to host another event sometime this fall. ■



TEC's employees meet up with Brasfield & Gorrie's team at Demo Days.



Brasfield & Gorrie's employees test out the Komatsu haul trucks with the help of TEC's Buddy Averett (left) and Shay Holliday (right).



(L-R) The Scruggs Company's Gary Ethridge, TEC's Tony Daughtry, The Scruggs Company's Lee Waldrop and TEC's Richard Shore check out the Komatsu iMC dozers and excavators.



Editor's Note: This article is excerpted from a longer blog. Learn more about Demo Days by visiting <https://www.komatsu.com/en/blog/2022/new-tech-helps-drive-record-attendance-at-demo-days/>.



Jamie Wentworth (left) from John G Walton Construction checks out multiple machines with TEC's Joe Patton.



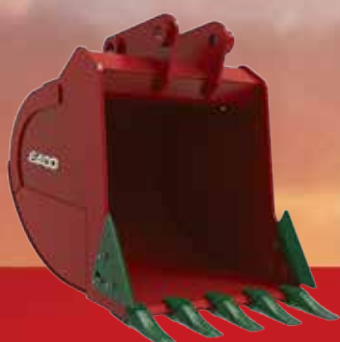
(L-R) TEC's Dwight Swaim takes Wilco Contracting's Cooper Stitenthohl and Corey Middleton for test drives in the Komatsu articulated haul trucks.



(L-R) Walker Excavating's Lynn Taylor and Frank Walker try out the excavator challenge with TEC's Alan Preston.

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Incorporate the right Smart Construction solutions by assessing your operations and goals



Jason Anetsberger,
director,
customer solutions,
Komatsu

Construction technology continues to play an ever-increasing role on today's job sites and in the office. Companies and their fleet managers can use technology from pre-bid to final closeout to help improve productivity, increase efficiency and reduce costs.

"If you are not using technology, you are being left behind," said Komatsu's Jason Anetsberger, director, customer solutions. "When aftermarket GPS grading was introduced, it reduced the amount of time to get to grade. Intelligent machines now have it integrated, which is further reducing costs and increasing productivity because you don't have hardware on the machine that can get damaged or stolen, and you don't have to take time to put up and take down masts and cables."

In addition to intelligent Machine Control (iMC) excavators and dozers, Komatsu offers a suite of Smart Construction solutions to help you maximize job site and personnel tracking as well as use the data to make faster decisions on how to best utilize your assets. Smart Construction specialists can help you determine which are the best options for you.

Anetsberger noted that in addition to intelligent Machine Control (iMC) dozers and excavators, Komatsu's suite of Smart Construction solutions includes Smart Construction Dashboard, Design, Drone, Field and Remote. While iMC machines help with excavation and earthmoving, the others assist with tracking production and progress, managing time, and remotely supporting field operations, including updating plans from the office directly to iMC machines.

"With the number of Smart Construction solutions we have, now is a great time to get connected," stated Anetsberger. "Adopting the right solution to give you maximum value involves assessing your operations and determining which ones are the right fit. Start with the low-hanging fruit that's going to bring you the fastest payback or reward."

As an example, Anetsberger said if you are not already using iMC machines, that may be a great starting point. With automatic features, they are proven to reduce staking, get you to grade faster, decrease material costs and help new operators become more effective faster.

What's your pain point?

"If you have iMC machines, the next step is determining your biggest pain point," commented Anetsberger. "Do you want faster, more accurate mapping and progress tracking? Do you want to move from 2D to 3D digital design files? Do you want to combine drone data with 3D design data to confirm quantities? Do you want better labor, machine and material cost tracking? Do you want to save time and fuel costs by remotely supporting operators without driving to the job? Do you want better fleet management? Maybe it's all of the above."

Anetsberger emphasized that Komatsu and its distributors have Smart Construction specialists that can help determine which solution is the best fit.

"We encourage anyone who wants improvement in their operations and bottom line to reach out for more information." ■





Now there is an easy, affordable way to bridge the technology gap

Smart Construction Retrofit equips legacy machines with 3D guidance and payload monitoring — tools to drive accuracy and efficiency at your job site.

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komatsu.com/smart-construction-retrofit

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Want grade control for your standard excavators? Here's a solution with an added bonus

If you have an excavator without GPS grade control, you may be missing out on time and costs savings. What if there was a new solution that reduces staking, surveying and over-digging and allows you to do it cost-effectively with an added bonus?

"The new Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice," according to Ron Schwieters, senior product manager, iMC and hardware, Komatsu. "It is three-dimensional, so operators get the advantage of seeing where they are on the project, as well as their relation to target elevation."

Multiple components make Smart Construction Retrofit highly accurate, Schwieters added. The kit includes four inertial measurement units (IMU) mounted on the bucket, arm, boom and frame of the excavator. Two GNSS antennas for GPS are on the rear. There are options to transfer design data to and from the Smart Construction Cloud.

"Users download our Smart Construction Pilot app from the Google Play Store, and use it with their connected device," Schwieters noted. "They can set audio alerts that will change tones the closer they get to finish grade. That, along with the visual representation on the app, helps

keep operators from digging too deep, saves valuable time and lowers costs."

A key differentiator

Schwieters said that the added bonus of Komatsu's Smart Construction Retrofit Kit is a payload system.

"As you load the bucket, it weighs the material, and operators see that in real time," said Schwieters. "If you're loading trucks, that helps ensure you are putting the proper amount of tonnage in and not overloading or underloading. Typical aftermarket systems don't offer that. It's a great feature for quarries, batch plants and construction projects to accurately monitor materials loaded onto trucks."

To remotely track progress, that information and production data can be sent to project managers and other stakeholders using other Smart Construction solutions. Design changes can be sent to the machine using the cloud.

"The Smart Construction Retrofit Kit can be used with practically any brand or size of construction excavator," Schwieters noted. "Installation can be done easily by your distributor or dealer. We recommend you contact them for more information about this valuable solution." ■



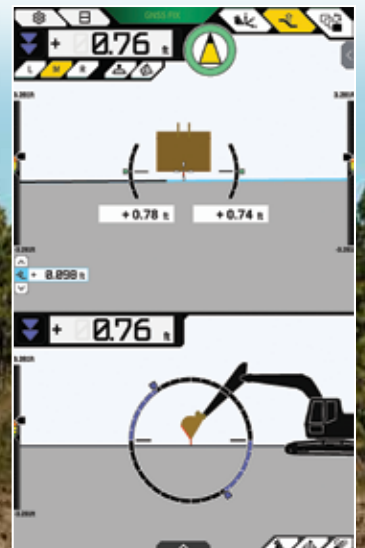
Ron Schwieters,
senior product manager,
iMC and hardware,
Komatsu



Watch the video

The Smart Construction Retrofit Kit gives customers who want an entry-level, indicate-only system a solid choice. It is three-dimensional, so operators get the advantage of seeing where they are in relation to target elevation, and the payload system is an added bonus.

► VIDEO



A JOHN DEERE COMPANY

A large photograph of a construction site under a bright, sunny sky. In the foreground, a green Wirtgen roller is compacting a layer of gravel. Behind it, a large Wirtgen paver is spreading material. Several workers in high-visibility vests are visible on the site. The ground is uneven and covered with dirt and gravel.

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WIRTGEN's new compact W 120 Fi features digital assistance systems of larger F-Series mills for increased efficiency

Innovative technologies that led to the benefits of high performance, maximum efficiency and clear documentation in WIRTGEN's large milling machines are now available in its F-Series compact models. WIRTGEN launched the first — the W 120 Fi that has a working width of up to 3 feet, 11 inches and a maximum cutting depth of 13 inches — during World of Asphalt 2022.

"Bringing the technologies of our bigger mills to our new compact line really benefits contractors who have both types in their fleet, and it makes for a great introductory machine for those who want to add milling as a new service," said WIRTGEN's Tom Chastain, milling product manager. "Our automated systems make operation and tracking easier than ever."

A favorable balance

Among the new digital assistance systems on the 355-horsepower W 120 Fi is Mill Assist, which selects the operating strategy with the most favorable balance between milling performance and operating costs. It automatically controls the engine speed and simultaneously enables a wide range of usable milling drum speeds for a variety of applications.

The Level Pro Active leveling system that features informative panels is intuitive and easy to use. It is fully integrated into the control system and, as essential functions are directly interconnected, provides a high level of automation. All connected sensors

Like larger F-Series mills, WIRTGEN's new W 120 Fi features Mill Assist, WIRTGEN Performance Tracker and Level Pro Active — giving customers the benefits of high milling performance, maximum efficiency and clear documentation in a compact machine class.

and measured values are clearly displayed on the operating panel in order to make the work processes as efficient as possible. The system also offers many automatic and additional functions that make the operator's job easier, such as automatic lifting for driving over manhole covers.

Documenting actual milling work is easier with WIRTGEN Performance Tracker (WPT), which uses a laser scanner to precisely measure performance and volume. Operators can continuously track the most important information in real time on the control panel's display. After work, a report of performance and consumption data is automatically generated in Excel and PDF formats and emailed to the operator or other designated person.

"In addition to assistance systems, the W 120 Fi features a 65-degree swing conveyor for greater versatility in positioning trucks," said Chastain. "WIRTGEN built this with serviceability in mind by designing easy access to service points. The compact size makes it easily transportable and quick to set up. We encourage anyone considering a compact unit to contact their WIRTGEN dealer for additional information." ■



Tom Chastain,
milling product
manager,
WIRTGEN



Discover more



How to prepare for extreme weather events to help keep workers, property safe

Editor's Note: This article is excerpted from a longer blog. To read it in its entirety, visit <https://www.komatsu.com/en/blog/2022/extreme-weather-is-predicted-are-you-prepared/>.



There are apps for smartphones and tablets that can give workers the ability to track weather and plan for potential emergency situations.

Severe weather and natural disasters can strike anytime. Whether from climate change, natural weather patterns or other causes, their frequency has increased during the past two decades. Now more than ever, it's essential to be prepared and have plans in place that protect staff members and your valuable business assets in the event of extreme weather and/or natural disasters. Here are some tips for putting a good plan together.

Create an emergency response plan

Preplanning is a main factor in successful project completion, and it's also essential for responding to emergency situations, according to Troy Tepp, director of safety services with Sentry Insurance.

"Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans," said Tepp during a webinar for the Associated Equipment Distributors titled "Developing Your Emergency Response & Recovery Plans – Before They're Needed." "Thoughtful preplanning that addresses potential scenarios is vital."

As a starting point, Tepp suggested establishing goals and priorities.

"The top priority within any emergency response plan must be developing procedures that prioritize the protection of lives and the safety of your staff, customers and any other visitors to your facilities. Keep in mind, your procedures also need to account for employees outside of your fixed-base operations, such as field personnel, drivers and equipment operators."

In Jacksonville, Texas, WHM Construction Inc. uses technology to help protect personnel from severe weather.

"Watching the weather is essential because it can affect everything we do, but keeping our staff safe is of utmost importance," said Justin Holman, vice president. "We prepare by having apps on our smartphones that alert us if severe weather is imminent. If that's the case, everyone is instructed to get out of harm's way as safely and quickly as possible. After it's passed, we assess the situation and determine our next course of action."

Prioritize for your area(s)

Natural events such as tornadoes, fires, severe storms, hurricanes, ice and snow, and earthquakes are all considerations for weather plans. Prioritize those that are most prevalent and likely to occur in your area.

Tepp used a tornado as an example of how to align risk assessment with planning and awareness and stated, "If that is one of your foreseeable emergencies, begin to create a plan by identifying the alarms and alerts that identify those events. Then, you develop action that mitigates the risk, such as designating a shelter or shelters. You will also want to clearly identify them as such with signage, and train staff to know where shelters are located and that they should immediately proceed to the shelters if they hear the alarms. You also need to designate and train staff members to assist those with special needs. If personnel are off-site, have a communication plan to check on their safety and well-being."

When designing your response procedures, make sure they are specific. They should define roles and responsibilities as well as activate an assigned response team.





Severe weather such as thunderstorms can happen anywhere and at any time of the year. Having emergency plans and procedures in place can protect lives and property.

Kort Wittich, owner of Kort's Construction Services Inc. in Covington, La., knows that preparation for multiple scenarios is essential.

"We have a couple of major considerations in this region," said Wittich, who provides a diversified list of site construction offerings, mainly in the New Orleans metro area. "One is thunderstorms. We keep our eyes and ears open to the television and radio stations for forecasts and updates and base decisions from those, as well as looking at radar on our phones and watching the sky. If we determine that severe weather is coming, we pull personnel off-site, so they can get to safety.

"Unfortunately, hurricanes come with the territory, but unlike thunderstorms, which can pop up anytime, you generally have a few to several days' notice before a hurricane," said Wittich. "That gives us time to move assets out of areas where they may potentially be damaged and get them to a more secure location. Our goal is to do that in a safe manner as quickly as possible, so our staff also has time to prepare their homes and families."

Blue Mountain Minerals also faces multiple scenarios at its limestone quarry in Columbia, Calif., including fires.

"Like anyplace that's surrounded by timber and mountains, wildfires are more prevalent,"

added Richard Stringham, plant manager.

"We had one across the lake adjacent to our property last year, and we had to evacuate. Our plans definitely include that situation. We have roads besides our main road that lead out of the site for us to exit. Being in Northern California, there is less of a chance of an earthquake than in the southern part of the state, but the possibility is always there, so we are prepared for that too."

Communication remains key

To prepare effectively, create a business-recovery plan. According to Tepp, the plan should designate a pre-assigned business-recovery team. Other elements of the plan should include determining essential staff versus support staff, creating recovering operations, outlining IT needs, looking at communication considerations, preparing daily progress updates and phased recovery, testing, and training.

"Reporting the incident to your insurance carrier in a timely manner should be your first step [after an incident has occurred]," said Tepp. "The faster it's reported, the quicker an investigation can occur, and reimbursements can be made. Your team will oversee successful recovery by putting the plans in place that you developed to deal with emergency events." ■



If a weather event hits your business during work hours, there should be designated areas for workers to report to.

World of Asphalt's record number of attendees see machinery and technology designed for maximum paving, aggregate production

More than 11,000 people attended World of Asphalt 2022, breaking its previous attendance record. Industry professionals gathered at the sold-out Music City Center in Nashville to see equipment, meet old and new friends, and participate in educational sessions.

Komatsu featured multiple products during the three-day event, including a standard WA475-10 wheel loader and the yard loader version of the WA475-10 that features an added counterweight, a larger bore bucket cylinder and low-profile tires.

"The WA475-10 yard loader is great for moving loose or crushed material in applications such as charging an asphalt plant or loading out highway trucks," said Bruce Boebel, senior product manager for wheeled products, Komatsu. "The larger bucket cylinder and counterweight allow it to handle a larger bucket, so users get the benefit of moving more material faster. In addition to asphalt plants, it's great for work in cement batch plants, small quarries and operations that involve wood chips or mulch.

"With the Komatsu Hydraulic Mechanical Transmission (KHMT), the learning curve to operate the loader is much faster, which is great if you have less experienced operators," added Boebel. "You use only one pedal for most of the operation. You press it to go faster, and when you release it, the loader's dynamic braking automatically slows the machine down. The air-cooled

braking system maximizes brake life in load-and-carry applications."

Breakers to match applications

Komatsu also showcased some of its breakers at World of Asphalt, including the 4,035-pound hydraulic JTHB210G that delivers 4,500 pounds of impact and pairs with excavators ranging from 18 tons to 25 tons.

"The advantage of the JTHB210 is its simple design and low ownership costs," said Aaron Scarfia, regional manager, Komatsu North America Attachment Division. "It will withstand wear and tear in tough rock and concrete breaking applications."

Also on display was the fully variable JMHB230V breaker that works on excavators ranging from 18 tons to 35 tons. Scarfia said if you have a mixture of soft and hard rock, the JMHB230V with 5,000 pounds of impact force is likely the best choice.

"It's lighter weight, but delivers greater impact force," said Scarfia. "One of its greatest strengths is that it detects material hardness and automatically shifts the strike piston to match. It also helps reduce blank firing.

"We encourage anyone who does material breaking, whether in a quarry, on street and highway removal, or demolition, to consider a breaker," added Scarfia. "We have a broad size range to match machines and applications, and our dealers can help you determine which will be the most productive and efficient." ■



For more information on these and other products, visit www.komatsu.com.

At World of Asphalt 2022, a record-breaking number of attendees saw equipment and attachments used in asphalt and aggregate production, paving and more. Komatsu displayed its WA475-10 yard loader arrangement wheel loader and two breakers.



Precise control for the perfect crown

A 2D cross slope system on a motor grader allows operators to control the slope angle more easily for the entire length of the moldboard while effortlessly adjusting on the fly. That's why the system is a standard feature on Komatsu GD655-7 motor graders.

The operator controls the height of the moldboard by adjusting just one end while the 2D system automatically maintains the desired cross slope angle. This allows operators to focus more on the leading or trailing end of the blade and the machine's travel path. Automatic or manual mode can be set for either end of the moldboard.

With the 2D cross slope system, operator fatigue and stress can be reduced when making

precision passes. The system also allows for quick slope angle when cutting road crowns and shoulders. It works even if the machine is articulated and does not require daily recalibration.

Insider Tip: "The memory presets and the slope match features make it easy for the operator to quickly maintain slope angle when returning in the opposite direction," said Nathan Repp, product marketing manager, Komatsu. "One of the memory presets could be a mirror angle setting, and the slope match setting means that the operator can set the blade on an existing slope and use it as the base setting for the moldboard cross slope angle." ■



Genuine batteries for proven performance

If you're looking for a battery that's proven to perform under nearly all circumstances, Komatsu recommends its genuine Komatsu batteries for its machines. They undergo numerous quality-control checks and are manufactured to stand up to challenging conditions.

With proper maintenance, Komatsu batteries typically last three years or longer — even under rigorous demands. A wide range of 6- and 12-volt sizes are available, as well as less common types through Tractor & Equipment Company. Komatsu supports all batteries with its standard parts' warranty, which is one or two years depending on the part number.

Insider Tip: "If you think Komatsu genuine batteries are great in our machines, consider them for other uses," said Komatsu's Veronica

Vargas, product manager, parts. "They also power class 1 through class 8 on-highway trucks, boats, RVs, power sports products, golf carts and more." ■



Want to extend your PC360LC-10's service life?

Remanufactured engines can provide significant up-front cost savings compared to new ones. A Komatsu Genuine Reman engine also helps maximize the life of your equipment.

Komatsu now offers a completely remanufactured engine for its popular PC360LC-10 excavator. This valuable option comes with a standard one-year, unlimited-hours warranty. A four-year, 10,000-hour Komatsu Genuine Reman

Component Quality Assurance warranty is also available.

Insider Tip: "This is a fully remanufactured engine designed specifically to fit in the PC360LC-10," said Komatsu's Goran Zeravica, senior product manager for reman. "It is available by contacting your local Komatsu distributor, and we recommend installation by their highly skilled and trained technicians." ■



Get impactful visual analyses of telematics data from your mixed fleet in one convenient location with My Komatsu



Michael Carranza,
manager,
digital experience,
Komatsu

Simple steps to add non-Komatsu machines to My Komatsu

1. Get credentials from your OEM representative
2. Log into your My Komatsu account
3. Click on the My Fleet page
4. Enter your credentials under Manage Other OEM
5. Test the connection
6. Monitor your mixed fleet

"The information will show up the next morning, and you can start collecting data and utilizing the benefits of having all that key information in My Komatsu," said Komatsu's Michael Carranza, manager, digital experience.

My Komatsu now lets you access telematics data from Komatsu and non-Komatsu machines. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production," said Komatsu's Michael Carranza, manager, digital experience.



To get the most value from your telematics data, you need an efficient way to interpret it. What if you could monitor the health of your entire mixed-equipment fleet from one dashboard, receive maintenance alerts on your phone, and order parts without searching through manuals?

With Komatsu's comprehensive digital hub, My Komatsu, you get easy-to-interpret visual analyses of data collected from numerous sources displayed on easy-to-read dashboards. My Komatsu can pull data from Komtrax and ISO API 15143-3 (AEMP 2.0) data from other OEMs (original equipment manufacturers). It can also provide powerful analytics to help you manage your fleet and drive your business without managing multiple IDs and passwords.

The system has been designed to make it easy to collect, visualize and monitor telematics data from Komatsu and non-Komatsu machines.

You can:

- Quickly view and manage data on one dashboard
- Receive maintenance alerts and order parts
- Troubleshoot to help minimize downtime
- Monitor for theft and unauthorized use
- Benchmark machine performance
- Track fuel consumption and manage fuel efficiency
- Access data anytime

"This allows customers to add telematics data from any manufacturer who is compliant with the ISO standard and see all their assets in one convenient place," said Komatsu's Michael Carranza, manager, digital experience. "There are up to 25 key data points available such as location, hours, fuel consumption, idle time and production. My Komatsu is complimentary and so is access to this valuable data from other OEMs through My Komatsu. We recommend contacting your Komatsu dealer for assistance." ■



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