



TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

A publication for and about our customers in AL, FL & GA • 2009 No. 1

Featured in this issue:

TRITT CONTRACTING

**This full-service Georgia
site-development contractor
came to the business naturally**

See article inside . . .



KOMATSU

Colt Tritt,
Owner



A MESSAGE FROM THE PRESIDENT



Dan Stracener



Dear Equipment User:

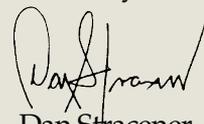
We're looking forward to the new year with optimism that construction will rebound. One reason we're hopeful is because of the recently approved economic stimulus package, which includes an estimated \$130 billion in construction-related spending.

No matter the conditions in the construction industry, we should all look for ways to be more efficient in our equipment use. That means using quality machinery that helps you produce more in less time with decreased fuel consumption and emissions. Komatsu has a full line of construction, utility, mining and forestry equipment that meets those standards.

You can find out about some of those products in this issue of *Tractor Times*. Among them are innovative machines, such as Komatsu's largest utility excavator, the PC88MR-8; the PC200LC-8 excavator with thumb spec; and D31 and D37 dozers, which now feature the super-slant nose design. If it's mining equipment you're interested in, check out the MINExpo article to see products that have made Komatsu the leader in mining machinery.

If you need more information on any of these products, or if we can help you with any of your service needs, don't hesitate to contact us. We're here to help you in any way we can.

Sincerely,



Dan Stracener
President





TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

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See how a passion for the business has led to success for this Georgia site-development contractor.

VANTAGE CONSTRUCTION

Providing customers with value has helped this site-prep arm for Fyffe Construction stay busy.

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Check out the photos from Komatsu's recent Demo Days where participants operated equipment and toured the Chattanooga Manufacturing Operation.

INVESTING IN THE PRESENT AND THE FUTURE

The \$787 billion American Recovery and Reinvestment Act was signed into law in mid-February. See how infrastructure spending is a crucial element of this economic stimulus plan.

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DESIGN INNOVATION

Komatsu is at the forefront of design innovation with its award-winning super-slant design and other improvements to its D31 and D37 dozers.

PRODUCT NEWS

Read how the new PC200LC-8 Thumb Spec excavator offers greater lift capacity and stability in a variety of applications.

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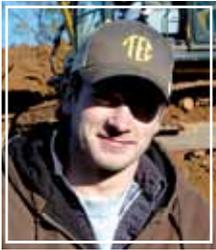
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TRITT CONTRACTING

This full-service Georgia site-development contractor came to the business naturally



Colt Tritt,
Owner

There was never any question about what Colt Tritt would do with his life.

“My dad had a grading company and I worked for him while I was growing up,” Tritt recalled. “As soon as I graduated high school in 2000, I started my own grading company. Then I decided to go to college, so I more or less put the business on hold for a couple of years. After college, I started it back up again full time and have never looked back.”

When Tritt started the company, which was originally called Colt Tritt Enterprises, it consisted of him, a single-axle dump truck and a small skid steer loader. “As I started getting more work, I bought a loader and hired one guy,” he explained. “Then I got more work and bought another loader and hired another guy. It just grew from there.”

Today Tritt Contracting, Inc. (Tritt changed the name of the company in 2005), based in Jasper, Ga., has about three dozen employees. The company offers complete site-work packages throughout the Atlanta metro area and beyond.

Tritt Contracting crews did all the site work at Bridgemill Commons, a retail center in Canton, Ga.

“We primarily do municipal pipe work and sewer and water for government agencies. We also do commercial sites, such as retail centers and strip malls,” Tritt noted. “We can do all the clearing, pipe work and grading in-house. We also take on the paving and concrete. Although I sub out that work, it’s to companies that do a lot of jobs with us, so it’s like they’re part of our company too.”

Tritt Contracting also does public work, such as sewer or water-line reconstruction or new installation.

One-stop shop

The fact that Tritt Contracting handles all aspects of a job for the owner or developer is definitely one of its strengths.

“We do everything for our customer and do it all, basically, under one roof as a one-stop shop,” said Tritt. “I think that’s one of the big reasons developers want us to work for them. They only have to deal with one person, which is me, and I’m pretty easy to get along with.”

“Also, if a problem does crop up, I’m easy to reach and willing to do whatever it takes to get things moving again,” he added. “For example, on a job earlier this year there was an issue over a traffic lane, so I called the inspectors and some county officials and got everybody together at the job. We drew up the changes right there on site, got them approved by the engineer and the county, and we were able to keep working rather than shutting down the job for a period of time. That’s the type of value we routinely try to bring to the job for our clients.”

Valued employees

While Tritt always knew he’d have a construction company, he didn’t expect to have as much early success as he’s had.





Tritt Contracting owns four Komatsu hydraulic excavators including this PC270LC-7. "My introduction to Komatsu equipment was when I demo'd a used PC270 a few years ago," said Owner Colt Tritt. "I've been sold on them ever since. I think they're faster and smoother than other excavators."

"I can't say I expected to have 36 employees and even more pieces of equipment after being in business just four years," he admits. "We just try to take good care of our customers — give them a good job at a fair price with no hassles. I guess they appreciate that because it's paid off with many repeat customers."

Tritt credits his employees for much of the company's success.

"We definitely have some good hands, guys who know what they're doing and are willing to work hard. I try to keep at least five jobs going most of the time, and they could be from north Georgia, to Alabama, to south of Atlanta, so we need a lot of good people when we get spread out like that. I try to get to all the jobs every day, but I definitely need people I can count on in my absence and I believe we have those people."

Tritt's brother Troy works with him as an estimator. Greg Bowen is a key foreman. Randy Stanley is a mechanic who handles minor repairs and maintenance.

Fast, powerful equipment

About three years ago, Tritt was doing a job for a church in his hometown of Jasper and needed about a 30-ton hydraulic excavator. He had never run a Komatsu, but he knew about Tractor & Equipment Company in nearby Calhoun, so he called and asked if he could demo a PC270.



"They brought me out a used one and I ran it for a few days and really liked it, but I decided I wanted a brand-new one instead. That was my introduction to Komatsu equipment and TEC and I've been pretty much sold on them ever since."

Today, in addition to the PC270LC-7, Tritt Contracting also has two PC300LC-7s, three D41 dozers, a PC50 compact excavator, and a WA250PT wheel loader from TEC and PSSR Greg Farr.

This Tritt Contracting operator used one of the company's D41 dozers to walk an incline, compacting soil at the Bridgemill Commons job in Canton.

Continued . . .



Road work may be next for Tritt Contracting

... continued

"I think Komatsu machines are great," said Tritt. "The excavators are fast and I think they're smoother than other excavators. And I really like our D41 dozers. They're very powerful and can really push a lot for their size."

A dealer he can count on

While Tritt is sold on Komatsu equipment, he's also very pleased with the support he gets from Tractor & Equipment Company.

"The service from TEC is the best — period," said Tritt. "If I need something, all I have to do is call the Calhoun branch or call Greg, and they're on it. If it's important and I need it right away, they take care of me right away. If I need a part and they don't have it right

Colt Tritt (left) works closely with TEC PSSR Greg Farr. "The service I get from TEC is the best — period," said Tritt. "All I have to do is call the Calhoun branch or call Greg and they're on it right away. TEC goes above and beyond for me, and I appreciate it."



This Tritt Contracting operator used a Komatsu PC300 to lower a piece of pipe to tie into an existing sewer manhole at Bridgemill Commons in Canton.



at that moment, they'll take it off one of their machines to put it on mine so I can get back up and running. That kind of service means everything to me."

Beyond the rapid response, Tritt says his relationship with TEC brings him peace of mind.

"Just knowing that they're going to support me if I need it is worth a lot to me. I probably talk to Greg every couple of days, and their parts man in Calhoun, Andy Worley, stops by the office or jobsite periodically just to see how things are going — to make sure everything's okay.

"Some of the other companies I've dealt with around here, their attitude seems to be, we'll get to you when we can — and it may well be a couple of days," Tritt added. "TEC, on the other hand, jumps on any problem right away. When your dealer has your back like that, it's a big relief. TEC goes above and beyond for me, and I appreciate it."

Still growing

Tritt says he's proud of all the jobs his company has done. He singled out its work for the Pickens County High School addition, which included clearing about six acres and moving about 60,000 yards of dirt, adding a third lane to a mile and a half of road, and doing paving, curb work and retaining walls. He also cited the Preston Ridge Medical Center in Alpharetta as a recent signature job.

"I love driving by jobs that we've done after they're completed," said Tritt. "We take a piece of raw ground and turn it into something useful that people appreciate. There's the green grass, the white stripes on the parking lot, the curbs are clean and pretty. There's just a tremendous amount of satisfaction for me doing this type of work."

Despite the success he's already had, Tritt says he's not done. His goal is to keep growing, and he has big aspirations.

"I would love to be a large road builder. Atlanta has several of the leading highway contractors in the south. If we could someday join their ranks, that would be a major accomplishment. We're already starting to do some small road jobs. We'll see where that leads us." ■



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VANTAGE CONSTRUCTION

Longtime Alabama builder Fyffe Construction forms Vantage as a site-prep company

Vantage Construction is the site-development arm of the longtime northeastern Alabama builder, Fyffe Construction. Located in Fyffe, Ala., Fyffe Construction was founded in 1971 by Lowell Barron Sr., who in 1983 became state Sen. Barron by waging the first successful write-in campaign in the history of the Alabama legislature.

After Sen. Barron's election, Fyffe Construction slowed its construction activities considerably, focusing instead on property management. But in the mid-'90s, Sen. Barron's son, Lowell Ray Barron II, took over the company and began to once again emphasize construction, specifically building affordable housing and hotels. Last year, the younger Barron formed Vantage Construction to do earthwork and utilities, not just for Fyffe projects, but also for other contractors and developers.

Today, Vantage employs about 15 people during its busy season and does jobs throughout Alabama, Georgia and South Carolina. In addition to Lowell Ray Barron

II, key personnel include Fyffe Construction Vice President Coy Murray and Operations Manager Kevin Sawyer.

"One of Fyffe's specialties is providing affordable housing — much of it for senior citizens," said Vantage's Sawyer. "At Vantage, we do most, if not all, of Fyffe's site work, which includes a lot of apartment complexes and subdivisions, as well as commercial properties such as hotels and restaurants.

"Our goal is complete customer satisfaction which earns us repeat business, whether it's from Fyffe or any other company we're working for," he added. "We don't mind traveling. We've worked throughout the Southeast. Thus far, all of our work has been on the private side, but down the road, I think we're also going to begin bidding municipal water and sewer jobs in the public sector."

A quality job at a fair price

Whether it's a hotel in Huntsville, Ala., a multistory senior-living facility in Milledgeville, Ga., or renovation of an apartment complex in Duncan, S.C., — all of which are recent Fyffe jobs — the company emphasizes doing quality work, on time and on budget.

"Fyffe Construction has built its business one job at a time and has earned an outstanding reputation that has kept it very busy in recent years," said Sawyer. "At Vantage, we intend to operate the same way, which means giving customers value — a good job at a fair price."

Fyffe and Vantage rely on a talented and trusted work force to deliver such cost-effective projects.

"Because we're on the road a lot, we count on our guys to be able to work without much

This Vantage Construction operator uses a Komatsu WA250PZ at a job in Ft. Payne, Ala.



supervision,” said Sawyer. “Overall, our team is very self-motivated and our crews do a great job of taking care of business at home or on the road.”

Reliable equipment and support

To help Vantage do its site work packages in an efficient and cost-effective manner, the company has turned to Tractor & Equipment Company for several machines. Among the most recent are two Komatsu units — a WA250PZ-6 wheel loader and a D51PX-22 dozer — as well as a PC200LC-7 hydraulic excavator.

“Komatsu makes good equipment,” said Sawyer. “We’ve been pleased with all our Komatsu units. The D51 dozer is truly in a class by itself. We familiarized ourselves with the D51 and the WA250 during a trip to the Komatsu Training Center in Georgia. Being able to get on the machines and operate them at the proving grounds was very beneficial. It was there that our operators discovered they really liked some of the Komatsu features.”

Equally important to Sawyer is the support Vantage gets from TEC and Decatur branch Sales Representative Dwight Swaim.

“Dwight and everybody at Tractor & Equipment are great to work with. They put together an excellent financial package that allowed us to acquire the equipment. They service us well. And because we do a lot of work throughout Alabama and Georgia, it’s nice to know that TEC has branches all across the two states. If we have any issues, they come whenever and wherever we need them.”

Optimistic about the future

Looking to the future, Sawyer says he’s optimistic that Vantage Construction will be able to grow, despite some concerns about the general economy.

“The government seems to understand that economic stimulus is needed and that infrastructure construction can be an important part of that. If we slow down with private site work, we hope to more than make up for that in municipal sewer and water work. We have very talented crews who can step right in and do that work successfully so we’re looking forward to it.



A D51 dozer (above) and PC200LC-7 hydraulic excavator (below) work to clear a site. “The Komatsu D51 dozer is in a class by itself,” said Vantage Construction’s Kevin Sawyer. “We’ve been pleased with all of our Komatsu machines.”



Tractor & Equipment Company Sales Rep Dwight Swaim (left) works closely with Vantage Construction’s Kevin Sawyer. “Dwight and everybody at Tractor & Equipment are great to work with,” said Sawyer. “They’ve taken very good care of us.”

“There are always going to be challenges involved in construction work,” he added. “As long as we continue to work with our clients and consistently deliver on-time, on-budget, quality projects for them, we believe we’ll stay strong and be in a good position to grow when the economy turns up again.” ■



FIELD NOTES

TEST DRIVE

Demo Days attendees operate Komatsu equipment, take advantage of CMO tour

Equipment users from around the country got a close look and a chance to demonstrate machinery at Komatsu's most recent Demo Days at the Komatsu Training and Demonstration Center in Cartersville, Ga. Among the units

Demo Days attendees listen to a brief presentation at the Komatsu Training and Demonstration Center in Cartersville, Ga.



Many of those attending Demo Days also took a guided tour of Komatsu's Chattanooga Manufacturing Operation, where excavators and articulated trucks are made.



Demo Days featured a wide array of Komatsu equipment.



highlighted were the PC200LC-8 excavator with thumb spec and the new D275AX-5 dozer with the patented Sigma blade.

Additional machinery included the award-winning D51-22 dozer and its smaller counterparts, the D39-22, D37-22 and the D31-22. All are available with KOMTRAX, Komatsu's remote machine-monitoring system, which customers could learn more about during the event. They also had the opportunity to tour Komatsu's Chattanooga Manufacturing Operation (CMO), where some of the excavators and articulated dump trucks on display at Demo Days are made.

Also on site were a wide range of the latest excavator and wheel loader models, as well articulated and rigid-frame trucks, rubber-tire skid steers and compact track loaders, a GD655-3 motor grader and a BR580JG mobile crusher.

For more information on Komatsu equipment, call your sales representative or visit our nearest branch location. In many cases, if you'd like to try something out, we'll be able to set up a demo for you. ■

Komatsu personnel were on hand to answer questions about all the machinery, which equipment users could demonstrate.





(L-R) TEC Savannah Branch Manager Frank Dabbs, Ellis Wood Contracting Owner Ellis Wood and TEC Sales Rep Autrey McMillan



(L-R) Blair Construction Co-Owners Roy Mutmer and William Mutmer are with TEC Sales Rep John McMahon



(L-R) KC Sanders, Ricky Isbell and Darren Isbell, all of Isbell Construction



U.S. Steel Mobile Equipment Fleet Maintenance Manager Scott Naugher (left) and engineering employee Rick Shrader



TEC Sales Rep Robert Boehme (left) and Baxter Company Consultant David Muncher



Cherokee Pipeline VP Paul Bowman (left) and Operator Richard Emmett



Easterwood Excavating Owner Craig Easterwood (left) and TEC Sales Rep Todd Bigbee



Chemical Lime Production Supervisor James Brasher (left) and TEC Sales Rep Mike Holloman

INVESTING IN THE PRESENT AND THE FUTURE

STIMULUS PASSED

Infrastructure spending is a crucial element of the recovery plan

The American Recovery and Reinvestment Act, more commonly known as the economic stimulus package, was passed and signed into law in mid-February. The total cost of the package is estimated at \$787 billion dollars.

“The goal at the heart of this plan is to create jobs,” said President Barack Obama. “Not just any jobs, but jobs doing the work America needs done: repairing our infrastructure, modernizing our schools and hospitals, and promoting the clean, alternative energy

Infrastructure spending for items such as new utilities is a centerpiece of the new economic stimulus package.



sources that will help us finally declare independence from foreign oil.”

Of course, the \$64,000 question about this three-quarters-of-a-trillion-dollar plan is, will it succeed in its job-creation goal?

Where the money will go?

The stimulus package is a combination of direct spending, tax breaks and appropriations. Direct spending, which includes items such as higher unemployment benefits and food stamps, accounts for \$267 billion or about 34 percent of the total. Tax breaks for individuals and businesses total \$212 billion, about 27 percent of the total. The largest piece of the pie is appropriations spending, which comes in at more than \$308 billion or 39 percent of the total.

It's the appropriations spending that includes the infrastructure investments that are crucial to the construction industry. Total infrastructure spending will be about \$135 billion. If you're wondering what might be in it for you, take a look at how the Associated General Contractors of America (AGC) breaks down the act's infrastructure and public building investment provisions (see chart on next page).

According to the Congressional Budget Office (CBO), only about \$35 billion worth of stimulus appropriations will be spent by before Sept. 30, which is the end of FY 2009. The CBO estimates nearly \$111 billion will be spent in FY 2010.

The Obama administration estimates the stimulus package will create or save at least 3 million jobs. ■

**Transportation
Infrastructure (in billions) \$49.3 billion**

Highway and bridge construction	\$27.5
Surface transportation grants	\$1.5
Transit capital assistance	\$8.4
AMTRAK and intercity rail	\$1.3
High-speed rail corridors	\$8.0
Airport improvement grants	\$1.1
Facilities and equipment	\$0.2
TSA explosive detection systems	\$1.0
Coast Guard bridges	\$0.24
Assistance to small shipyards	\$0.1

**Building
infrastructure (in billions) \$29.5 billion**

GSA federal buildings and facilities	\$5.6
Military construction	\$2.8
DOD facilities renovations	\$4.2
DOD energy efficiency upgrades	\$0.12
VA major construction	\$1.0
Community Development Block Grants	\$1.0
Public housing capital fund	\$4.0
HOME investment partnerships	\$2.3
Native American housing	\$0.51
Lead paint removal	\$0.1
Rural community facilities	\$0.13
National Science Foundation facilities	\$0.4
USDA facilities	\$0.2
U.S. Geological Survey facilities	\$0.14
Social Security Administration facilities	\$0.5
BLM maint. and construction (M&C)	\$0.32
U.S. Fish & Wildlife (M&C)	\$0.28
National Park Service (M&C)	\$0.75
Forest Service maint. and facilities	\$0.65
Bureau of Indian Affairs facilities	\$0.5
Indian Health Service facilities	\$0.5
Community health centers	\$2.0
FEMA infrastructure grants	\$0.3
Fire station construction	\$0.21
State Department facilities	\$0.09
DHS headquarters consolidation	\$0.2
Ports of Entry construction	\$0.7

**Water & environmental
infrastructure (in billions) \$21.4 billion**

Clean water State Revolving Fund (SRF)	\$4.0
Drinking water SRF	\$2.0
USDA rural water and waste disposal	\$1.4
Corps of Engineers	\$4.6
Bureau of Reclamation	\$1.0
Watershed infrastructure	\$0.34
Int'l Boundary and Water Commission	\$0.22
Superfund hazardous waste cleanup	\$0.7
Leaking underground storage tanks	\$0.2
Nuclear waste cleanup	\$6.0
NOAA Environmental R and I	\$0.83
Brownfields cleanup	\$0.1



Other infrastructure \$0.15 billion

Workforce develop./safety \$4.7 billion

Energy & technology (in billions) \$29.8 billion

Wireless and broadband grants	\$7.2
Electricity grid	\$11.0
Weatherization assistance	\$5.0
State and local gov't energy grants	\$6.3
Diesel emissions reduction	\$0.3

Total infrastructure investment:

\$134.9 billion



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GUEST OPINION

POTENTIAL GOOD NEWS

Former NAHB Chief Economist says there may be light at the end of the housing tunnel soon

Congress should consider providing further “sorely needed” economic stimulus to encourage home ownership and limit foreclosure in order to pull the U.S. economy out of recession, according to David Seiders, who recently stepped down as Chief Economist for the National Association of Home Builders (NAHB). He spoke at the NAHB’s Construction Forecast Conference.

The steep decline in sales of new single-family homes should be coming to an end in 2009, Seiders said, setting the stage for “tepid” improvement in new residential construction later this year. However, he warned, that outcome has grown increasingly uncertain in light of the turmoil that has gripped world financial markets.

“Things are a lot worse than any of us had anticipated six months ago,” Seiders said, and the national housing market — which is the root cause of the collapse in confidence among lenders — has continued to spiral downward. “Risks are piling up on the down side. These are tough times, no question,” he said.

While remaining reasonably optimistic that a housing recovery is beginning to take shape, “The uncertainties out there are unprecedented,” Seiders observed, “and there is a growing risk that today’s major housing contraction could get even worse.”

On the brighter side, Seiders said that housing in the first half of 2009 should be helped by the \$7,500 tax credit available to first-time home buyers; legislative efforts to address foreclosures; the continuation of affordable mortgage rates; and the availability of fixed-rate mortgage financing through Fannie Mae, Freddie Mac, the Federal Housing

Administration and the Department of Veterans Affairs.

Restoring affordability

Citing an increase in pent-up demand for housing, he added that declines in home prices and increases in personal income have helped to restore housing affordability to the more normal levels that existed prior to the peak of the housing boom.

However, even as the demand for housing begins to grow, housing production will be constrained by tighter credit for the loans builders and developers need to break ground on new residential projects, he said. ■

Former NAHB Chief Economist David Seiders said the steep decline in sales of new homes should be coming to an end in 2009, setting the stage for “tepid” improvement in new residential construction later this year.



David Seiders,
former NAHB
Chief Economist





DOZERS

100% control

(productivity runs in this family)

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You're committed to getting things done on time and on budget, and you need dependable, hard-working machines to meet your deadlines day after day. The Komatsu D31, D37 and D39 dozers all feature the reliability and versatility that have made Komatsu the choice of owners and operators for years:

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DESIGN INNOVATION

NEW DOZERS

Award-winning super-slant design among improvements in D31, D37 models

The revolutionary design that made Komatsu's first super-slant dozer, the D51EX-22, an award winner is now available in the new D31 and D37 models. They are ideal for owners and operators looking for better visibility and performance in smaller-dozer applications.

Both new models, available in standard-track EX and wide-track PX versions, feature Komatsu's super-slant nose coupled with a new cab-forward design that puts the operator closer to the blade, while improving machine balance, ride and stability.

"Slanting the nose and moving operators forward allows them a better view all around, and especially gives them a great view of the material they're pushing," said Bruce Boebel, Komatsu Dozer Product Manager. "Cabs are larger than their predecessors, with more glass to enhance visibility, making the operator more efficient. Owners could put a new operator in these machines and be confident they'll learn how to run a dozer faster so they're productive more quickly.

"We didn't stop with improving the cab," he added. "The dozers are more durable with thick plate steel and rigid frames, and tracks are welded onto the frame, unlike most competitors, which have bolt-on track frames. Both have more horsepower than their predecessors, increasing pushing capabilities for better production and cost per yard. Couple that with new Tier 3 engines that reduce fuel consumption, and maintenance time, and they're among the most efficient dozers on the market."

Those attributes are helped by large power-angle-tilt blades that hold more material, especially useful in mass dozing. Each hydrostatic dozer has a steering system that provides smooth movement during

dozing, even in gradual turns. That also allows the operator to approach objects accurately in corner and sidewall operations.

By simply pushing a button, operators can select between variable and quick-shift speed control for maximum efficiency during fine or rough grading with optimal travel speeds to match job conditions and operator preferences. With variable speed, travel speed is adjusted through a range of 20 incremental speeds, while quick-shift allows operators to select three predetermined speed settings to match job conditions.

"All models come standard with KOMTRAX to help track utilization and maintenance," noted Boebel. "The D31 is great in residential applications and tight places for general finish work, and the D37 is a step up for those wanting a little bigger machine, but can't justify going to a larger D39. They're both great investments that will pay big dividends." ■



Bruce Boebel,
Komatsu Dozer
Product Manager

Brief Specs on Komatsu D31 and D37 Dozers

Model	Output	Operating weight	Blade capacity
D31EX-22	78 hp	18,056 lbs.	2.11 cu. yd.
D31PX-22	78 hp	18,827 lbs.	2.11 cu. yd.
D37EX-22	89 hp	18,298 lbs.	2.32 cu. yd.
D37PX-22	89 hp	19,070 lbs.	2.55 cu. yd.

Komatsu's award-winning, super-slant nose design, is now available in its new D31 and D37 models. Also available in D39 and D51 models, it allows operators a better view of the blade for increased efficiency.



PRODUCT NEWS

ADDED VALUE

PC200LC-8 Thumb Spec excavator offers greater lift capacity and stability



Armando Najera,
Product Manager
Excavators

Komatsu's PC200LC-8 Thumb Spec excavator has the innovative features of its standard counterpart, plus a reinforced mainframe and additional counterweight for increased lifting capacity and stability when working with heavy loads at maximum reach.

When Komatsu designed its PC200LC-8 Thumb Spec excavator, it kept all the same innovative attributes of its PC200LC-8 counterpart and beefed up the counterweight to 11,113 pounds. The result was a 20-percent increase in lifting capacity compared to the standard PC200LC-8 and increased stability when working with heavy loads at maximum reach.

"This is really a great machine for anyone who's working in conditions that warrant that extra lift and stability needed in applications such as digging trenches or setting pipe and structures," said Armando Najera, Product Manager Excavators. "The thumb and bucket, as well as attachment piping, can be factory installed. The PC200LC-8 Thumb Spec also has a heavy-duty arm for improved durability and increased support for thumb installation."

Also available for customers who require factory piping is an HD Spec (Heavy Duty) that includes an HD boom, HD revolving frame under covers and HD decals. The HD Spec is a setup that is suited for demolition-type work. Other major production numbers remain the

same for both the Thumb Spec and the HD Spec, with bucket capacity between 0.66 and 1.57 cubic yards and 148 net horsepower.

"Keeping those numbers consistent means the Thumb Spec machine will continue to be productive and fuel efficient, even while handling heavier work loads," said Najera. "The PC200LC-8 Thumb Spec has increased in popularity because of that. Contractors are seeing the benefit and asking for this machine."

Efficient features

Part of its popularity comes from the standard features, similar to its counterpart, that make it among the most productive in its size class, including low fuel consumption and emissions from a Komatsu turbocharged, aftercooled Tier 3 engine. Operators can maximize fuel efficiency by using the Economy mode (one of five available modes), and using the Eco-gauge for energy-saving operations. An extended idling caution helps operators remember to shut the machine down for fuel conservation.

Operators can set the modes using an easy-to-view, seven-inch LCD color monitor in the large, comfortable cab that has damper mounting for low noise and vibration. Extended replacement intervals for engine oil and filter and hydraulic filters means less downtime. Like all new Komatsu excavators, the PC200LC-8 Thumb Spec comes with Komatsu's KOMTRAX remote machine-monitoring system.

"Like the standard PC200LC-8, this is truly a great machine that can benefit almost anyone doing mass excavation, site preparation or utility installation. The Thumb Spec is not just for customers with machines that will use a thumb," said Najera. "If they need a little extra kick or additional stability, they should consider this machine. They'll definitely see the difference." ■

Brief Specs on Komatsu PC200LC-8 Thumb Spec Excavator

Model	Operating weight	Net hp	Bucket capacity
PC200LC Thumb Spec	51,199-53,115 lbs.	148 hp	0.66-1.57 cu. yd.



UTILITY PRODUCTS

EXPERIENCE PAYS OFF

Komatsu designs the ultimate eight-ton size class excavator

Komatsu recently introduced its new PC88MR-8 excavator to the North American market to much critical acclaim. There are a number of competitive units in its eight-ton size class, but the comparison ends there as side-by-side tests show that the PC88MR-8 offers more value from the start and can save more money throughout the life of the machine.

Before the test was conducted, Komatsu looked at 13 obvious areas of comparison, such as the manufacturer's own hydraulics and engine, short tail swing, fuel management features and number of working modes. In each case, the PC88MR-8 was equal to or better than the competitive model. Major areas where Komatsu stood out were working modes — the PC88MR-8 has five to maximize production and fuel economy — and fuel management features, such as auto-idle, eco gauge, Economy mode and excess idle alarm. The competition had only one mode, auto-idle.

After comparing the models, they were put to the test under controlled conditions at Komatsu's Training and Demonstration Center in Cartersville, Ga. Komatsu was the clear winner in several categories, including 15 percent faster cycle time in Production mode and nearly the same cycle time in Economy mode. The PC88MR-8 moved 6 percent more spoil per hour in the Working mode.

While the Komatsu PC88MR-8 moved more material, it used less fuel — 8 percent less in Power mode and a whopping 45 percent less in Economy mode. In the same mode, Komatsu was 22 percent more efficient in terms of cubic yards per gallon.

Continued . . .



In a side-by-side comparison, Komatsu's PC88MR-8 showed faster cycle times, moving 6 percent more spoil per hour in the Working Mode. In addition, it used less fuel, making it more efficient and productive than the competition.

PC88MR-8 offers higher productivity, lower cost

... continued

Adding to the PC88MR-8's productivity numbers is a quiet cab that's more comfortable for the operator. During the comparison, operators noted they could better hear the standard radio in the Komatsu, making for a more pleasant operating environment.

KOMTRAX saves money

In today's competitive environment, the availability of accurate operating information can improve the bottom line. Helping provide that accurate information is Komatsu's KOMTRAX system, standard on every new machine with five years of free communications. To put such a system on a machine using existing aftermarket offerings would cost well in excess of \$2,000.

Komatsu sampled the KOMTRAX information on several of its first PC88 models sold, and found the following information:

- Six of eight machines analyzed idled 50 percent of the time. That excessive idling wastes fuel, increases engine wear and adds unnecessary hours to the engine hour meter, which may affect machine resale value at trade-in time. The excess hours require more frequent maintenance resulting in higher costs. By knowing and managing engine idling time, owners can reduce maintenance costs and increase useful life and resale value.
- Those operators who idled the machine less, also used the Economy mode two-thirds of the time. Using the E mode and idling less saved nearly 60 percent in fuel consumption. Assuming a fuel price of \$3 per gallon, that equates to more than \$3,300 savings over the course of 1,000 hours of operation.

Higher resale value, peace of mind

The conclusion from Komatsu's testing and monitoring is that the PC88MR-8 is truly the ultimate eight-ton excavator. It gives owners more up-front at time of purchase and it keeps on giving with exclusive fuel-management features, five working modes to match machine performance to demand and the exclusive KOMTRAX machine-monitoring system that can enhance efficient, money-saving operation. Komatsu believes that the KOMTRAX history record will pay dividends at trade-in time with higher resale values.

For additional peace of mind, the PC88MR-8 comes with a standard three-year/3,000-hour warranty. ■

Komatsu PC88MR-8 Field Test Results

Truck Loading		PC88MR-8	Competitor
P Mode	Cycle time in seconds	12.31	14.17
E Mode	Cycle time in seconds	14.27	14.17

Komatsu had a 15% faster cycle time in Production Mode and nearly the same cycle time in Economy Mode.

Loading Amount		PC88MR-8	Competitor
P Mode	Cubic yards per hour	114.6	107.4

Komatsu moved 6.2% more spoil.

Fuel Consumption		PC88MR-8	Competitor
P Mode	Gallons per hour	2.74	2.96
E Mode	Gallons per hour	2.04	2.96

Komatsu used 8.1% less fuel in P Mode and 45.1% less in E Mode.

Fuel Efficiency		PC88MR-8	Competitor
P Mode	Cubic yards per gallon	41.9	36.3
E Mode	Cubic yards per gallon	46.9	has only one mode

Komatsu was more efficient by as much as 22.6%.



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precision

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PC600LC-8 & HM300-2

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compatible

(it's the perfect working relationship)

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“Synergy” isn’t a word often associated with construction equipment, but it’s the perfect word to describe the Komatsu PC600LC-8 and HM300-2 working together... especially when the terrain is less than perfect. Both of these hard-working machines deliver:

- Rugged, dependable, go-anywhere productivity
- Tier-3 certified engines to meet emissions standards
- Advanced hydraulics for faster cycle times

If you want maximum efficiency—no matter how rough the terrain might be—put this pair to work. At the end of the day, you’ll see the results from machines that are...

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MINING MACHINES

MINExpo REPORT

Komatsu showcases how equipment and technology work together for better production, management

When it comes to mining machines, Komatsu believes in “inventing the future” with innovative products designed to make the user more efficient, productive and profitable. It showcased the present and future of some of its largest production machinery with one of the show’s biggest displays at MINExpo in Las Vegas.

Highlighting the Komatsu display were two new electric mining trucks — the massive 960E-1 and the 860E-1KT — that provide optimal productivity and fuel efficiency. Topping 1 million pounds when fully loaded, the 960E-1 is now the largest in Komatsu’s full line of mining trucks with a 360-ton payload. Hauling that massive amount of material is no problem for the 960E-1 and its 3,346-horsepower Komatsu engine, which uses a unique dual-stage, turbo air-handling system. It has the lowest brake-specific fuel consumption at rated horsepower for its size class.

“More than a decade ago, Komatsu was the first to introduce an AC drive system for ultra-class mining trucks,” said Don Lindell, Product Manager for Mining Trucks. “That experience, along with the more than 100 million operating hours logged overall for our electric trucks, clearly puts us in the lead with these new machines. Customer feedback was also a big influence driving our design criteria for these two new models. The result is a truck that’s unrivaled for productivity, efficiency and comfort in this size class. We took great care in manufacturing the truck to be rugged and dependable, even in the most demanding applications. There are significantly fewer bearings than on other trucks, so there are fewer wear components. We ultrasonically test every weld. It’s a very innovative product.”

Komatsu added innovation to the 280-ton-payload 860E-1KT (The K stands for

Komatsu drive and the T for Trolley) as well. The 2,700-horsepower, 16-cylinder, two-stage turbocharged diesel engine is not only powerful, but Tier 2 certified for lower environmental impact. With Komatsu’s factory-installed, trolley-capable option, the 860E-1KT can be utilized on either 1,600- or 1,800-volt lines for faster propulsion uphill while the engine reduces rpm, saving fuel and extending the life of the engine compared to a non-trolley truck.

Both trucks have ultra-quiet, dynamic retarding systems assisted by four-wheel, wet-disc brakes coupled with traction-control technology that provides excellent braking force, even in difficult road conditions.

“One of the advantages is that the operator can maintain a desired traveling speed,” said Lindell. “We also made the cabs in these machines larger with better visibility. An integrated electronic dash display allows the driver to more easily see and read the gauges as well as payload data.”

D475ASD-5 Tier 2 pushes more

Komatsu displayed the latest D475ASD-5 dozer with its Komatsu 890-horsepower Tier 2



Rich Smith,
Product Manager,
Mechanical
Drive Equipment



Don Lindell,
Product Manager,
Mining Trucks

Continued . . .

Komatsu had one of the largest displays at MINExpo, including a WA1200-3 wheel loader.



Innovation helps Komatsu remain a leader in mining machinery

... continued



Tom Stedman,
Product Marketing
Manager for
Mechanical Mining
Equipment

engine that works to help the 246,000-pound-plus machine push nearly 60 cubic yards of material with its Super Dozer blade.

"The D475ASD-5 Tier 2 is great for long, consistent pushes where operators can utilize all its horsepower," pointed out Rich Smith, Product Manager for Mechanical Drive Equipment. "It



A Komatsu 860E-1KT has 2,700 horsepower for moving mass amounts of material faster.



The D475ASD-5 Tier 2 dozer pushes nearly 60 cubic yards of material with its Super Dozer blade.

Komatsu's newest mining truck, the 960E-1, is also its largest with a payload of 360 tons.



uses a lockup torque converter that gets the engine's power to the tracks and down to the ground where it belongs. With the Super Dozer blade, it's about 15 percent more effective than a standard blade.

"That becomes even greater in uphill pushes," he added. "For instance, on a 12-percent or 15-percent grade, users may see 20 percent to 25 percent greater productivity advantages over a standard full-U blade. In addition, it offers greater travel speed while the engine kicks down in rpms, so it uses 3 percent to 5 percent less fuel than the competition. With today's fuel prices, that adds up significantly in a fleet of machines."

WA1200-3 leads the pack

Rounding out Komatsu's equipment offerings at MINExpo was its largest wheel loader, the WA1200-3. This machine has a 1,560-net-horsepower engine and a 26.2-cubic-yard bucket capacity in its standard configuration. An optional high-lift model provides an additional two and a half feet of reach.

The standard WA1200-3 is not only Komatsu's largest loader, but one of the world's largest at more than 452,000 pounds with a dumping clearance higher than 20 feet. It has more than 286,000 pounds of breakout force and 253,000 pounds of traction force. Steering is controlled by the Advanced Joystick Steering System (AJSS) with light, short strokes for perfect steering accuracy, and stopping is safe with closed, wet-disc brakes.

"Of the world's largest loaders, it gives the best advantage in tractive effort and digging power," said Tom Stedman, Product Marketing Manager for Mechanical Mining Equipment. "Komatsu loaders are well-known throughout the range of sizes for their powerful digging, breakout force, stability and outstanding tipping load weight and ratio, and we believe the WA1200-3 is unmatched in all these areas.

"The WA1200-3 has a wide range of applications," he added. "They are in use in all types of mines around the globe because they match up very well with our electric mining trucks. In addition, because of their stability, they make great load-and-carry machines for applications such as charging a hopper." ■



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KOMATSU'S "GREEN" COMMITMENT

VP says the company's efforts impact both the environment and customers' bottom line



Erik Wilde,
Vice President,
Product Marketing

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.

Erik Wilde has been with Komatsu more than a decade, the last five as Director and now Vice President of Product Marketing.

"One of my primary missions is to help our product managers and distributors get the message out about how our products can make our customers more efficient and productive at the same time," said Wilde. "Komatsu has done that in several ways that not only improve machine and operator performance, but reduce fuel consumption and harmful emissions. We believe we're the most environmentally friendly equipment company in the market."

Wilde has seen several of the changes that have led to better owning and operating costs since he joined Komatsu in 1997 as a Warranty Coordinator and Assistant Service Engineer for mining dozers. He was with the Mining Division nearly four years before moving into the Construction Division as Product Manager of hydraulic excavators. He completed an MBA in Marketing in 2003, which led to his position as Director of Product Marketing later that year.

A San Francisco Bay-area native, Wilde has adapted well to the Midwest as he's based at Komatsu's Corporate Headquarters in Rolling Meadows, Ill. He and his wife have three children under age 10 who keep them busy with various activities.

QUESTION: Komatsu has introduced a large number of new machines in the past few years. What's changed and why?

ANSWER: In the past three years, Komatsu has redesigned or replaced nearly 95 percent of its vast equipment offerings, some as a result of increased governmental standards, but just as importantly, because we've listened to our customers' desires for improved technology, better parts availability and other improvements that benefit their businesses' bottom lines. From the governmental standpoint, nearly every machine in Komatsu's lineup has a Tier 3 or EPA-compliant engine. With the Tier 3 engines, we not only meet governmental standards for reduced emissions, but we often exceed them. At the same time, we reduced fuel consumption and increased service intervals, both of which add up to more efficiency and cost savings. We simplified the machines for better operator efficiency and added items such as lock-up torque converters for better productivity. We're very proud of those achievements because they fit right in with our goal of being an environmentally friendly company with sustainable and "green" solutions as part of our corporate commitment.

QUESTION: What else has Komatsu done to go "green?"

ANSWER: Well in some sense, we believe we've always been the greenest equipment company in the marketplace, stretching back decades. All our equipment is designed and built to last. That means fewer machines being put out to pasture, so to speak. An example where we've extended life is in our new PLUS undercarriage on the D51, D61 and D65 machines, which doubles the

undercarriage life. But we all know that at some point, every machine outlives its useful life and will be taken out of service. Komatsu designs machines that are virtually 100-percent recyclable, from the steel to the plastic to the glass. We use recycled materials in their initial production. That way, there's less waste and more reusable material that can go into making future products.

Komatsu continues to implement green practices in its manufacturing operations. It's adopted an Earth Environmental Charter that lays out our principles and activities for a green and sustainable company. All our plants are near-zero-waste facilities, so that every material that comes in is used or reused in some way. Waste oil is recaptured and used for heating. We've adopted new painting practices that cut waste and environmental impact, while making our paint jobs better. In addition, we've strategically located our parts depots to be closer to our customers so less fuel is used to get parts to them quickly, and we've teamed with suppliers and carriers who are close to our manufacturing operations, so there are shorter shipping distances and less fuel burned in getting materials in and products out of our manufacturing facilities.

QUESTION: What are some ways Komatsu is working with equipment users on green practices?

ANSWER: Komatsu prides itself on being ahead of the technological curve. With our KOMTRAX monitoring system, which is free for five years and standard on most new machines, users can see how a machine is performing in various modes that Komatsu offers. It's widely believed that being in Power mode offers the best production. That's understandable, but our data show that in 70-plus percent of applications, they get the same productivity in the Economy mode at a lower cost. The benefits are less fuel used, less engine wear and more profit. Komatsu is also introducing a "Green Guide," which offers ways for equipment users to promote and implement green practices into their companies and run their machinery more efficiently. We're encouraging users to check it out online so they're not using paper. If



Utility machines, such as the CK30 compact track loader, were required to meet Tier 4 emission standards in 2008. Tier 4 is on the horizon for 175 horsepower and up machines in 2011 and 75 to 175 horsepower must be Tier 4 in 2012.



When Komatsu designed its Tier 3 engine machines, it not only lowered emissions, in many cases it increased horsepower and reduced fuel consumption, making them among the most productive and efficient machines in utility, construction and mining applications.

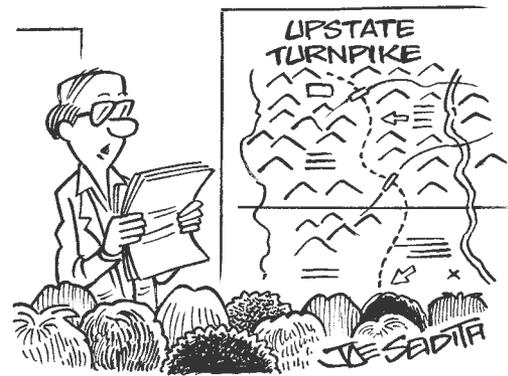
they want a paper copy, it will be printed on recycled paper using soy ink, which is much more environmentally friendly.

QUESTION: What else is on the horizon for Komatsu?

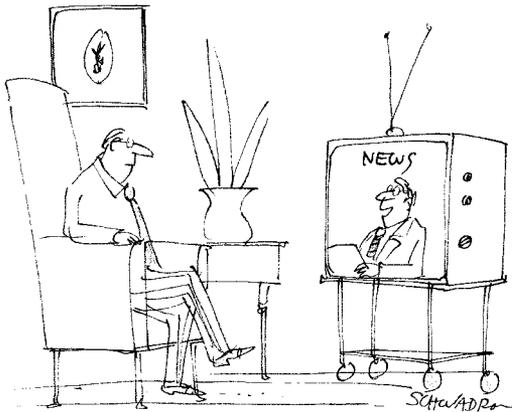
ANSWER: Our utility products already have interim Tier 4 engines and we're working to meet Tier 4 standards on time, or ahead of time, like we did with Tier 3 on the balance of the product line. Engines 175 horsepower and up are required to be Tier 4 compliant by 2011, 75 through 175 horsepower in 2012. Tier 4 standards reduce emissions even more, which further reduces environmental impact. As with our other products, we're working to further improve performance and efficiency on our Tier 4 machines, delivering more value for our customers. ■

SIDE TRACKS

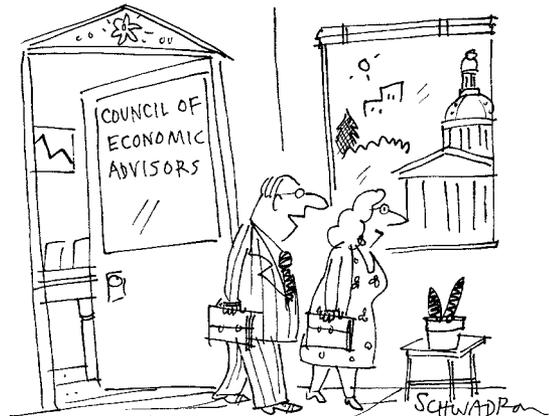
On the light side



"The good news is that we got the job ... the bad news is that they want us to loan them the money to pay for it."



"In local news, police seized 40 tons of smuggled asphalt worth an estimated street value of \$1.5 million ..."



"Just between you and me, we were counting on a big stock market rally, so Wall Street could bail out the government."

Did you know...

- Recycling one aluminum can saves enough energy to run a television for three hours.
- 80% of the earth's surface is water.
- A 'jiffy' is an actual unit of time for 1/100th of a second.
- Ten inches of snow equals one inch of rain in water content.
- The WD in WD-40 stands for Water Displacement. It was invented on the 40th try for a formula that worked.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. MAMRHE _____
2. ZRODE _____
3. MTCCOPA _____
4. IRPPAR _____
5. CRTENH _____
6. RPOATERO _____

UNDER THE HOOD

SAVINGS SOLUTIONS

Komatsu offers QuickEvac™ system designed to help reduce routine maintenance time

Komatsu has teamed up with RPM Industries to offer its QuickEvac™ prelubrication and oil evacuation system, which is designed to reduce the time it takes to perform routine oil and filter changes on equipment. The QuickEvac system is available as a factory-installed item or a retrofit kit available for virtually any piece of Komatsu equipment.

"It's an on-board engine maintenance system that offers several advantages over conventional oil changes, especially the speed at which a service can be performed," said John Bagdonas, Product Marketing Manager for Komatsu's Working Gear Group. "In many cases, oil and filter changes can be performed in a half hour or less compared to multiple hours on some machines. That's a significant time savings that equals more profit because the machine and operator are producing more. Technicians and mechanics can perform more services in less time because they don't have to crawl under or over a machine to deal with oil spills from plug removal and installation."

Technicians simply follow these six easy steps in the QuickEvac system:

- Purge lube filters of oil;
- Connect the service tool with quick-connect fittings and an electrical connection;
- Empty the sump directly into a waste container;
- Install dry oil filters;
- Refill the sump and oil filters with new oil;
- Disconnect the service tool and reconnect the Prelub™ line (technology that fully pressurizes the engine with oil before the engine cranks and prior to every start).

Study shows reduced engine wear

Time and money savings are only part of the equation. When coupled with Komatsu's fuel savings and lower emissions, the QuickEvac system further reduces environmental impact.

There's less chance of oil spills, and waste oil can be transferred directly to final containment without messy pans or cans. With the Prelub technology, there's no need to prime the filter with oil, reducing another contamination risk.

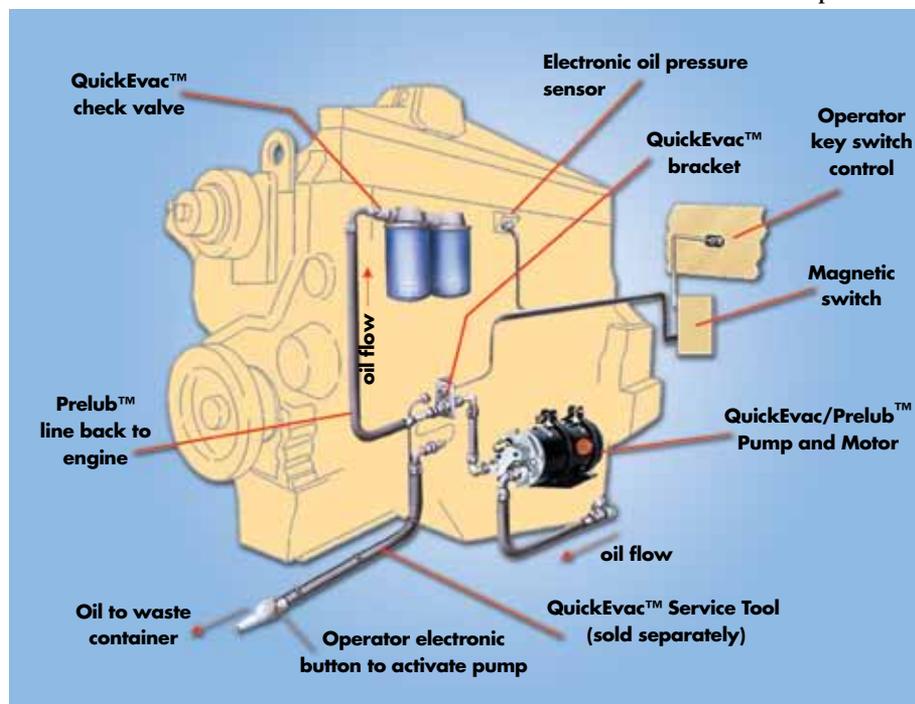
"QuickEvac is a very 'green' technology," said Bagdonas, who noted teaming up to offer QuickEvac is part of Komatsu's commitment toward one-stop shopping. "Installing the filters dry and using Prelub technology is not only environmentally sound, it could help the engine last longer. A recent study by Southwest Research Institute showed that engine prelubrication reduced wear an average of 68 percent. Of course, every situation is different, but increased component life and any savings on service costs and downtime mean more money in the owner's pocket."

To learn more about QuickEvac, contact Komatsu, your sales representative or our nearest branch location. ■



John Bagdonas,
Product Marketing
Manager,
Working Gear

The QuickEvac™ system is designed to reduce routine maintenance time as well as potential environmental impact.



SOUTHEAST CHEROKEE CONSTRUCTION

President of Wetumpka, Ala., company wins prestigious national award

Under Lynn Carter's guidance, Southeast Cherokee Construction has grown from a small 12-person road building firm into a full-service site development company with more than 70 employees. The company today does all types of heavy construction, as well as building construction.

Carter inherited Southeast Cherokee Construction (SCC) upon her mother's death in 1987 and became sole owner in 1992. She has overseen almost all the growth that's occurred at the company, which is headquartered in the small town of Wetumpka, just north of Montgomery. For her efforts, the U.S. Small Business Administration named Carter the 2008 Alabama Small Business Person of the Year.

A Tractor & Equipment Company customer, Carter said she was "shocked, but honored" to win the award, which recognizes outstanding

achievement in community service as well as in the business community.

"I love the construction industry and am very proud to be awarded such an honor," said Carter. "Of course, it's not just me alone. I really can't express my gratitude for the support and backing I've received from my family and from the entire SCC team. Our path to where we are today has not been an easy one, and it did not occur overnight."

Regional contractor

Much of SCC's work is in central Alabama, but the company also does a significant amount of federal work for the Department of Defense and the EPA in Florida and Georgia.

For succeeding in what is a male-dominated industry, Carter has earned the praise of many, including Tractor & Equipment Company Regional Manager Joe Patton. "I've worked with her on many occasions, and I can vouch that Lynn is the real deal," said Patton.

For her part, Carter says she's most proud of the way in which her company has achieved its success. "For us, it's important to do things the right way, which means being persistent, being determined, being true to your work, and most of all, being true to your word. From the beginning, our goal has been to develop long-term relationships by striving to consistently provide the highest quality work and service to our customers — and to always do so with integrity and character."

Winning the 2008 Alabama Small Business Person of the Year Award is a good indication that Carter and SCC have done just that. ■

Lynn Carter, Owner of Southeast Cherokee Construction in Wetumpka, Ala., was named U.S. Business Administration 2008 Alabama Small Business Person of the Year.



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