



Tractor Times

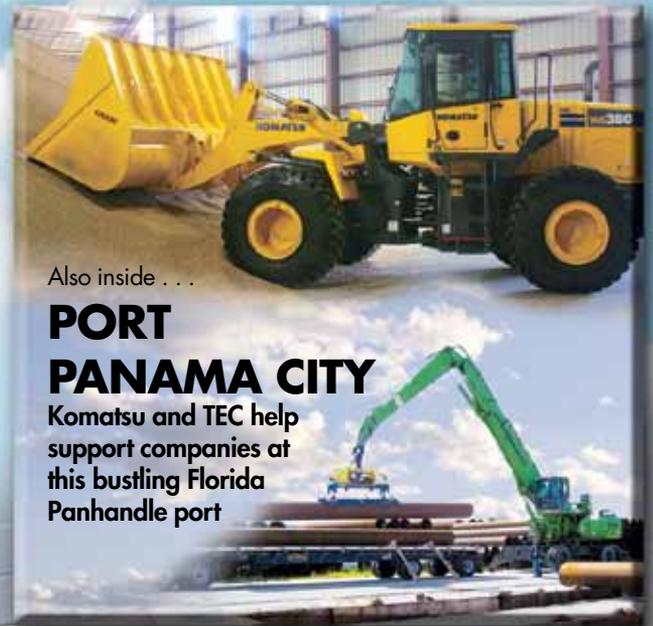
A publication for and about Tractor & Equipment Company customers

2010 No. 3

TRICK OR TREAT AT THE TRACK

The Komatsu/TEC-sponsored
No. 09 car debuts at Talladega

See article inside . . .



Also inside . . .

PORT PANAMA CITY

Komatsu and TEC help
support companies at
this bustling Florida
Panhandle port



KOMATSU

A MESSAGE FROM THE PRESIDENT



Dan Stracener



Dear Valued Customer:

Signs continue to point to a recovering economy and an increase in construction activity. It's been a long time coming, and we're optimistic the upward trend will continue. As it does, the need for machinery will increase. At TEC, we're ready to help you find the equipment you need, whether for purchase or rental.

We believe we represent the best manufacturers in the industry and are proud to be aligned with companies such as Komatsu, which sets the bar in terms of new construction equipment features that provide efficiency and productivity. In this issue of *Tractor Times*, read about how Komatsu is ramping up to bring those same attributes to Tier 4 engine standards, much of which go into effect January 1, 2011.

You'll also find articles on Komatsu's new D65 dozers and PC78US-8 excavator. Like other new Komatsu products, these are innovative machines designed to maximize productivity while at the same time, keeping your O&O costs in line. Some of you will look for financing to purchase these and other machines, and if that's the case, you'll be interested in the Komatsu & You feature that provides insight from Vice President & Treasurer Ben Norris on how Komatsu Financial can be of service to you.

We're always at your service as well. When you purchase or rent machinery from TEC, it comes with our pledge to stand behind it with well-trained and highly skilled technicians who can diagnose and fix issues, and perform routine service along with preventive maintenance. We also have the parts you need if you choose to service your equipment yourself.

Whatever your needs, please don't hesitate to call or stop by one of our locations.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dan Stracener', written over a light grey background.

Dan Stracener
President

**We have the
equipment
and service
you'll need**



Tractor Times

A publication for and about Tractor & Equipment Company customers
2010 No. 3

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MORE NEW PRODUCTS

See how Komatsu's new PC78US-8 compact excavators can benefit your operation in small and mid-size job applications.

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PORT PANAMA CITY

Komatsu and TEC help support companies at this bustling Florida Panhandle port

Thanks to Construction Equipment Guide for providing information and photos for this story.

What is now Port Panama City, Fla., was originally a World War II shipbuilding facility. Although industrial development of the port began in the mid-1950s, it didn't become a full-fledged port facility until 1967. Since then, it has grown substantially to become one of the Gulf Coast's leading import/export locations.

Berg Steel Pipe Corporation is one of the leading tenants at the port. The company manufactures custom steel pipe for the oil and gas industry and is one of the largest steel pipe producers in the country. SSA Gulf Terminals, another port tenant, loads European-bound ships with Green Circle BioEnergy wood pellets from nearby Cottondale, Fla.

This Berg Steel Pipe operator uses a SENNEBOGEN 850 M to load pipe on a truck at Port Panama City. "The SENNEBOGEN 850 M has improved our yard operation and made us more efficient," said Berg Purchasing Agent Gary Boczar.



Both Berg Steel Pipe and SSA Gulf Terminals rely on equipment from Tractor & Equipment Company to keep their Port Panama City operations running smoothly. Here's a look at some of those machines.

Berg Steel Pipe

Berg Steel Pipe has used Komatsu equipment from TEC for many years at Port Panama City. Recently, in an effort to streamline its pipe-handling operations, it added a SENNEBOGEN 850 M material handler to its fleet.

"We are constantly looking for improvement," said Berg Purchasing Manager Gary Boczar. "One issue centered around pipe storage. We wanted to be able to stack pipe higher in our yard to conserve space. The other issue involved eliminating a step in our truck-loading process. We were double-handling the pipe by taking it from our storage yard back into the plant to use a crane to load it into trucks. We did that because our yard excavator couldn't lift the pipe high enough or handle it carefully enough to load trucks. We wanted to be able to load trucks directly from our yard stockpile, which would save us time and money."

Upon the recommendation of TEC Panama City Branch Manager/Sales Rep Chuck Tibbets, Berg looked into and eventually purchased a SENNEBOGEN 850 M. At 125,000 pounds and 313 horsepower, the unit has the size and power to easily lift the steel pipe that Berg manufactures (up to 48-inch diameter, 80-feet long, 25,000 pounds). With its near 70-foot reach plus a hydraulic elevating and forward-moving cab, the 850 M also could stack the pipe higher and easily load trucks.

"By stacking the pipe higher, we've increased our yard capacity tremendously," said Boczar.

“By loading trucks in the yard, we’ve reduced time and expense compared with having to take the pipe back inside to load. Beyond that, because it has rubber tires, we’ve been able to pave our yard roadways, which allows us to move the unit around faster, which further speeds up storing and loading.

“Compared to other purpose-built machines like it, I’m very impressed with the quality of the SENNEBOGEN. I have a maintenance background and I can easily see the quality that goes into making the 850 M. SENNEBOGEN machines are made to last.”

Berg Steel Pipe has TEC do all the scheduled PM services. “They helped us with the setup. We trust TEC. They know the machines, and we know if we have problems, they’ll be here for us, but to this point, we really haven’t had any problems.”

Berg Steel Pipe currently has two SENNEBOGEN 850 Ms working at Port Panama City and a third unit at their facility in Mobile, Ala.

SSA Gulf Terminals

SSA Gulf Terminals at Port Panama City is a division of SSA Marine, which has operations in approximately 138 ports in seven countries. A couple of years ago, SSA Gulf Terminals was in need of some wheel loaders to help it improve productivity. The company handles wood pellets for Green Circle BioEnergy, which are shipped from the port to Europe.

SSA’s job is to take the wood pellets from a storage warehouse at the port and load them onto oceangoing vessels. In order to keep up with the Port Authority, which uses an automated rail dump system to get the pellets into the warehouse, SSA needs to load vessels at a rate of about 1,000 tons per hour.

“We checked out several brands of wheel loaders looking for the best value,” said Pat Downey, G.M. of Operations for SSA Gulf Terminals. “Berg Pipe is one of our vendors and they run some large Komatsu pieces. We talked to them and some other equipment users in the area who run Komatsu and they all said they were happy with their machines and with the service provided by Tractor &



SSA Gulf Terminals uses three Komatsu WA380 wheel loaders at its Port Panama City operations. “Our WA380s give us the cycle times we need to load ships quickly and efficiently,” said G.M. of Operations Pat Downey. “TEC in Panama City also does a good job of keeping the machines up and running.”

Equipment Company. In the end, we chose three Komatsu WA380 wheel loaders with 10-yard buckets.”

To reach the required 1,000 tons per hour, each machine has to be able to do 53 to 54 cycles per hour.

“That’s fast, but our WA380s do it routinely,” said Downey. “There are also times when we can only use two machines and we have to increase up to 68 cycles per hour. That’s approximately 850 metric tons per hour, and the Komatsus handle that well.

“The machines are now two years old and we’ve been very satisfied with them. We run them in a dusty environment but they’ve held up nicely. One reason is because we always keep up on the routine maintenance, but another is because we rotate them out of the warehouse every hour and a half to blow out the radiator and filters. We think that’s helped keep them running with minimal problems.”

Having machines like the WA380s that they can count on day-in and day-out is very important to SSA Gulf Terminals.

“It costs up to \$50,000 a day for a ship to be docked at our port, so it’s crucial for us to get that vessel out as quickly as possible,” said Downey. “We can’t afford to have a wheel loader down. Chuck Tibbets (Branch Manager) and his guys at TEC understand that and they do a good job of supporting us. In the two years we’ve had the WA380s, we’ve only had a couple of small issues. However, when we called about these issues, TEC responded the way we expect. They came right out and got us up and going.” ■



ROBINSON PAVING

Quality work is the calling card of this Columbus, Ga., turnkey, asphalt-paving company



Darrell Robinson,
Vice President



Jackie Robinson,
Vice President

When it comes to asphalt paving in and around Columbus, Ga., Robinson Paving and its sister company, Southern Asphalt, are unquestioned leaders. From just a handful of people back in 1971 when Clarence “Peewee” Robinson started the company, Robinson Paving has grown to employ more than 200 people today. The company has had a hand in most, if not all, of the major paving projects in the Columbus area during the past few decades.

“I think one of our strengths is that we do all aspects of our jobs in-house with our own personnel,” said Vice President Darrell Robinson. “We do the earthwork — the clearing, grading and drainage. For resurfacing jobs, we do our own milling. We make our own asphalt and lay our own asphalt. We also do concrete curb, gutter and sidewalks.”

“We’re a turnkey contractor,” added Vice President Jackie Robinson. “We take it from the very beginning and leave customers with a finished product. Whether it’s a four-lane

highway, a city street, a subdivision or a parking lot, we take a lot of pride in the quality of the work we do. We don’t leave a job unless it meets our expectations as well as the owner’s expectations.”

Jackie and Darrell are Peewee’s sons. At 71, Peewee remains President. He still comes to work every day and is involved in all major decisions but he’s turned much of the day-to-day operations over to Jackie, who oversees earthwork activities, and Darrell, who handles the paving and asphalt operations. In addition to Peewee, Jackie and Darrell, other Robinson Paving owners are Ken Powell, Robert Wolford and Peewee’s brother, Rainey Robinson.

“We’re a family business,” said Darrell. “We grew up around here and, compared to our top competition, we have a really strong connection to Columbus and this part of the state. People trust us to do the right thing. They know they’re never going to have to chase us down to finish a job or repair something that wasn’t right. We’ve been here all our lives. We all still spend most of our time out on jobs rather than behind a desk. To this day, my dad is almost always in coveralls. That’s just who we are and who we’ll always be.”

“We attribute our success to the good Lord,” said Jackie. “We try to do what’s right by everyone — our employees, our customers and the general public. Our philosophy is to treat people as we like to be treated, and that’s always paid off for us.”

Resurfacing projects

Robinson Paving runs four paving crews and 14 grading crews. Southern Asphalt owns three plants located in Fortson (Harris County), Rupert (Taylor County) and Talbotton (Talbot County), which allows it

Robinson Paving and its sister company, Southern Asphalt, have three plant locations, including this facility in Talbotton, where an operator uses a Komatsu PC300 to feed a Kleeman crusher.



to bid jobs within about a 50-mile radius of Columbus. Each plant has its own lab with a full-time quality-control specialist to ensure that mix specs are correct. The Fortson plant does most of Robinson Paving's private/commercial mixes. The other two plants do primarily DOT mix.

Most of the company's work load in recent years has centered around public jobs, such as state highway work, street work for the City of Columbus and other nearby municipalities, and paving-related projects for the federal government at Fort Benning.

"With the stimulus money that's out there, we've done a lot of resurfacing projects, including a contract for 120 city streets in Columbus," reported Darrell. "In the past, the city just kept adding asphalt, so today, some of the curbs have all but disappeared. With this contract, we're milling off all the old asphalt before resurfacing. And all that milled material comes back to our plant in Fortson where we recycle as much as 20 to 25 percent of it back into the mix."

"We almost always have something going on with the City of Columbus," said Jackie. "The same thing with Fort Benning. It's such a big base; there's always maintenance of some type needed. We've also done a lot of work through the years on highways around here that have been upgraded to four lanes such as U.S. 19 and State Route 96."

Valued work force

Robinson Paving relies on a veteran work force to accomplish jobs large and small, and represent the company in a positive way.

"The vast majority of our people are long-term employees," said Darrell. "They've either been with us many years, or they're going to be with us many years. We don't want much turnover. In fact, when we hire somebody, we tell them there's going to be a trial period where we're going to be checking them out and they can check us out, just to make sure we're a good fit for one another. If it is a good fit, we're going to do our best to keep an employee happy and keep him with us."

"The benefit of having employees stay with us for the long term is that they learn what we



Robinson Paving has had this Komatsu PC400LC-6 for many years. "It has more than 11,000 hours on it, but we still use it every day and it remains virtually trouble-free," said VP Darrrell Robinson.



This Robinson Paving operator uses a Komatsu WA450 to stockpile crushed rock at the Talbotton plant.

expect and learn to share our attitudes toward job quality and customer relationships," added Jackie. "Our employees are absolutely crucial — not just in the work they do, but in the way they represent us. We can't be on every job every hour of every day. We count on our people to treat the job they're on as if it's their own and, fortunately, we have many individuals who do just that. It's because of them that we have a good reputation and so many repeat customers."

Robinson Paving's growth has been gradual through the years, But Jackie says that doesn't mean it's been accidental. "It's always been part of the plan. The Columbus area has grown tremendously since we've been in business and we've been able to grow right along with it."

Reliable, productive equipment

Robinson Paving's large fleet of equipment includes Komatsu and Wirtgen Group machines from Tractor & Equipment Company.



To see Robinson Paving's machines in action, find this article in our online magazine at www.TECTractorTimes.com

Continued . . .

Robinson Paving focuses on quality

... continued

"We have a number of Komatsu pieces, including hydraulic excavators (two PC400s, a PC300HD and a PC270), two wheel loaders (WA450 and WA250) and a D65 dozer," listed Darrell. "I've been very pleased with our Komatsus. I especially have to brag about our oldest PC400, which has upward of 11,000 hours on it. It's been incredibly reliable. Now that we have a new PC400 for loading trucks, we've put the old one out with the crusher, but it continues to work all day, day-in and day-out, virtually trouble-free.

"We also have a Wirtgen W 1900 milling machine, which is our second Wirtgen miller, and it's top-of-the-line," he added. "Until this year, we contracted out our crushing, but as it was becoming a larger and larger part of what we do, we decided we should get our own crusher

and start doing it ourselves. We got a Kleeman crusher (part of the Wirtgen Group of products) specifically because of the success we had with the Wirtgen milling machines, and because of the support we receive from Wirtgen and TEC."

Robinson Paving has its own shop and team of mechanics, but also counts on Tractor & Equipment Company to provide backup support.

"They do a great job," confirmed Darrell. "Whenever we need them, they respond quickly. Our TEC salesman, Randy Holland, is excellent. He always gets back to me right away, and most of all, I know I can trust him. He's like us in that you can count on him to do what he says he's going to do and to stand behind his products and services."

Optimistic about the future

Despite the difficulties caused by the worldwide recession, Robinson Paving had fairly good years in both 2009 and 2010.

"Last year, we did around half a million tons of asphalt production and we're on track to do about the same amount this year," said Darrell. "On the asphalt side, we're booked almost solid through the end of the year. We think that's good in a struggling economy."

"Grading is still rather slow, but overall, I'd say we're optimistic about the future," added Jackie. "Our plan is to be here for many years and remain a tight-knit family business. Darrell and I are still young and we like what we do. Frankly, I think we both hope to still be doing it when we're dad's age, just like he's still doing it."

"The key for us down the road will be to continue to focus on quality," observed Darrell, who serves on the Board of the Georgia Highway Contractors Association and is also active with the Georgia Asphalt Paving Association. "No matter where I am, and no matter whether it's our job or somebody else's, I'm always judging asphalt work for smoothness, longevity and how it looks. We're not perfect, but as a whole, I'll be happy to have our work judged against anybody else's. And as long as we keep quality and customer satisfaction as our top priorities, we think our future will be just fine." ■

Tractor & Equipment Company Sales Rep Randy Holland (left) works closely with Robinson Paving personnel, including Plant Superintendent Randy Frazier.



This is Robinson Paving's second Wirtgen milling machine. "With all the rehab work out there, milling has become a common component of our jobs," said VP Darrell Robinson. "The W 1900 does an excellent job for us."





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LOOKING AHEAD

A BLUEPRINT FOR ECONOMIC GROWTH

AGC lays out a plan to “Build Now for the Future”

While there are sparks of an economic recovery, many believe it is tenuous and needs an added boost of both confidence and dollars to firmly take hold. That’s especially true in the construction industry, where investment spending has been dramatically lower in the past couple of years and unemployment is nearly double the national average.

While the American Recovery and Reinvestment Act, also known as the stimulus package, may have helped stave off an even worse crisis, there are those in the construction industry who believe it didn’t go far enough. They also think that while it had some short-term effect, it doesn’t address future construction or economic needs.

“The money (in the stimulus plan) will be invested over several years and much of it will be used to offset declining state and local investment,” said the Associated General Contractors (AGC) of America. “In other words, the stimulus is not enough to turn around a trillion-dollar industry.”

AGC’s plan calls for increased infrastructure investment, as a way to jump start not just construction, but the overall economy.

Industry groups are calling for increased investment in housing, infrastructure and transportation. AGC is leading the charge with its recently released “Build Now for the Future: A Blueprint for Economic Growth.” It’s a comprehensive approach to rebuilding a construction industry that’s seen more than 1 million workers unemployed and construction spending decline by \$193 billion last year compared to 2008, an 18-percent drop.

AGC’s blueprint lays out a case that rebuilding the construction industry will boost job creation and economic growth. The document asserts that construction and infrastructure investments enhance our ability to compete globally and construction investments help improve public health and protect the environment.

“This plan outlines a series of common-sense incentives, tax credits and policy changes designed to stimulate new private- and public-sector demand for construction,” said the AGC. “While these changes are critical to reversing the current crisis in the construction industry, they are also essential to rebuilding, expanding and sustaining the broader U.S. economy by raising tax revenue and creating a more efficient national infrastructure for the movement of goods and services.”

Three key areas

AGC’s plan hits three key areas, including rebuilding private construction that accounts for 70 percent of construction activity. To do this, the organization calls for net operating loss carryback, repeal of the alternative minimum tax, increased tax credits for energy efficiency and extending tax cuts to preserve private capital.

It also wants to eliminate disincentives on global investments in U.S. commercial real





estate, restore “Fast Track” trade promotion authority and remove trade barriers that inflate costs. Additionally, the plan calls for extending Term Asset Backed Securities Loan Facility, which allows private investment programs to fund construction projects, and extending first-time home buyers credit.

The second key area is boosting investments in infrastructure to provide industry stability and economic efficiency. AGC wants federal investments in transportation programs to double. Revenues would come from a transition to vehicle-miles tax, a right-size federal gas tax and encouragement of public-private partnerships. Further investment in federal buildings, clean-water programs, flood control, inland waterway navigation and establishment of a national infrastructure bank are necessary.

Further funding in this area could be possible from expanding and making permanent the Build America Bonds program and adding an exemption on construction from the private activity bond cap.

The third part of AGC’s plan calls for a revision of what it terms “restrictive policies and regulations” in order to speed construction and ease costly delays. It wants to streamline environmental reviews, accelerate licensing of new nuclear power plants and establish a multiyear capital budget for public works. The organization calls for a rejection of the Clean Water Restoration Act, but encourages green construction, avoiding



government-mandated labor agreements and rescinding Buy American requirements.

Significant return on investment

AGC believes the public will see a significant return on investment with its plan. By boosting economic activity, tax revenues will rise, offsetting some of the tax credit costs in the blueprint. By raising and modernizing user fees, establishing a Water Trust Fund and expanding public-private partnerships, revenues for infrastructure investment will rise. “The cost of inaction will be far greater than anything outlined in this plan,” said AGC.

“Every billion dollars invested in nonresidential road activity adds \$3.4 billion to the gross domestic product, increases personal earnings by \$1.1 billion and creates or sustains 28,500 jobs,” according to the group’s plan. “Almost 19,000 of those jobs would be in areas outside the immediate construction sector, including equipment manufacturing, materials supply, food service, health care and retail. In other words, the best way to generate new economic activity, increase employment across economic sectors and grow the economy is to rebuild demand for construction services.” ■

Boosting infrastructure investment would provide stability and efficiency, according to AGC’s plan.

“The plan outlines a series of common-sense incentives, tax credits and policy changes designed to stimulate new private- and public-sector demand for construction,” it said.

GUEST OPINION

LEGISLATION WEAKENS EFFORTS

AGC says proposed climate bill undermines efforts to build greener and make infrastructure more efficient



Stephen Sandherr,
CEO of AGC

Improving the efficiency of our built environment — including commercial buildings, transportation infrastructure and water systems — presents one of the greatest opportunities to reduce power consumption and cut greenhouse gas emissions. After all, the U.S. building inventory accounts for 35 percent of the nation’s manmade greenhouse-gas emissions and consumes 40 percent of the nation’s energy, while our aging and inefficient transportation network accounts for another 27 percent each of the energy consumption and greenhouse gas emissions.

Despite this tremendous opportunity, senators have proposed legislation that makes it harder to construct new, more energy-efficient buildings and factories, improve aging infrastructure and eliminate traffic congestion that wastes fuel and pollutes the environment. By allowing the EPA a virtually free hand to approve or deny construction and rehabilitation projects, the bill creates regulatory obstacles that will raise construction costs, delay projects and stifle demand. Worse, by taking funds raised through the proposal’s new transportation fees

and committing all but a small percentage of unrelated spending, the legislation leaves our aging and inefficient roads, airways and transit systems vastly underfunded.

The inevitable consequences of this bill are higher taxes, fewer jobs, and continued reliance on wasteful buildings, inefficient infrastructure and leaky water systems. Stifling economic growth and neglecting our primary environmental challenges is not an effective way to address climate change. Instead, Congress and the Administration should focus on the measures we identify in our “Building a Green Future” plan.

Our green construction plan identifies steps public officials, developers and the construction community must take to lessen the impact of our built environment. Measures in the plan include doubling existing energy-efficiency tax credits for commercial buildings; passing the Building Star program that invests \$6 billion in improving the efficiency of commercial buildings; and speeding review and boosting tax credits for green building projects.

The plan also calls for public building projects to incorporate state-of-the-art environmental solutions and for the federal government to make pragmatic investments in research and technology. It makes it easier to launch new transit projects, shifts cargo traffic to energy-efficient barges and accelerates federal approval for new transportation projects in congested corridors. And it calls for making the level of transportation investments virtually every expert agrees is needed to improve capacity and reduce traffic.

What the senators appear to have forgotten is that you can’t simply regulate a greener future, you have to build it. ■

Construction equipment, such as Komatsu’s revolutionary Hybrid PC200 excavator, can play a major role in reducing the impact construction has on the environment.



TAX ADVANTAGES RETURN

Jobs Act reinstates depreciation bonus and additional Sec. 179 expensing

The depreciation bonus and Sec. 179 expensing were reinstated when President Obama signed the Small Business Jobs Act in September. As before, the depreciation bonus is at 50 percent on new equipment purchases made in 2010 and is retroactive to the beginning of the year.

New equipment must be purchased and put into service this year in order to be eligible for the depreciation bonus. The depreciation bonus offers tax advantages to businesses purchasing tangible personal property, including construction, mining, forestry and agricultural equipment with a Modified Accelerated Cost Recovery System (MACRS) recovery period of 20 years or less.

Previously available as part of economic stimulus measures in 2008, the depreciation

bonus was further extended under the Economic Stimulus Package before being eliminated at the end of last year. It proved positive when in effect, according to a study by industry groups.

Sec. 179 expensing was popular as well, and its reinstatement runs through 2011. The Small Business Jobs Act doubled the previous expensing level to \$500,000 and the phase-out threshold to \$2 million. New and used equipment is eligible for the additional expensing.

The depreciation bonus and Sec. 179 expensing can be combined. For further information on how these advantages may help you, contact your sales representative or one of our branch locations. ■

New equipment purchased and put into service this year is eligible for the 50-percent depreciation bonus reinstated under the Small Business Jobs Act signed into law in September. The law also reinstates additional Sec. 179 expensing, with increased levels to \$500,000 and a \$2 million phase-out on new and used equipment. The depreciation bonus and Sec. 179 expensing can be combined.





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NEW PRODUCTS

NEW D65-16 DOZERS

A long list of new features, including 6-way and sigma blade options, adds to efficiency and lowers O&O costs

More dozing capacity and greater efficiency in a variety of applications are always an advantage. Komatsu's new D65-16 model dozers — EX, WX and PX — provide both, thanks to a long list of new features, including a Power Angle Tilt (PAT) blade and a fuel-efficient, 205-horsepower, Tier 3 engine.

Unavailable in some previous models, a six-way PAT blade can now be used on all new D65s. The hydraulic blade tilt, angling functions and manually adjustable blade pitch expand versatility and productivity in a wide range of applications. It's well balanced for light and medium dozing operations as well as providing precise grade cutting required in site prep, golf course or house pad applications. The blade is 100-percent Komatsu, and is stringently tested for durability.

"Users like the PAT blade because it rolls material forward so well, it takes less horsepower to move it," said Product Manager Bruce Boebel. "Komatsu designed the blade to keep that material rolling in front of it and away from hoses and cylinders. That extends their life and reduces maintenance costs."

Boebel said adding a PAT blade to all new D65s came about as a result of customer feedback, but it's not the only blade option. A revolutionary Komatsu SIGMA blade is available for the D65EX-16 and D65WX-16 models. It's designed for heavy dozing applications and keeps more material to the center, giving it a 15-percent boost in productivity when compared to a typical semi-U. PX and EX models can also be equipped with a straight blade.

"Having blade options allows users to choose what's going to best suit their business and the type of work they do," said Boebel.

"Each blade has its particular purpose, and matching the blade to the application is a vital part of being able to move material efficiently so per-yard costs stay low."

Lock-up torque converter, two modes

Power to push any blade full of material comes from a highly efficient lock-up torque converter that automatically transfers engine power directly to the transmission. The result is increased dozing speeds compared to

Continued . . .

Brief Specs on the Komatsu D65-16 Dozer

Model	Operating Weight	Net Horsepower
D65EX-16	43,980 lbs.	205 hp.
D65PX-16	46,960 lbs.	205 hp.
D65WX-16	45,570 lbs.	205 hp.

All new D65-16 models can be equipped with a six-way Power Angle Tilt blade that rolls materials forward, resulting in less horsepower used and better fuel efficiency. A lock-up torque converter and two-mode transmission are also new features in the Tier 3 machines.



Bruce Boebel,
Product Manager



To see this machine in action,
find this article in our online
magazine at
www.TECTRactorTimes.com



Longer undercarriage life, easier maintenance

... continued

previous D65 models. Operators can select from two gearshift modes, automatic and manual, to fit the appropriate application.

At the same time, in Auto mode the lock-up torque converter helps reduce fuel consumption by as much as 10 percent with the new D65s. New Power and Economy modes allow operators to match the needed performance to the job for maximum efficiency. E mode can be used for all general dozing, leveling and spreading applications, providing the right mix of speed and power for maximum fuel savings. P mode is for slot dozing, ripping or other applications requiring maximum production where engine power has priority over fuel efficiency.

“Our excavator users rave about the ability to choose modes based on work load, and it makes sense in dozing as well,” stated Boebel. “If you don’t need full power to get the job done, why use it? The ability to change modes to suit the application gives users added versatility. They have one machine for multiple uses.”

PLUS extends undercarriage life

The new D65-16 models come with Komatsu’s Parallel Link Undercarriage System (PLUS) — the EX and WX models also have an additional foot of track on ground — that provides up to double the wear life of conventional undercarriages. The rotary bushing system virtually eliminates bushing wear, and wear

limits of the link and carrier roller are increased to balance the extended life of the bushing.

Added undercarriage life also comes from an improved, self-adjusting, idler support that applies constant downward pressure to the wear plate of the idler guide, preventing bouncing and vibration and reducing noise. It also acts as a scraper that keeps materials out. A full guarding package, designed with customer feedback, offers added durability and lower maintenance time and cost.

“The biggest cost of owning and operating a dozer is the undercarriage, and by extending its life, Komatsu is keeping that cost down,” noted Boebel. “We want customers to produce with these machines for a long time to come, and the new and enhanced features we added to the undercarriage accomplish that.”

Efficient maintenance

Added efficiency in the D65-16s comes from better visibility in the larger ROPS/FOPS cab that puts the operator higher and more forward for improved sight to the blade. The cab is ultra quiet at a 75-decibel rating, and an air-ride seat and rear hydraulics are standard. A seven-inch, in-cab, color monitor allows owners and operators to track fuel consumption and idle time, as well as other functions, using Komatsu’s KOMTRAX technology that comes standard and is free for the first five years.

KOMTRAX helps provide better maintenance tracking to ensure proper service intervals are met, further keeping owning and operating costs down. Komatsu’s new D65 models also feature easy routine maintenance that includes daily engine checks grouped at the left-hand side of the engine compartment. A wide-core cooling package and manually reversing fan allow for quick cleaning of the radiator without leaving the cab.

“There are so many things you can point to that make these new models an upgrade over previous ones,” said Boebel, who noted that the dozers can come with Topcon plug-and-play or Trimble ready. “We designed these from the ground up with a list of enhancements our customers wanted. The result is more efficient and reliable machines, which is what they asked for.” ■

EX and WX models can be equipped with a SIGMA blade designed for heavy dozing applications. Blade visibility is better in the new D65s as the cab was designed to move the operator up and forward.





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MORE NEW PRODUCTS

NEW PC78US-8

Compact excavator provides upgraded features that increase productivity, reduce O&O costs



David Caldwell,
Product Manager

Brief Specs on Komatsu's PC78US-8 Excavator

Model
PC78US-8

Operating Weight
16,240 lbs.

Net Hp
55 hp*

Digging Depth
15 feet, 5 inches

*Interim Tier 4
emissions-certified engine

A machine that offers more horsepower, operating weight and increased digging depth at lower owning and operating costs and emissions would be a major asset to your business. Komatsu's new PC78US-8 excavator offers all that in a compact package that works well in small and mid-size applications.

The PC78US-8 replaces the PC78US-6, offering almost 400 additional pounds of operating weight. The popular long arm is now standard, offering a larger working range than the previous standard arm. A 55-horsepower, direct-injection, Interim Tier 4 engine provides better fuel efficiency without sacrificing power or productivity.

"It's a great machine for a variety of construction projects, as well as utility and landscaping jobs," said Product Manager David Caldwell. "With the tight tail swing, it's very useful in confined areas."

Using Komatsu's HydrauMind™ hydraulic system, the PC78US-8's pressure-compensating Closed Loading Sensing System (CLSS) ensures each function works according to its control input regardless of the load, giving the operator precise control. An engine-speed sensing system maintains engine speed under all

conditions, so the engine's full power potential is always available. An auto-idle feature senses when the machine is not working and reduces rpms to conserve fuel.

Productivity features

A number of the new PC78US-8's features add to productivity, including load-sensing, automatic, two-speed travel that provides 10.7 percent faster high-speed travel. Komatsu also improved traction force by 2.6 percent, enhancing blade performance and enabling the new PC78US-8 to power through turns.

Auxiliary hydraulics and the Level 3 KOMTRAX package (Komatsu's exclusive wireless machine-monitoring system) are standard equipment. Inside the spacious cab that's 3.6 percent larger, a seven-inch, color, multifunction monitor gives the operator the ability to easily navigate between functions. The monitor allows operators to select from five working modes for power, economy, lifting, breaker and attachments; to adjust the flow rate to auxiliary attachments without leaving the cab; and to modify the heat and air conditioning for maximum comfort throughout the day.

Komatsu made maintenance easier with an engine hood that can be opened in confined spaces, a wide-opening side hood, and extended, 500-hour arm and boom lube intervals and 500-hour engine oil and filter changes. In addition, the new machine comes with a standard three-year, 3,000-hour warranty.

"Our previous PC78US-6 model was very popular because of its power and productivity in tight jobsites, and we have further improved upon that," said Caldwell. "It's a valuable addition to any fleet, especially for those contractors who do utility work, landscaping, residential and non-residential construction." ■

The new PC78US-8 has several upgrades that make it more productive and efficient in small to mid-size applications.





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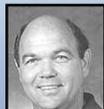
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INDUSTRY IMPACT

READY FOR NEW REGULATIONS

Komatsu is geared up for the big leap in Tier 4 emission standards that start next year

Throughout the past several years you've heard a lot about Tier 3 emission standards for construction equipment, and chances are you have one or more machines that meet that criteria. In the next few months, the industry will shift to another gear, bringing a heavy dose of new Tier 4 standards to a large number of engines and all the compliance levels that go with them.

Tier 4 standards come in two phases, with the interim phase beginning next year and focusing on particulate matter reduction requirements. Final standards will come later and deal with oxides of nitrogen (NOx) and hydrocarbons. Tier 4 interim standards for smaller engines, ranging from 25 to 74 horsepower, are already in effect. However, OEMs have the option of skipping Tier 4 interim standards if they implement Tier 4 final standards one year ahead of schedule, in 2012.

Emission standards don't cover the type of machine, rather they apply to the horsepower of the engine, and a very large number of construction machines with engines in the 175 to 750 range will be affected when the interim phase comes in January of 2011. A year later, 75- to 174-horsepower machines will have to meet the interim phase.

So what do the new standards mean for construction machinery? Tier 4 rules cut the soot an engine can emit by 90 percent compared to Tier 3, and cut NOx by 45 percent during the interim phase. When final compliance goes into effect in 2014, NOx will have to be cut by an additional 80 percent, meaning new-machine emissions will be close to zero.

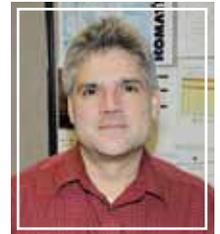
In addition, diesel machines will be required to use Tier 4-specific engine oil, use ULSD

fuel containing less than 15 ppm sulfur, and maintain emission filters. While meeting these new standards is challenging, Komatsu has already announced it's set for the new requirements to take effect.

"We were ready for Tier 3 compliance in advance, and that's also the case with Tier 4," said Senior Product Manager Chuck Murawski. "Komatsu has always been an innovator, and constantly looks for ways to not only meet current and future standards, but exceed them when possible."

Technology behind the engines

Murawski said machine performance won't be affected, and in some cases, may actually be improved. Komatsu engineered new excavators, dozers, wheel loaders, trucks and other equipment in the new horsepower range to meet the standards without sacrificing productivity or fuel efficiency.



Chuck Murawski,
Senior Product
Manager

Continued . . .

Equipment in the 175- to 750-horsepower range, such as Komatsu's WA500-6 wheel loaders and HM400-2 articulated trucks, must meet Tier 4 interim standards beginning January 1, 2011. "Komatsu was ready for Tier 3 compliance in advance, and that's also the case with Tier 4," said Senior Product Manager Chuck Murawski.



Komatsu steps up to Tier 4 with innovative design

... continued

Komatsu did so in a variety of ways, including a newly designed, KVGT (Komatsu variable-geometry turbocharger) that varies the air flow and delivers optimum air volume to the engine combustion chamber under all speed and load conditions. The result is cleaner exhaust gas and improved fuel economy while maintaining power and performance.

“Our initial feedback has seen more responsive machines that consume less fuel,” said Murawski. “The Tier 4 machines are completely Komatsu-designed and -manufactured, including components, so we control quality and performance. All machine systems work in harmony.”



Dozers such as the Komatsu D155AX-6 Sigma will be required to meet interim Tier 4 standards next year, while smaller dozers, such as the D51EX-22, have until 2012 to meet regulations.

The PC88MR-8 is equipped with a 65-horsepower engine that meets Tier 4 interim standards.



Other key features of the new technology include:

- A Komatsu-designed and -developed high-efficiency, diesel-particulate filter that captures more than 90 percent of particulate matter. The engine controller initiates passive and active regeneration automatically as needed to oxidize the particulates while the engine is running, which allows uninterrupted machine operation. A special oxidation catalyst eliminates the need for a traditional fuel burner, reducing maintenance costs and increasing reliability.
- A computer-controlled, heavy-duty High Pressure Common Rail System delivers the precise quantity of pressurized fuel into the engine combustion chamber, using multiple injections to achieve complete fuel burn and reduce exhaust emissions. Wear-resistant materials provide improved fuel-injector life.
- A heavy-duty, cooled Exhaust Gas Recirculation System, which has already proven effective in Tier 3 models, has been enhanced for increased capacity to further reduce NOx to Tier 4 levels. Larger, more robust components ensure reliable performance during demanding work conditions.
- A new fuel/air combustion chamber, located at the top of the engine piston, has a new shape designed to improve combustion and further reduce NOx, particulate matter, fuel consumption and noise.
- The engine and machine equipment function in harmony as the electronic control system performs high-speed processing of information from sensors throughout the machine. The result is reduced fuel consumption, noise, NOx and particulate matter.

“What customers get with these machines is solid production with lower emissions and less fuel consumption,” said Murawski. “Komatsu technology has once again produced machines with a competitive edge.” ■



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KA-14



OFFERING FINANCING SOLUTIONS

VP Financial Services and Treasurer Ben Norris says helping customers purchase equipment is top priority



Ben Norris,
VP Financial Services/Treasurer

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.

Ben Norris has witnessed firsthand the massive growth Komatsu has undergone during the past 30 years. He's currently Vice President Financial Services and Treasurer of Komatsu America, as well as President of Komatsu Financial, a wholly owned subsidiary of Komatsu America. He's also served as Finance Sales Manager and Controller in his 25 years with Komatsu.

Ben started in finance operations after graduating with a Bachelor of Science degree in finance from Illinois State in 1984. He received his MBA in 1990 from DePaul University, and served on the 2006 National Security Forum as a civilian guest at the Air War College at Maxwell AFB in Huntsville, Ala.

As Vice President Financial Services and Treasurer, he's responsible for assets and liabilities for Komatsu America. He oversees a staff of more than 50 finance professionals who work with Komatsu distributors and customers to provide financing options for equipment purchases.

"Komatsu Financial provides support to about 20,000 Komatsu end users, as well as our distributors throughout the United States and Canada," said Norris. "That's considerably higher than when I started with Dresser Leasing, which eventually grew into Komatsu Financial. One thing I'm most proud of is that through the transition into Komatsu Financial, and especially through the peaks and valleys of the construction industry, we've consistently provided stable, cost-effective and competitive financing."

Ben and his wife, Marybeth, are celebrating 20 years of marriage and have two sons aged 18 and 13. The Norrises enjoy golf, fishing, sports and travel.

QUESTION: What role does Komatsu Financial play in customer purchases?

ANSWER: First, Komatsu Financial is interested in the success of every deal, but we're not a replacement for traditional lenders. We encourage those buying equipment to shop around and find the best rates and terms that they believe will benefit them the most. However, Komatsu Financial offers a vast array of options that equipment buyers can use to finance or lease their Komatsu machines.

Komatsu makes efficient and productive products that are cost-effective, and we believe, put more profit in our customers' pockets. Komatsu Financial wants to help ensure customers are able to purchase Komatsu pieces by providing financing solutions, whenever they're needed.

QUESTION: Will you only finance new Komatsu equipment?

ANSWER: First and foremost that's what we do. Most of our customers are buying new pieces of equipment because, again, newer models tend to be more efficient and productive. But, if a customer believes a used piece is more of an advantage to them, we'll certainly work with them. From the used side, we'll finance competitive brands as well. For instance, if a distributor took a competitive piece on trade, and a customer is interested in purchasing it, we're here to help.

QUESTION: What's the advantage to using Komatsu Financial?

ANSWER: First, Komatsu Financial offers a stable, cost-effective and viable financing solution to customers by providing core product financing of Komatsu equipment. Second, we provide the best service in the



Komatsu Financial offers cost effective and viable financing solutions for all types of equipment.

industry. We don't offer other types of loans or lines of credit. But because our rates and terms are in line with other lenders, customers can finance equipment with Komatsu, leaving their other sources of credit open to continue to grow their businesses.

Because equipment financing is our core business, we have been incredibly consistent throughout the years in providing affordable solutions through all types of market conditions. We understand that the construction industry has peaks and valleys, and the last couple of years would indicate that sometimes there are deep valleys. But through it all, we've maintained our book of business and haven't shied away from lending until the next peak hits. We also have more than 50 people on staff, many of whom have been here a decade or more, and they understand the industry better than anyone else.

QUESTION: Given the current economics, there are sure to be businesses that may fall behind on payments. How do you handle those situations?

ANSWER: Really, that happens in all economies for a variety of reasons. As I said, we understand there are going to be some rough times, and to be honest, there are times when we have to take a machine back. That's a last resort, however. Maybe it's just a matter of the customer waiting to get paid for a job, or the customer has work lined up months ahead but hasn't been able to start yet. It helps if the customer contacts us, and lets us know the situation. Our first priority is to work with customers to find solutions that will allow them to keep their machinery so they can continue working.

QUESTION: What do you see ahead?



Vice President Financial Services/Treasurer Ben Norris said Komatsu Financial's main aim is to help customers purchase new Komatsu equipment, such as the all-new D65EX-16 dozer.



According to Ben Norris, Komatsu VP Financial Services/Treasurer, the company is optimistic about the construction industry's future, and projections are for gradual growth ahead. Komatsu factories are ramping up production again, Norris noted.

ANSWER: We're optimistic about the construction industry going forward. We believe the industry has hit a firm bottom, and projections are for a gradual recovery and growth ahead. Our factories are ramping up again, so that as the market grows, we're in position to have the machinery ready that end users can put to work.

Those who are looking for machinery should contact their distributor first to find the right equipment to match their needs. That's the most important step in the equipment-buying process, and our distributors are excellent at doing that. Next comes financing, if needed. Komatsu distributors have strong credit or finance managers who can help buyers find financing with Komatsu Financial or an outside lender of their choice. ■

OUT & ABOUT

TRICK OR TREAT AT THE TRACK

The Komatsu/TEC-sponsored No. 09 car debuts at Talladega

Thanks to Construction Equipment Guide for providing information and photos for this story.

Komatsu and Tractor & Equipment Company partnered to sponsor the No. 09 car in the NASCAR Sprint Cup Series race at Talladega on Halloween. The car was driven by longtime driver Bobby Labonte.

"Today was a long race," said Labonte. "We had a great run going and were hoping to have a solid finish for our Komatsu and TEC fans."

"It was an exciting day for all of us at TEC," said President Dan Stracener. "We

had a pre-race party for our customers with food and beverages, along with door prizes from Komatsu. It was wonderful to see so many of our good friends away from the job in an exciting atmosphere like race day at Talladega."

TEC and Komatsu joined with Phoenix Racing to sponsor the No. 09 car, which is owned by James Finch, who also owns Phoenix Construction of Lynn Haven, Fla.

"Many of our customers are racing fans so sponsorship of the car seemed like a natural fit," said Eric Wilde, Vice President of Product Marketing for Komatsu America Corp. "We sponsored a Komatsu car in a NASCAR Nationwide series race earlier this year. We were also on board for a series of NHRA races as primary sponsor of a car driven by two-time NHRA Funny Car champion Tony Pedregon."

Wilde said Komatsu enjoyed its first associations with racing owners, teams, drivers and fans and will consider more sponsorship opportunities in 2011. ■

Rob Middleton of Baldwin Mining Co. (left) and Tractor & Equipment Co. President Dan Stracener enjoy a moment at the TEC pre-race party at Talladega.



Enjoying lunch together were (L-R) Darrell Irwin of Vulcan Materials, Atlanta; Donna and Steve McCondichie (TEC VP-GM Georgia); Vulcan's Steve Collier, Kennesaw, Ga.; TEC's Terry Shepherd; and Vulcan's Joe Gowens, Kennesaw.



Komatsu America was primary sponsor of the No. 9 car for the Talladega race. Komatsu's Bob Post (left) and Erik Wilde handed out numerous door prizes at the pre-race party.



Photo by Phil Cavali Photography

The Komatsu/TEC-sponsored No. 9 car was off to a good start at the NASCAR Sprint Cup Series race at Talladega. "Many of our customers are racing fans so sponsorship of the car seemed like a natural fit," said Eric Wilde, Vice President of Product Marketing for Komatsu America Corp.



On display at the party was this Komatsu-sponsored Funny Car, driven by two-time world champ Tony Pedregon in a series of NHRA races.



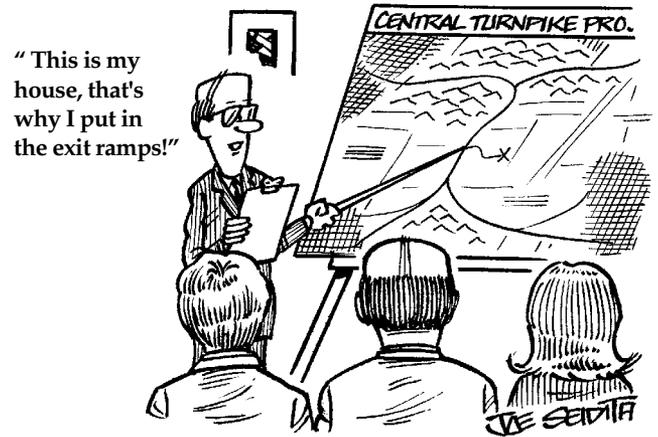
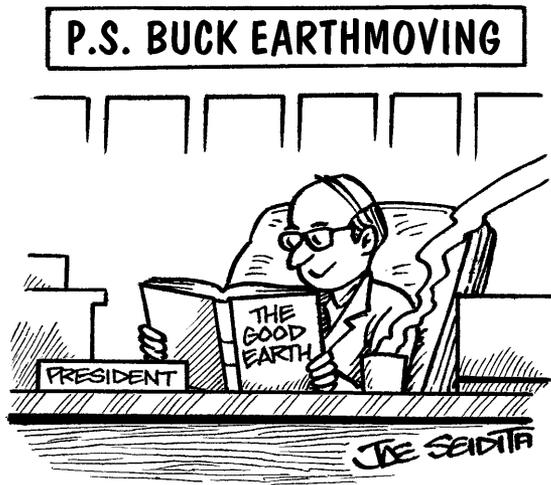
Also on display at the pre-race party was this Komatsu-sponsored number 1 car that was driven to a top-10 finish in the NASCAR Nationwide Series race at Daytona on July 2.



An estimated 500 race fans and customers attended TEC's pre-race party.

SIDE TRACKS

On the light side



"You had your company's very first bulldozer bronzed?"



Did you know...

- A giraffe can go without water longer than a camel can.
- A mole can dig a tunnel 300 feet long in just one night.
- On average, a person laughs about 15 times a day.
- February 1865 is the only month in recorded history not to have a full moon.
- Maine is the only state whose name is just one syllable.
- One quarter of the bones in your body are in your feet.
- Our eyes are always the same size from birth, but our nose and ears never stop growing.
- The only 15-letter word that can be spelled without repeating a letter is uncopyrightable.
- Months that begin on a Sunday will always have a Friday the 13th.
- It takes a drop of ocean water more than 1,000 years to circulate around the world.

Brain Teasers

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

1. ANPETIWORR _____
2. NITAROTC _____
3. KOBEC AH _____
4. RBIYDH _____
5. TAFESY _____
6. WYGAHIH _____

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For more information, contact:

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PC200LC-8, A89198, 2009, 481 hrs\$130,000



D31PX-22, 60221, 2008, 1,106 hrs\$58,000

EXCAVATORS

Komatsu PC35MR-2, 10368, 2008, 645 hrs.\$35,000

Komatsu PC200LC-8, A89186, 2009, 1,200 hrs.\$120,000

Komatsu PC200LC-8, C60498, 2007, 3,176 hrs.....\$90,000

Komatsu PC220LC-8, A88246, 2006, 3,373 hrs.....\$115,000

Komatsu PC228USLC-3, 40727, 2007, 2,302 hrs.\$120,000

Komatsu PC400LC-7L, 60065, 2006, 3,171 hrs.\$195,000

DOZERS

Komatsu D51PX-22, B11373, 2009, 1,440 hrs.\$125,000

Komatsu D61PX-15EO, B45156, 2007, 2,707 hrs.\$125,000

Komatsu D61PX-15EO, B46113, 2009, 2,128 hrs.\$165,000



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