



Seventy  
YEARS OF SERVICE

70th ANNIVERSARY  
1943 • 2013

# Tractor Times

A publication for and about Tractor & Equipment Company customers

2013 No. 1

## REED CONTRACTING SERVICES

Wirtgen W 2200 makes milling easy  
on Alabama Highway 17 project

See article inside . . .



(L-R) Superintendent  
Craig Williamson, and  
Foremen Kenneth Storey  
and Sherry Norman



## BLD COMPANIES

Hard work pays off for Georgia  
firm that specializes in waste  
disposal and recycling

See article inside . . .

Brian Stover,  
President

## HUGHES PLUMBING & UTILITY

Heavy underground utility contractor tackles  
tough jobs for Alabama municipalities

See article inside . . .

Preston Hughes,  
Owner

**KOMATSU®**

# A MESSAGE FROM THE PRESIDENT



Dan Stracener



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Dear Valued Customer:

At Tractor & Equipment Company, we've always tried to be forward-looking. We're constantly adding new product lines; we've prioritized using new technologies to improve parts and service offerings; and we've always been willing to expand our footprint with new facilities when doing so will benefit customers.

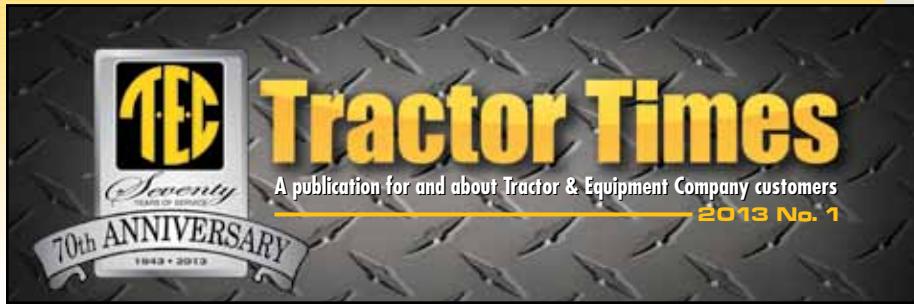
Like all good Southerners, we're also proud of our past, and 2013 marks a significant year in our history. It was 70 years ago, in 1943, during the heart of World War II, that TEC opened its doors as a one-store operation in Birmingham. Today, we're 20 stores in three states, but our overall mission remains the same — carry top products and provide industry-leading support that results in true value for equipment users.

I want you to know that we truly appreciate your support. We're nothing without good customers, so, on behalf of TEC employees company-wide, I want to say "Thank you" for being an integral part of our history. All of us at TEC genuinely hope you'll let us continue to earn your business in the years to come.

Sincerely,

Dan Stracener  
President

**Proud of  
our 70-year  
history**



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Published by Construction Publications, Inc. for



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**KOMATSU®**

# A SALUTE TO A CUSTOMER

## BLD COMPANIES

### Hard work pays off for Georgia firm that specializes in waste disposal and recycling



Brian Stover,  
President

For Brian Stover, work has been a way of life since he was a teenager. As a 19 year old in 1996, he started a part-time trash pickup company, and by working hard, he's turned it into a small conglomerate of waste-disposal-related companies.

"Back in the beginning, I had 10 customers," he recalled. "I picked up their trash on Friday and took it to the landfill on Saturday. I borrowed some money to buy a similar company that had 140 customers. From there, one thing just led to another."

Today, from a base in Dallas, Ga., just northwest of Atlanta, Stover owns and runs BLD Roll-Off Containers, BLD Transfer Station, BLD Inert Landfill and Alsobrooks Recycling. Altogether, the companies employ about 50 people.

BLD Inert Landfill, one of the BLD Companies based in Dallas, Ga., processes and recycles about 150,000 cubic yards of inert material annually. Here an operator uses a Komatsu WA320PT-6 wheel loader to fill a truck with recycled material. "Our operators like this loader because it has a Z-bar linkage for good breakout force and easy parallel lifting on the tool carrier," said President Brian Stover.



"It's all about hard work, and even though I'm just 36 years old, I'm getting the gray hairs to prove it," said Stover. "I'm intimately involved with the businesses every day, and not just sitting in the office. I'll drive a truck, run a piece of equipment, pick up shingles or be a mechanic — whatever needs to be done."

"I've got some key people, including Office Manager Kelly Jones, Landfill Superintendent Paul Ehlermann and my brother, Dwayne Stover, who runs the recycling operation, but I oversee everything. I'm the first one in and the last one to leave. I live frugally and put virtually everything back into the businesses. I figure that's the best investment I can make because I have some control over how it does."

#### **Roll-off, landfill and transfer station**

BLD Roll-Off Containers is the largest of Stover's companies. It currently has about 900 containers and 17 trucks. Although BLD covers a large section of the state, a high percentage of the company's customers are within the I-285 loop around Atlanta.

"We offer commercial and residential roll-off container service and we accept C&D (construction and demolition) waste from demolition jobsites," noted Stover. "We also grind wood products to make colored mulch, and we crush concrete to make gravel, aggregate and fill material. We recycle a large amount of shingles, metals and cardboard."

Stover opened BLD Inert Landfill in 2001 (inert means products from the earth, such as tree limbs and yard trimmings, but also includes rock, brick, concrete and asphalt). That boosted his ability to grow the business because instead of paying somebody else a dumping fee, he was able to pay himself.

"Then in 2003, I opened BLD Transfer Station for C&D material, which increased that part of the business substantially," Stover pointed out. "Most other transfer stations were closing at 4 p.m., but we'd be here until 9 p.m. or later most nights, so C&D haulers knew they could come around here after hours to get rid of a load."

### Each company complements the other

All of BLD's household pickup goes straight to a municipal solid waste (MSW) landfill. The transfer station is for C&D material only, most of which is recycled onsite.

"I started grinding mulch in 2008 because I didn't want the wood products filling up my landfill," Stover explained. "My original plan was to start crushing concrete at about that time as well, but of course, that's also when the recession hit hard, so instead of buying a crusher when demand was diminishing, I decided to store the concrete in the landfill. Last year, with things picking up, I got a crusher and started making aggregate out of the concrete. So now, I'm actually gaining landfill space because I'm taking more concrete out than I'm putting in."

About 75,000 tons of C&D material goes through the BLD Transfer Station each year. BLD Inert Landfill accepts about 150,000 yards of inert material annually. "We're able to recycle 100 percent of the inert that comes in," said Stover. "We make screened topsoil, we grind the brush and crush all the concrete."

Stover says having so many different parts of the waste chain is a key to BLD's success because each company complements the other.

"Many roll-off companies come and go and one of the big reasons they go is because they don't have their own landfill. And landfills sometimes go out of business because they don't have a steady supply of product coming in. Here, with the containers and the transfer station, I've got product coming in, plus I have landfill space. As a result, I can create my own flow and don't have to rely on anybody else."

### Productive equipment backed by TEC

For equipment to run the transfer station, landfill and recycling operations, Stover has



BLD Transfer Station processes about 75,000 tons of construction and demolition material every year. Crews use the company's Komatsu WA250PT-5 wheel loader to sort the waste and load semi-trailer trucks.



BLD Companies puts its Komatsu PC200LC-7 excavator to work at its 40-acre facility site outside of Dallas, Ga. "Komatsu excavators have always been top-of-the-line," said President Brian Stover. "They give us good production and outstanding fuel economy."

turned primarily to Tractor & Equipment Company and Regional Manager DeVaughn Pettit. Through the years, he's bought a dozen or so units and presently owns four Komatsu wheel loaders, three Komatsu excavators and a Kleemann crusher from TEC.

"The wheel loaders are key to everything we do, and we need great uptime, which is what we get from Komatsu," said Stover. "Our newest model is a WA320PT-6, which our operators like because they get excellent power and breakout, as well as great visibility. And Komatsu excavators have always been top-of-the-line. They give us good production and outstanding fuel economy. We also really like working with Komatsu Financial. They stood by us and worked with us when times were tough, and we appreciate that."

*Continued . . .*



Go online or scan this QR code using an app on your smart phone to watch video of BLD Companies' machines at work.

# Komatsu equipment meets jobsite demands

.. continued

"One of the big selling points of the Kleemann Mobicat MC 110 Z mobile jaw crusher (Kleemann is part of the Wirtgen Group) for me was the way it handles dirty product. Because I'm using concrete that's been buried in my landfill for a number of years, it has a fair amount of mud and dirt on it. The grizzly feeder on the Kleemann handles that dirty product much better than the other crushers I looked at. It saves on wear parts and produces a much cleaner final product."

**BLD Roll-Off Containers** is the largest of the BLD Companies' divisions. It currently consists of about 900 containers and 17 trucks.



BLD's Kleemann Mobicat MC 110 Z crusher has a grizzly feeder that enables the company to make clean crushed-concrete products, even when using buried material that is packed with mud and dirt.



BLD Inert Landfill uses its Komatsu PC300LC-6 excavator to remove buried concrete at its Dallas, Ga., location.

▶ VIDEO



In addition to the products themselves, Stover says the support he gets from Tractor & Equipment Company is crucial to the success of his companies.

"The great thing about TEC is, after talking to them, I know they're going to help me out. Other places I've dealt with, I either can't get an answer or the person I'm talking to shows no interest in actually helping me. But whether I call (VP/Regional Manager) DeVaughn Pettit or the service or parts department at TEC, they respond — quickly and appropriately. The support I get from TEC has been great and that's one of the big reasons I buy Komatsu and other products from them."

## Valued relationships

Stover says BLD is much bigger today than he anticipated it would be when he started it.

"When I started the roll-off, I thought maybe I'd get up to four trucks. Today, I have 17 roll-offs, four road tractors and two garbage trucks, so I have 23 trucks on the road every day. It's a lot of liability and a lot of stress, but it's fairly manageable now. In the future, I hope the landfill will become increasingly important to our overall operations."

Despite the stress, Stover says he enjoys the challenges associated with running the businesses.

"I actually get kind of bored when everything's running like clockwork. I enjoy making decisions and fixing problems. So I guess I'm fortunate. There are usually plenty of problems to be solved and decisions to be made. That said, my goal is to get a little bit bigger, then maybe level off. I've been running wide open for the last decade or more. One of these years, I think I want to slow down a little bit and try to smell the roses."

But for now, the business plan remains full speed ahead. And Stover is grateful for everything that the businesses have brought his way.

"I enjoy what I do. I especially enjoy all the people I've met that I otherwise would never have known — customers, competitors, suppliers like TEC and sales reps like DeVaughn. Because of what I do, I've gotten to know many people and I value those relationships." ■

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## A SALUTE TO A CUSTOMER

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# HUGHES PLUMBING & UTILITY

## Heavy underground utility contractor tackles tough jobs for Alabama municipalities



Preston Hughes,  
Owner

Hughes Plumbing & Utility, based in Mobile, Ala., specializes in heavy underground utility construction. Here, an operator uses a Komatsu PC200 excavator to lay pipe at the North Mobile Wastewater Treatment Facility in Mount Vernon, Ala.

If you see a major municipal utility job going on in the Mobile, Ala., area, chances are Hughes Plumbing & Utility is involved. The local utility contractor has completed a number of projects for the Mobile Water Department during the past 10 years, primarily dealing with heavy underground utility construction, including lift stations, water and sewer, and other pipe work.

Hughes Plumbing & Utility owner Preston Hughes went into business on his own in 1997 with a foundation in the plumbing business. "My father was believed to be the first African American master plumber in the state of Alabama," said Hughes. "My first experience in the business was in Livingston, Alabama, working for one of my brothers. Eventually, I began bidding on jobs myself and hired my first employees, who were all brothers of mine. I started out with just three employees and now, 15 years later, I have 25."

During those years, Hughes Plumbing & Utility has built a solid reputation for quality work, done right and done quickly. "One of my

main philosophies is we try to do it right the first time. I don't take any shortcuts, even if it costs me money," Hughes insisted. "My reputation means more to me than the bottom line. I've instilled that in my employees and they know that even if it costs more, our intention is to do it right the first time."

That outstanding reputation is a major reason why the company has been awarded so many jobs for Mobile Water, according to Hughes. "They don't award a contract just because it is the low bid. The contract goes to the "lowest responsible bidder" as they call it, so a good reputation is key, especially here in the Mobile area."

Its positive work record has kept Hughes Plumbing & Utility working primarily in the Mobile County area during the past several years. However, Hughes notes that he has a general contractor's license for Mississippi as well as Alabama, and has done some work in that neighboring state. "Depending on the work that's required, we will go wherever we have to."

### Largest job to date

Right now, the contractor is focusing its efforts on its largest job ever, the Wright Smith Wastewater Treatment Facility outfall. The \$6.7 million project for Mobile Water is also one of the largest jobs the municipality has let out. "We're laying a 42-inch forced main on this project, so that requires some deep digging. We have a year to do this job and we are on track to finish it in six to eight months, so we're well ahead of schedule," Hughes observed. Hughes Plumbing & Utility crews are micro-tunneling under railroad tracks as part of the Wright Smith project.

At the same time, Hughes Plumbing & Utility is working on the North Mobile Wastewater Treatment Facility for the town of Mount Vernon, a \$975,000 job. The project is what





A Hughes Plumbing and Utility operator uses the company's Komatsu WA250PT loader to carry pipe at the Wright Smith Wastewater Treatment Facility. "It takes just about everything I have on a job this size to do it in a timely manner," said Owner Preston Hughes. "I believe in getting the equipment that we need for the job."

Hughes describes as a packaged wastewater system. "Three sets of tanks are installed; one is basically a storage tank where all the influent enters, the second is a large septic tank, and the final stage of treatment recirculates into the third tank before it's discharged."

In addition to laying pipe, Hughes Plumbing & Utility handles excavation, trucking, concrete work and asphalt work. "We do about 95 percent of the work of our contracts," Hughes noted. "The only thing I sub out is electrical work or major road paving. Other than that, we do everything ourselves."

### Right equipment needed

Completing such major, complex jobs on time and on budget requires experienced, dedicated workers and reliable, productive equipment. That's why Hughes turns to TEC Mobile Branch Manager Chris Howard.

"The Wright Smith Wastewater job has cuts ranging from 15 to 25 feet deep, but it's no big deal to me," Hughes commented. "It's just having the right equipment to get the job done, and that's where Tractor & Equipment Company comes in. The first thing I did before I started this job was to buy a Komatsu PC300 excavator and a WA250PT loader because I knew what we were going to be doing on this job. I knew we would have deep excavation and I wanted to make sure we had a lead hoe (the new PC300) and a secondary hoe for backfilling



Using a Komatsu PC300 excavator with an extended stick, a Hughes Plumbing & Utility crew digs a deep trench at the Wright Smith Wastewater Treatment Facility jobsite in Mobile, Ala.

— the PC300 we already owned. It takes just about everything I have on a job this size to do it in a timely manner. I believe in getting the equipment that we need for the job."

Hughes Plumbing & Utility has a large number of Komatsu machines, including 10 excavators (two PC300s, a PC200, a PC228, a

*Continued ...*

# Komatsu equipment meets jobsite demands

.. continued



Hughes Plumbing & Utility Owner Preston Hughes (right) turns to TEC Mobile Branch Manager Chris Howard for his equipment needs.



Hughes Plumbing & Utility Supervisor Jamar James (right) takes a break from his work at the North Mobile County Wastewater Treatment Facility to speak with TEC Mobile Branch Manager Chris Howard.

Although Hughes Plumbing & Utility has a number of large excavators, it also relies on compact units, such as this Komatsu PC35MR, for smaller-scale tasks.



PC138, two PC78s, a PC50 and two PC35MRs), a WA200 and a WA250PT wheel loader, and a D31PX-21 dozer, among others.

Hughes conducted his own field trial comparing the Komatsu PC78 excavator with another brand machine of the same size. "One of my operators got on the Komatsu and I was on the other machine from 8 a.m. to noon," Hughes recalled. "We were putting in a water line, digging at a four-foot depth. In those four hours, he dug 60 feet more than me. At lunchtime, we switched machines and dug for another four hours. In the afternoon, I used the Komatsu and dug 60 feet more than my operator using the other excavator. That was a real-world comparison — same dirt, same ditch. For that scenario — four-foot depth, digging a water line with 18-inch buckets on each machine — the Komatsu outperformed its competitor with close to 15 percent more production."

While productive equipment is critical to completing jobs in a timely manner, Hughes says the relationship he has with the dealer is also important. "We have a good relationship with TEC," he reported. "We can call TEC Mobile Service Manager Richie Sievering on his cell phone whenever we need something. I don't even call the TEC office anymore, I communicate directly with Richie. I wouldn't ever second-guess what he says, that's how much confidence I have that he will do the right thing."

## Comfort zone

Preston Hughes is not only comfortable with his equipment dealer, he is satisfied with the direction his company has taken. Through the years, Hughes Plumbing and Utility has been able to take on more work and complete increasingly larger projects.

"I'm comfortable and content with managing around \$5 million to \$7 million worth of work, although this year we'll end up with about \$9 million," he predicted. "The way the market has changed, I have to do \$9 million to make the same percentage as I used to doing \$4.5 million. But I'm very pleased with the work we are doing and I'm hopeful that the future will bring more of the same." ■

## INDUSTRY NEWS

# New T&I chair looks at transportation funding options

New House Transportation and Infrastructure Committee Chairman Ron Shuster said all options should be on the table when it comes to highway funding, including raising the gas tax, taxing miles driven and more tolling. The gas tax is 18.4 cents per gallon and hasn't been raised since 1993.

That's partially led to a shortfall in funding for transportation projects in the past three years, with Congress using general revenue to

make up the difference between what the gas tax brings in and outlays for project costs. The gap is expected to remain, and likely widen, with more efficient vehicles.

Shuster said a tax on miles driven could help alleviate that, however it's drawing resistance. In the past, the President has said he doesn't support it, and the House adopted a transportation appropriations amendment last summer that forbids even studying it. ■



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## PAVING INSIGHTS

# MILLING MADE EASY

## Reed Contracting Services uses a Wirtgen W 2200 on Alabama Highway 17 project

**R**eed Contracting Services of Huntsville is a leading northern Alabama construction company that does a wide range of work, including road construction, underground utilities and commercial site prep. The company is also a supplier of asphalt and ready-mix concrete.

Recently, a Reed crew milled 9.2 miles of road as part of the resurfacing of a mountainous

section of Highway 17 in Jackson County. The company used its Wirtgen W 2200 — a 97,000-pound, 949-horsepower machine that can mill more than seven feet wide and more than a foot deep.

Foremen Kenneth Storey and Sherry Norman both offered high praise for the W 2200.

"It's a big milling machine so we get a lot of production from it," said Storey. "We were able to knock out this Highway 17 job in about three weeks." Added Norman: "We've had the W 2200 about two years. We have another Wirtgen, a W 2100, that's a little older. They're both very dependable. Wirtgen is the best milling machine I've ever been around."

Reed Contracting Superintendent Craig Williamson says he likes the advanced electronics on the W 2200, as well as the support Tractor & Equipment Company provides. "Whatever we need, TEC is Johnny-on-the-spot. One phone call and their service team responds. It's great to have that kind of backup for a machine." ■

(L-R) Reed Contracting Services Superintendent Craig Williamson, along with Foremen Kenneth Storey and Sherry Norman, supervised the company's milling job on Highway 17 in Jackson County, Ala.



This Reed Contracting Services crew uses a Wirtgen W 2200 to mill a nine-mile section of Highway 17 in Jackson County, Ala.



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## NEW PRODUCTS

# NEW D37-23, D39-23 DOZERS

**Customer input helps drive significant improvements in new Tier 4 Interim models**

**W**hen a machine manufacturer introduces new models, you expect the equipment to meet current emissions requirements. But it would be nice to know that the manufacturer is also listening to your suggestions on improving production, efficiency and other attributes that better your bottom line. Komatsu did just that as it designed and built its new Tier 4 Interim D37-23 and D39-23 dozers.

\*At 2,200 rpm

### Brief Specs on Komatsu D37-23 and D39-23 Dozers

Model	Net Horsepower*	Operating Weight	Blade Capacity
D37EX-23	89 hp	18,386 lbs.	2.50 cu. yds.
D37PX-23	89 hp	19,048 lbs.	2.55 - 2.78 cu. yds.
D39EX-23	105 hp	20,437 lbs.	2.89 cu. yds.
D39PX-23	105 hp	21,363 lbs.	2.72 - 3.00 cu. yds.

A new, Komatsu-exclusive, HST transmission in Komatsu D37-23 and D39-23 dozers increases productivity up to 4 percent and reduces fuel consumption, compared to prior models. Even under load, the new transmissions provide powerful turns.

"Customer input was a major driver in enhancements made to the new dozers," said Product Manager Bruce Boebel. "They told us they wanted improved efficiency, operator comfort and customization of the machine controls, and lower maintenance costs. Komatsu built all of those attributes into the Dash-23 models, with the most significant improvement coming in the more efficient engines and next-generation hydrostatic transmissions that reduce owning and operating costs."

Komatsu maintained the horsepower in the Dash-23 models compared to its Tier 3 counterparts, but new engine technology improves efficiency and lowers fuel consumption. An advanced, electronic-control system manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance while reducing emissions and providing advanced diagnostic capability.

"We reduced operating costs further with a more simplified Tier 4 engine that uses 100-percent passive regeneration to remove soot without interfering with daily operation," said Boebel. "Instead of a diesel particulate filter, the D37-23 and D39-23 dozers have a new Komatsu Diesel Oxidation Catalyst that's integrated into the engine. It requires no scheduled maintenance and is designed for long life."

The new, Komatsu-exclusive, hydrostatic-transmission, pump-control technology is incorporated with the new engines to improve operational efficiency. It increases productivity up to 4 percent and reduces fuel consumption, compared to a conventional



hydrostatic-control system. Even under load, the new transmission provides powerful turns.

Operators can choose between two working modes, Economy and Power, that match performance to the application. E mode is designed for general dozing, leveling and spreading applications. Maximum power for slot dozing, ripping, uphill dozing and other demanding applications is available with P mode.

"In most cases, Economy mode is the best choice and has up to 20-percent better fuel economy compared to prior models, and P mode improves economy by up to 10 percent, even in demanding applications," said Boebel. "Operators can also choose from two gearshift modes: Variable, which has 20 incremental speed settings, and the new Customizable Quick shift with three speed settings that can be adjusted through the monitor, which is also new and easy-to-use."

## Better blade visibility

Additional productivity features include a steeply slanted engine hood and a forward-mounted cab that moves the operator closer to the blade to improve visibility. Dash-23 models have a new power-angle-tilt blade with curvature that more efficiently rolls material. A new, hydraulic, blade-angle toggle switch improves ease of blade operation.

Joystick controls are ergonomically designed, offering operators a relaxed posture and superb fine control to minimize fatigue. The cab is quieter with reduced decibel levels, and the standard air-ride seat is more comfortable and can be heated with the flip of a switch.

"Operator comfort is an integral part of any machine, so Komatsu added to the features in our previous models by incorporating attributes that customers told us would increase their productivity," said Boebel. "In addition, the ROPS-integrated cab is pressurized and mounted on viscous dampers to reduce vibration. Users told us they wanted a radio auxiliary jack and a 12-volt power converter, so those are standard too."



## Reduced maintenance, more production

Also standard is Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours. Factory-certified technicians perform the work using only genuine Komatsu parts and fluids.

"Komatsu CARE offers peace of mind that services will be done properly and on time, which directly affects durability, longevity, productivity and, ultimately, resale value," said Boebel. "Komatsu and our distributors actively track machines with KOMTRAX, so we can proactively schedule those maintenance intervals at a time convenient to the customer."

Komatsu designed routine maintenance to be easy. Daily engine checks are grouped at the left-hand side of the engine compartment. The rear-mounted, swing-up hydraulic fan allows for easy, periodic access to the radiator, oil cooler and charge-air cooler. The operator can quickly clean the side-by-side coolers from the cab, using the manually reversing fan.

"We encourage everyone who uses dozers for land clearing, grading, forestry and site work to see what these new machines designed from customer input can do for their businesses," said Boebel. "We believe they'll see a marked difference in their per-ton, per-yard costs to move dirt and other materials." ■

New engine technology in the Komatsu D37-23 and D39-23 dozers improves efficiency and lowers fuel consumption, compared to Tier 3 models, while maintaining horsepower.

## MORE NEW PRODUCTS

# NEW COMPACT EXCAVATOR

## Tight-tail-swing PC138USLC-10 offers excellent power and efficiency in a compact size



Craig McGinnis,  
Product Specialist-  
Excavators

Contractors continue to see the value in compact excavators that offer powerful performance coupled with a tight tail swing. Komatsu's new PC138USLC-10 takes that value to a new level with a more efficient Tier 4 Interim engine that offers additional horsepower and lower fuel consumption than its predecessor.

"The PC138 has always been a popular machine because it allows users to get into confined spaces, such as between buildings or in a traffic lane, and get work done without sacrificing power," said Craig McGinnis, Product Specialist-Excavators. "Owners and operators like that because they still have the benefits of the lifting power and production of a conventional machine. The unique contoured cab in the new PC138 swings within the same radius as the counterweight, so if one clears, the other will also clear when swinging."

"The new PC138USLC-10 also has added technology, including a new hydraulic-pump

control that improves operational efficiency and reduces fuel consumption by up to 7 percent, depending on work load," McGinnis added.

The operator can select a working mode that matches engine speed, pump delivery and system pressure, thereby maximizing efficiency. A variable-flow turbocharger provides optimum airflow under all speed and load conditions.

"In most cases, Economy (E) mode is the best option because it reduces fuel consumption, while giving the power and production needed for most applications," noted McGinnis. "For tough digging conditions, an easy switch to Power (P) mode is appropriate. The excavator also has Lifting, Breaker, Attachment Power and Attachment Economy modes.

"We've found that customers appreciate the flexibility of being able to select the most efficient mode," he pointed out. "They also like that new Komatsu machines, including the PC138USLC-10, have Eco Guidance, which appears on the cab monitor, showing the operator how to maximize fuel economy."

### Backed by Komatsu CARE

Like other Komatsu Tier 4 Interim machines, the PC138USLC-10 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for three years or 2,000 hours. Factory-certified technicians do all the work using genuine Komatsu parts and fluids.

"Komatsu distributors, such as TEC, track machines using KOMTRAX and work with the customer to schedule a convenient time to perform the services," noted McGinnis. "We're confident that anyone using compact excavators will see that the PC138USLC-10 is the most productive and efficient machine in its size class." ■

### Brief Specs on the Komatsu PC138USLC-10

Model	Operating Weight	Net Hp	Bucket Capacity
PC138USLC-10	31,791 - 32,628 lbs.	94 hp	0.34 - 1.0 cu. yd.

Komatsu's new PC138USLC-10 has the productive benefits of a conventional excavator with the compact size of a tight-tail-swing machine.



# DASH 10 EXCAVATORS

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Komatsu Dash 10 excavators provide increased horsepower, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

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- Enhanced operator environment improves comfort and machine control.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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## GPS TECHNOLOGY

# FASTER TO FINAL GRADE

## Contractor sees dramatic results on first project using a Komatsu/Topcon dozer combination

Many contractors are now getting to grade faster with less cost, making them more competitive in bidding and more profitable. The key is GPS technology and productive equipment, such as the Topcon 3D-MC<sup>2</sup> system and Komatsu D51 dozer combination that earthwork contractor Schoenfelder Construction uses.

"We initially looked at a GPS system for several reasons, including not being able to get staking done on a timely basis," said President Norm Schoenfelder. "It's almost inevitable that we're going to knock over stakes during grading, which means we have to call someone out to restake. That takes time away from production because we don't want to continue working and guess where we are in relation to the elevation we're trying to obtain. With the Topcon system, that's not a problem. Using a set of electronic



Brad Schoenfelder sets up a Topcon 3D-MC<sup>2</sup> base unit used to set grade via GPS with a Komatsu D51 dozer. Schoenfelder Construction shaved months off a site-work project with the Topcon/Komatsu combination.

plans and a Topcon system, we can do a project with few or no stakes at all."

Less staking isn't the only cost-saving advantage GPS systems provide. Studies show they save time in reaching final grade with less chance for overcutting and excess material waste that's often associated with fills. Both came into play the first time Schoenfelder Construction used the Topcon/Komatsu D51 combination. The job called for subgrade prep for a parking lot and building pad as part of a 25-acre site-work project.

"We used it to cut about 30,000 yards of dirt and place about a foot of gravel under the pavement," said Brad Schoenfelder. "A job of that size would normally take about three months using the traditional method of staking and constantly checking grade by a laborer or by the operator getting out of the machine to check grade. We had it done in two weeks. In fact, at the end of our work, the surveyors challenged us by saying there was no way it could be correctly done that fast. It didn't take long for them to figure out it was spot-on. That really sold us."

Topcon systems interface directly with the machine's hydraulics for more exact blade positioning during cut-and-fill and fine-grading operations. New Komatsu Tier 4 Interim dozers such as the D65-17 and D61-23 models come plug-and-play ready to accept a Topcon system. Older models can be retrofitted.

"The ability to get to grade faster gives the user a leg up on the competition," said Mike Salyers, Product Marketing Manager with Komatsu's Intelligent Machine Control team. "It not only speeds production, but saves labor, fuel and material costs, all of which have a direct impact on profits. The return on investment is often recouped rather quickly." ■



# Reaching for the Top



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# KOMATSU & YOU

## A PROACTIVE APPROACH

### VP of Parts says planning, technology help Komatsu have parts inventory readily available

**QUESTION:** In the past few years, Komatsu introduced several new Tier 4 Interim machines. How do you prepare for new machines from a parts standpoint?

**ANSWER:** It starts with a proactive approach. We talk with our engineers throughout the design process. As they reach the final phase of design, we're working together to build a parts inventory list. Eventually, new machines will need parts such as filters for regular service intervals, as well as common wear items. By taking a proactive approach and working collaboratively with our distributors, we can ensure those items are on the distributor's shelf and ready before a customer needs them.

Another way we're taking a proactive approach is using KOMTRAX to monitor machine usage. Under our Komatsu CARE program, scheduled maintenance is complimentary for the first three years or 2,000 hours. KOMTRAX shows us how many hours are on a machine, so our distributors know how close a customer's machine is to a service interval and we can ensure the parts are on hand. They can then schedule a convenient time to have one of their factory-certified technicians perform the work with genuine Komatsu OEM parts and fluids.

**QUESTION:** Why is it important to use factory-certified technicians and Komatsu OEM parts and fluids?

**ANSWER:** Maintenance is a critical component in a machine's health and longevity. You want someone working on your Komatsu equipment who knows how to get the job done right and in the most efficient manner to minimize downtime.

OEM parts and fluids are specifically designed for Komatsu machines to provide continued productivity throughout their lifetime. Customers



*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.*

Frank Pagura,  
Vice President of Parts

Frank Pagura is in his eighth year as Vice President of Parts at Komatsu, having previously served as Parts Planning and Coordination Manager for a year. He joined the company in 2004 after working in parts purchasing and parts planning for an offshore-drilling equipment manufacturer.

Since Pagura joined Komatsu, the company has expanded its regional parts distribution centers to include eight across North America. It also has a 584,000-square-foot Central Parts Operation in Ripley, Tenn., which supplies construction and mining parts throughout the world.

"The goal is always to have the parts available when the customer needs them, and our fill rate is close to 99 percent in terms of either on-the-shelf or next-day delivery through our distributors and regional parts centers," said Pagura. "We're constantly working to improve and make ordering parts easier with programs such as epartscentral, which allows customers to log onto a secure Web site, find the part or parts, check availability and place an order any time of the day."

Pagura is a native of New York and continues to root for the Mets and Jets. He graduated from the U.S. Naval Academy and was an active-duty officer for six years.

Frank and his wife, Trina, have three daughters, Aimee, Abigail and Avery. He enjoys spending time with the family and attending the kids' activities, including soccer and horse riding.

*Continued . . .*

# Minimizing downtime is Komatsu goal

.. continued



Komatsu's fill rate is nearly 99 percent in terms of immediate or next-day availability through its distributors and regional parts centers.



Komatsu's Central Parts Operation in Ripley, Tenn., is open 24 hours a day, seven days a week and is the main hub that handles parts distribution for Komatsu distributors and their construction and mining customers throughout the world. Komatsu also has eight regional parts distribution centers across North America.

Frank Pagura, Komatsu's Vice President of Parts, says the company takes a proactive approach to building parts inventory lists before new products, such as Tier 4 Interim machines, are available. "By taking a proactive approach, and working collaboratively with our distributors, we can ensure those items are on the distributor's shelf and ready before a customer needs them," said Pagura.



can be confident that their Komatsu machinery is going to perform the way they expect it to. We believe that using OEM parts and fluids is ultimately more cost-effective than using will-fit components or fluids that may not provide maximum performance, or worse, lead to a catastrophic failure.

**QUESTION:** What about remanufactured parts. Are those cost-effective?

**ANSWER:** Absolutely. Komatsu offers remanufactured options on most of its major OEM components, and we often encourage customers to choose that option. Like new parts, in most cases, they're readily available. And, like new parts, we stand behind them with a one-year, unlimited-hours warranty.

**QUESTION:** What do you see for the future?

**ANSWER:** Nothing is more important to us than keeping our customers' downtime to a minimum, and to do that, we must have parts available when they're needed. Dramatic change is not something we look for from a parts standpoint. Our goal is consistency, meaning we maintain solid parts inventories at all times. That's been the case in the past, it's the case now and will continue into the future. ■



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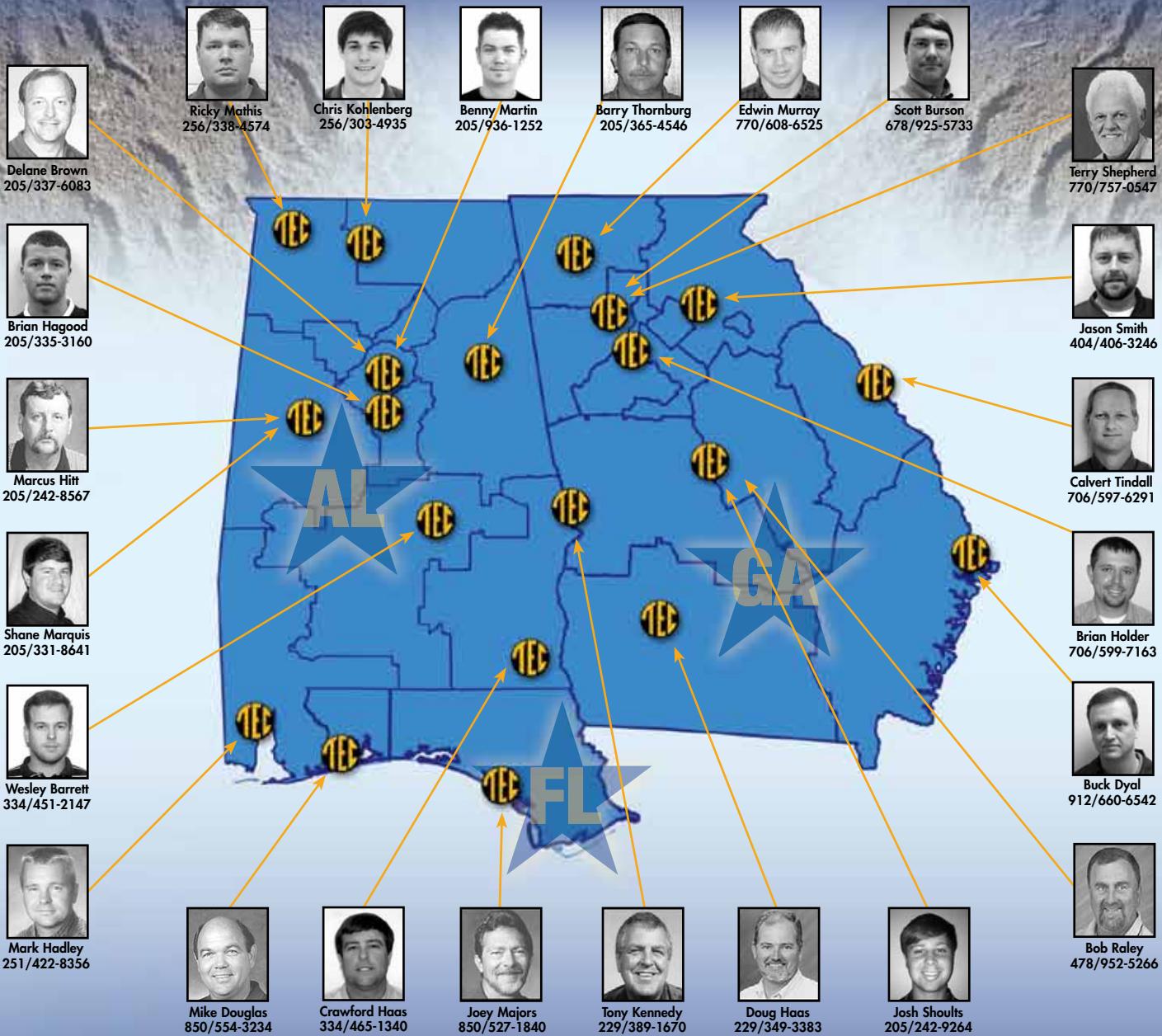
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## TRAINING TALK

# MAXIMIZING PRODUCTIVITY

## Komatsu offers training to help operators be more efficient

In today's competitive marketplace, productive operating practices can help you be more competitive and more profitable, too. Komatsu offers a way to help you accomplish that with its specialized operator training for both construction and mining customers.

"Some customers who have used a particular machine — a WA380-6, for example — and have veteran operators, might have recently purchased a new Tier 4 Interim WA380-7 and may only need someone to show them the new features," said Jim Sandercock, Senior Manager-Training and Demonstration. "Another customer might have several new operators who need a very in-depth course in the machine's features and how to operate it. In the first example, we'll likely come to a customer's location or jobsite and spend a day or two. For the other situation, those operators would come for a week-long class at our Training & Demonstration Center in Cartersville, Georgia, or our mining proving ground near Tucson."

Week-long, basic, operator-training classes for construction customers are the most frequently requested courses, according to Sandercock. "We limit the class to eight people and spend the first day in classroom training, covering basic functions, controls, switches, specification, maintenance and other items. The rest of the week, the trainer or trainers work one-on-one with operators, putting theory into practice."

### MSHA certification available

On the mining side, Komatsu offers everything from basic operation to MSHA certification courses, including train-the-trainer qualification courses. Advanced classes require prerequisites.

"We can customize classes to go well beyond the basics," said Sandercock. "For example, we have had customers request help in being more efficient, in setting up a jobsite or mine to maximize production, and a host of other topics. Operators have a significant impact on the bottom line, including the machine's reliability, so we want them to use the features correctly to maximize production and uptime. We can do that because all our trainers have solid backgrounds in best practices."

"Customers who want operator training should contact their distributor, which will arrange it with Komatsu," Sandercock added. "We're here to help in any way we can." ■



Jim Sandercock,  
Senior Manager-  
Training and  
Demonstration



Komatsu offers both classroom and hands-on machine training for operators. "We want them to use the features correctly to maximize production and uptime," said Komatsu's Jim Sandercock, Senior Manager-Training and Demonstration.

## AN EASY WAY TO SAVE MONEY

### For a better bottom line, Komatsu says shut your machine off rather than idle it

To help equipment users save money and get more from their equipment, Komatsu launched a "No Idle Initiative" that encouraged equipment users to shut their machines off when they're not producing.

Have you ever heard an operator say, "It costs more to shut my machine down and restart it than it does to just keep it running"? It's a common misconception that actually costs machine owners in terms of fuel and excessive machine wear.

"Idling is often a habit that's been part of the equipment user's culture for years," said Ken Calvert, Komatsu Director of Product Support Systems. "Komatsu wants to change that culture, so for nearly two years we've worked to raise awareness of the costs and consequences associated with excessive idling. In nearly every

case, it would be better to shut the machine down when it's not in production."

Here's an example. Studies show the industry average idle time is almost 40 percent. That means if a machine is traded in at 10,000 hours, the owner really only got 6,000 hours of actual production from that unit. If the machine hadn't idled those other 4,000 hours away, the owner could have continued to use it for another two years or so, or could have gotten a much better trade-in price at 6,000 hours rather than 10,000.

To counteract that waste, Komatsu launched a wide-ranging "No Idle Initiative" in 2012, working with about 1,200 Komatsu users to show them tangible ways to lower idle time.

"Much of the program was geared toward operators, because they are on the front lines when it comes to how much a machine idles," said Bob Post, Director of Marketing. "We wanted to raise their awareness so they understand excessive idling can be detrimental in several ways. It puts unnecessary hours on a machine, which means faster service intervals, increased wear and tear, and warranty hours that expire faster. Excess idling can ultimately lower resale value because a machine may have hundreds of extra hours on it."

#### Aiming for 20-percent reduction

The main goal of the No Idle Initiative was a 20-percent reduction compared to participants' previously measured idle times. Each participant received promotional materials, such as hats and key-chain tags, to raise awareness of the campaign.

Using KOMTRAX remote machine-monitoring technology on Tier 3 and Tier 4 Interim machines, Komatsu tracked overall hours and idle time. Monthly reports showed participants' progress during the four-month campaign.



"KOMTRAX provides a host of valuable information, such as fuel consumption, machine location and functions," said Calvert. "Those are all very good tools to help customers track their equipment, but one indicator that's often underutilized is productive versus nonproductive hours. KOMTRAX shows equipment owners their machine hours and the percentage of those hours at idle. Owners can use that information to train operators in practices that will lower unproductive hours."

Komatsu recognized 284 of the 1,200 participants as "Most Improved" for showing a 20-percent or more reduction from their baseline idling rate for at least two months. Of those, Komatsu named a "Top 20" for showing the highest percentage reduction in idling. In another category, 69 participants achieved "Best of the Best" by reducing their overall idle time to 15 percent or less. Winners in the Top 20 and Best of the Best were invited to a special Demo Days event at Komatsu's Training & Demonstration Center in Cartersville, Ga. They were honored during a special ceremony and invited to be part of a panel discussion about their experiences and success in reducing idle time.

"We consider this 'socially responsible marketing,'" said Post. "What that means is showing customers ways they can save money and put more dollars in their pockets. At the same time, it raises a level of awareness when it comes to the environment. Less idle time means less fuel used, resulting in lower emissions."

Calvert added, "The reaction to and result of the No Idle Initiative exceeded our expectations. We experienced success from an awareness standpoint, but more important, most participants saw tangible results. It was really a story of empowerment and economic benefit for equipment users. They took control of reducing idle time, and greatly helped their bottom lines."

### **A goal of less than 10 percent**

Like the participants in the No Idle Initiative, others Komatsu users with Tier 3 and Tier 4 Interim machines can receive a complimentary, detailed, monthly report with easy-to-read charts and graphs. Included are key items, such as how a machine's idle time compares with the average of all machines Komatsu tracks.



Attending the No Idle Initiative awards dinner were (L-R) TEC Sales Rep Matt Dunlap, Russo Corporation Vice President Tim Bozeman, Tuscaloosa Resources Inc. Mine Superintendent Charlie Bridges and TEC Tuscaloosa Branch Manager Jody Thomason.



TEC Sales Reps Michael Sherrer (left) and Mike Kinneman (right) joined Caitlin Farms Owners Ted and Jill Osteen at the No Idle Initiative awards dinner.

### **No Idle Initiative Award Winners**

- Baldwin County BD Commission
- Burford Tree Surgeons - East
- Caitlin Farms
- Charles Kelley Construction
- Circle C Produce
- Conyers Grading
- Drummond Coal Company
- Gulf Coast Utility Contractors
- Headwater Resources
- Imerys Carbonates
- J R Graham Construction
- John R Walker Inc.
- Lhoist (Brieffield Site)
- Mark Aldridge Construction
- National Coal Of Alabama
- Russo Corporation
- Simpson Trucking
- T E Stevens
- Tacoa Minerals
- Tuscaloosa Resources
- Whiteway Development

"A simple graph shows owners if their machines are above, below or average, compared to the national average," said Calvert. "Zero idle time is probably unrealistic, because there are situations, such as cold-weather work and machine start-up, that require it. But, even those times can be drastically cut. Ultimately, we want users to have less than 10-percent idle time. A proactive approach and vigilance in tracking machines using technology such as KOMTRAX can easily achieve that goal." ■



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## NEWS & NOTES

# TEC earns Top Dealer Award from Tramac by Montabert

Tractor & Equipment Company recently received the Top Dealer Award of Excellence from Tramac by Montabert. The leading hydraulic-breaker manufacturer presented TEC with the award at the recent Associated Equipment Distributors (AED) annual meeting, held in Las Vegas.

"The relationship between Tractor & Equipment Company and Tramac by Montabert has been mutually beneficial and has grown considerably through the years," said Stephane Giroudon, Business Manager for Tramac by Montabert. "We consider TEC to be an integral partner in the development of our brand in North America and a leading contributor to the success we've experienced."

Tramac by Montabert is a world leader in the design and manufacture of hydraulic demolition and drilling attachments. Tramac makes all sizes of breakers — heavy duty, medium duty and light duty — to fit virtually any size of hydraulic excavator.

For more information on how Tramac by Montabert breakers can help you deal with

rock on any of your construction or mining projects, contact your TEC Sales Rep. ■



(L-R) TEC's Georgia GM Mike Copeland and Alabama GM Brett Bussman, Tramac by Montabert Business Manager Stephane Giroudon and TEC President Dan Stracener gathered at the recent AED annual meeting in Las Vegas as TEC accepted the 2012 Top Dealer Award of Excellence.

## Unconventional oil and gas production have huge economic impact

A new study shows horizontal drilling and hydraulic fracturing will become the most productive methods of extracting oil and natural gas by 2015. Conventional land and deep-water drilling methods will see continual decreases, according to the study from research firm IHS Global Insight.

Between now and 2035, horizontal drilling and fracturing will account for

more than \$5 trillion in capital expenditures and have an employment impact of 3.5 million jobs. That would create a total economic contribution of \$475 billion in 2035 and generate tax revenues of nearly \$125 billion that same year. The study shows nearly 50 percent of revenues generated from production is spent on construction, materials and heavy equipment. ■

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Komatsu PC450LC-8, A10067, 2010, 4,737 hrs.....\$250,000

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PC50MR-2, 8247, 2007, 1,747 hrs ..... \$38,500

PC55MR-3, 15317, 2009, 1,672 hrs ..... \$42,500

PC228USLC-3EO, 41823, 2009, 3,524 hrs ..... \$128,000

PC400LC-7EO, A87499, 2007, 7,315 hrs ..... \$187,500

## DOZERS

D31PX-21A, 51362, 2007, 1,829 hrs ..... \$55,000

D37PX-21, 5657, 2005, 3,067 hrs ..... \$48,000

D39PX-22, 3249, 2009, 3,733 hrs ..... \$85,000

D51PX-22, B10150, 2007, 3,163 hrs ..... \$125,000



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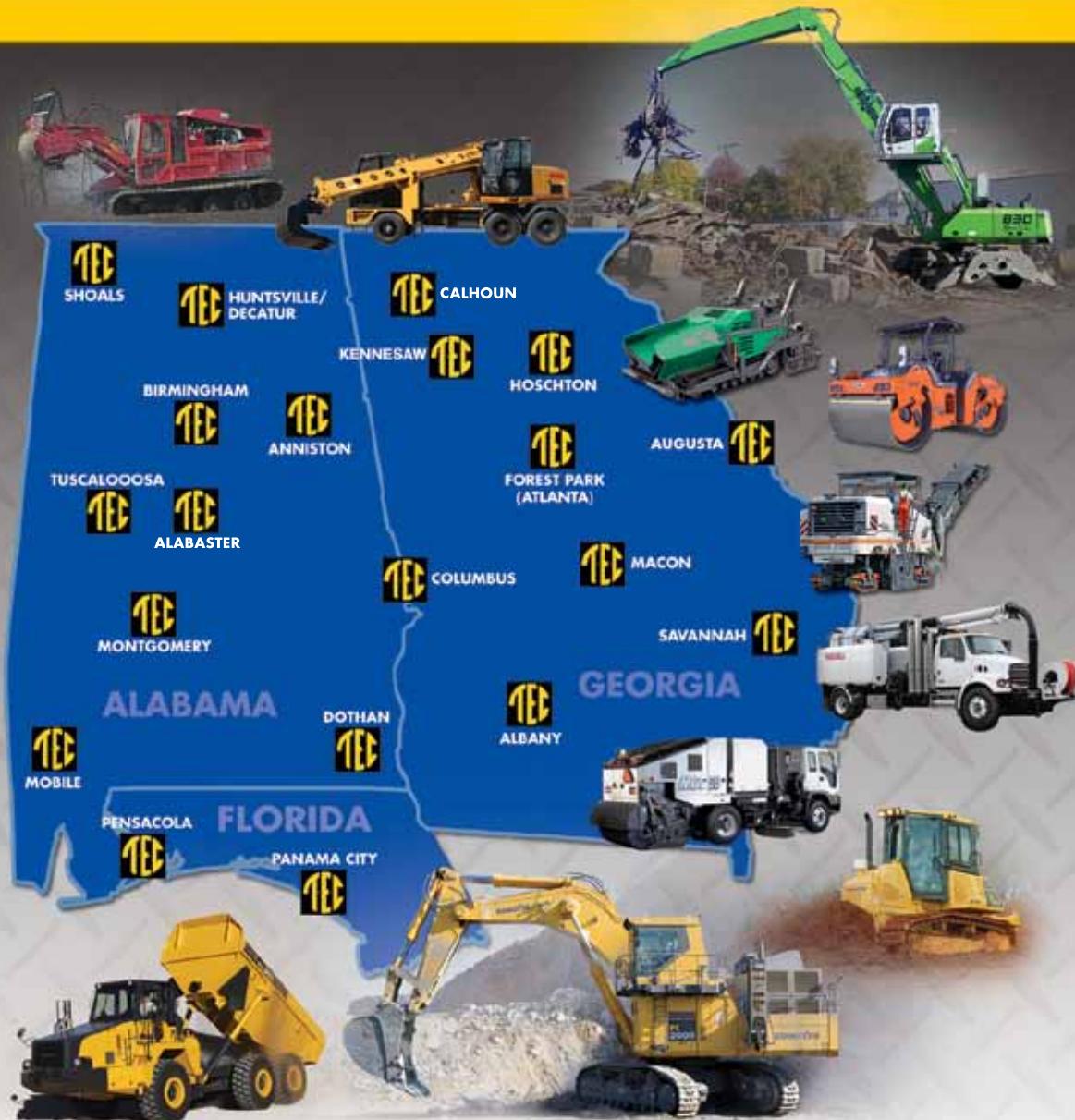
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