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Tractor Times

A publication for and about Tractor & Equipment Company customers

2013 No. 3

GULF COAST UTILITY CONTRACTORS

Quality work and diversification lead to growth for this Panama City, Fla., firm

See article inside . . .



Mike Swearington,
Owner/President

CARROLL & CARROLL, INC.

This Savannah, Ga., paving firm emphasizes customer satisfaction

See article inside . . .



Jason Holley,
Manager

Sheri Carroll Goros,
Vice President



A MESSAGE FROM THE PRESIDENT



Dan Stracener

**Taking
innovation
a step further**



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EQUIPMENT
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Dear Valued Customer:

This year marks the beginning of Tier 4 Final implementation with the introduction of smaller engine-horsepower machines, such as utility equipment. Larger equipment begins rolling out next year. It's taken a long time and a great deal of innovative engineering to get to this point, but the efforts have been well worth it, especially when it comes to Komatsu equipment.

Not only has Komatsu met the stringent emissions standards of each new tier level, it has engineered machinery that's more productive and efficient. It's added innovative technology such as KOMTRAX, which helps lower owning and operating costs by allowing you to monitor machinery and proactively schedule service or address productivity issues, including excessive idle time. Komatsu furthered its efforts to lower your costs by introducing Komatsu CARE, which provides complimentary scheduled service on Tier 4 Interim machines.

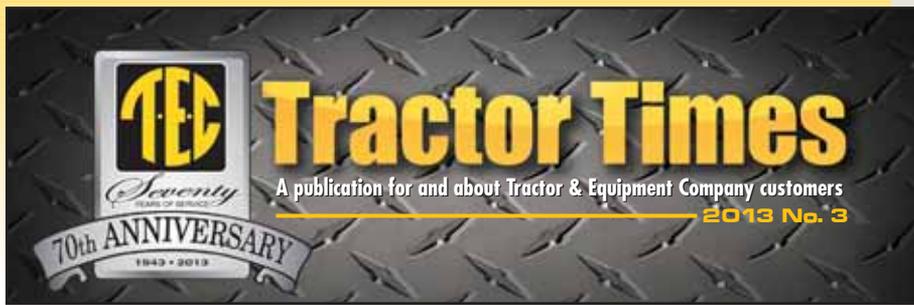
Now, the manufacturer has taken innovation a step further with the introduction of "intelligent" machines, the first of which you can read about in this issue of your TEC *Tractor Times*. We're excited about the new D61i dozers that offer integrated 3D grade control without the blade-attached mast and cables you see in traditional machine-control grading systems. Tests show this revolutionary design can further reduce operating costs and increase even the most rookie operator's productivity. Details are in the article.

If you're interested in a D61i or any other machine, there is an advantage to purchasing this year. Enactment of the American Taxpayer Relief Act of 2012 extended the 50-percent bonus depreciation for most property placed in service before 2014. It also extended increased Sec. 179 expense levels of \$500,000 with a phase-out amount beginning at \$2 million. After this tax year, those numbers are scheduled to significantly drop. For additional information, talk with your sales representative, or call your nearest TEC branch.

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

Sincerely,

Dan Stracener
President



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KOMATSU[®]

A SALUTE TO A CUSTOMER



CARROLL & CARROLL, INC.

This Savannah, Ga., paving firm emphasizes customer satisfaction



Sheri Carroll Goros,
Vice President

For asphalt paving jobs large and small, Carroll & Carroll, Inc. has been a leading coastal-Georgia firm since Arland Carroll started it with a cousin in 1985. Early on, his cousin left and Arland's wife Jorene became his unofficial business partner and the second Carroll in the company name.

"My dad had been in the asphalt paving industry for decades before buying a Savannah company, renaming it Carroll & Carroll and going into business for himself," recalled Vice President Sheri Carroll Goros (Arland's daughter, who calls herself, 'the only son my dad never had'). "The company he bought had a \$4-million job on the books, and my dad's reputation for hard work and integrity was such that he was able to secure a bond for that job on nothing more than a handshake, despite never having owned his own firm."

Arland Carroll remains president of Carroll & Carroll, but has turned over day-to-day

operation of the business to Goros and Manager Jason Holley.

"Although he doesn't come in every day, Mr. Carroll is always available to us when we want help or advice," said Holley. "He is a past, two-term president of the Georgia Highway Contractors Association and very well-respected. He's seen it all and always has good ideas and answers to problems. On most jobs, I do the estimating and submit the bid, but on big jobs, Mr. Carroll still gets involved. I put together an estimate, then he, Sheri and I review it to make sure everything is covered and to see if we can do anything differently to allow us to improve the number. That's where his experience is invaluable to us."

Jobs large and small

Carroll & Carroll has its own plant that can produce up to 300,000 tons of asphalt annually. The company sells mix to other paving firms in the region, but uses most of it for its own projects, from major highways to small parking lots and everything in between.

"For example, we're currently working with McLendon Enterprises in Savannah on a \$2.3-million reconstruction of State Route 307 – Dean Forest Road," said Holley. "It's a good-size paving job with 30,000 tons of new asphalt. We're also doing almost all the paving in a new retail development area of Savannah known as the 'Village on Pooler Parkway.' One of those jobs was just a small \$40,000 restaurant parking lot.

"We also do unusual projects such as a job on Dafuskie Island," he added. "We barged our equipment, trucks and crew through the channel for two hours, unloaded everything, paved the job, then loaded everything back on the barge and came home all in one day. Whatever it takes, if it's within about a 60-mile



Jason Holley,
Manager

Carroll & Carroll has its own asphalt plant to supply mix for its own jobs, as well as to sell to other Savannah-area paving firms.





▶ VIDEO

radius of Savannah, we're happy to submit a bid and complete a job."

"We're big enough to take on large projects but small enough to do the one-day paving jobs as well," said Goros. "The size of a job isn't important to us – what's important is doing a good job for our customer. That means being competitive on pricing and delivering a finished product that looks good and will last a long time. Our people take a lot of pride in the quality of our work and that's a big reason we have so many repeat customers."

Valued employees

One reason Carroll & Carroll is able to be competitive on a wide range of projects is its work force. The company employs about 30 people, many with longtime ties to Mr. Carroll.

In addition to Goros and Holley, key personnel include Plant Manager Vincent Morris, who's worked with Mr. Carroll since he started the company, and his son Matt Morris, who runs the paving crew. Controller Dina Hutto and Secretary Tammy Phillips work with Goros to keep the office and finances running smoothly.

"We also have some top-notch field guys who've been here for many years," said Holley. "We try to keep everybody happy and keep a crew together for as long as possible because then people know what to expect from one another and work better as a team."

New Vögele paver "a great piece of equipment"

About three months ago, Carroll & Carroll purchased a 10-foot (25-foot paving max) 5203-2i Vögele paver from Tractor & Equipment



Paving Foreman Matt Morris uses Carroll & Carroll's new Vögele 5203-2i paver to lay asphalt for a parking lot on Pooler Parkway in Savannah. "Our Vögele paver pulls a great mat, and that's what paving is all about," said Morris. "It's also very comfortable for the operator and the guys on the screed."

Company and Savannah Sales Rep and Branch Manager Frank Dabbs, largely because of the Highway 307 job they were about to start.

"It's a big job for us and we wanted everything to go smoothly," said Holley. "We knew we needed a new paver, so we started investigating. We looked at reviews and kept coming across Vögele, which everybody seemed to like. Mr. Dabbs at TEC gave us more information and agreed to bring out a unit for us to demo. Once we tried it, we were sold. It was so good, there simply wasn't any point in looking at anything else. It's been a great piece of equipment for us."

"The very first thing we noticed with the Vögele was that it pulls a great mat – and that's what paving is all about," said Paving Foreman Matt Morris. "The difference between it and other pavers is especially noticeable when you're using a coarser surface mix, which a lot of

Continued . . .



Go online or scan this QR code using an app on your smart phone to watch video of Carroll & Carroll, Inc.'s machines at work.

Bright future for Carroll & Carroll

... continued



Vincent Morris,
Plant Manager

parking lots are now calling for. A better mat out of the paver means less handwork for the crew, which everybody appreciates. It's also very comfortable for the operator and the guys on the screed."

"To help us get the most out of our new paver, we also purchased the electronics package that Vögele recommends, and it's had a huge positive impact on our leveling courses," said Holley. "A lot of times, you just have one chance to get it

right, and if you don't get it right, the surface has to be removed, which costs time and money. The new electronics make leveling work much easier with the Vögele 5203-2i."

"The fact that Tractor & Equipment Company is the Vögele distributor was also a big plus," said Goros. "We have other products from TEC, including a Hamm roller, a Superior broom and an Etnyre distributor. We know the high level of support TEC provides and that gave us added confidence in making the purchase. TEC has been with us every step of the way with the new paver, making sure we know how to operate and maintain it. They're definitely a good partner."

Growth is the goal

Goros acknowledges that times have been tough in recent years, but is cautiously optimistic that the company has turned a corner.

"We kept our heads above water during the recession, which is better than a lot of competitors who shut their doors, but we were impacted by it. We went from two paving crews to one. Now, there is some light at the end of the tunnel. This year has been a lot better than last year. Public work has slowed, but our private work has increased substantially."

"When we started last year, we only had a couple months of backlog, but this year, we had more than six months of backlog," added Holley. "And even this deep into the year, we still have three-fourths of that amount, which is great because it shows we've been picking up work consistently throughout the year. One real bright spot is subdivision work. We currently have two subdivisions under contract and are bidding others. That's huge because it's a market that had basically disappeared for the last few years."

"Our goal is to grow," said Goros. "Eventually, we hope to reach a level of volume where we can hire a second paving crew, and I believe that's a realistic goal if our government can figure out a funding mechanism for more highway work. In the meantime, the crucial factor for us will be maintaining our reputation as a quality paving contractor that private developers and general contractors can count on to consistently deliver jobs on-time and on-budget. As long as we continue to do that, I'm optimistic about what lies ahead for Carroll & Carroll." ■

Secretary Tammy Phillips (left) and Controller Dina Hutto keep the Carroll & Carroll office running smoothly.



(L-R) Manager Jason Holley and Vice President Sheri Carroll Goros work closely with TEC Savannah Sales Rep and Branch Manager Frank Dabbs. "After a demo, we were completely sold on the Vögele paver, and one of the reasons was because we knew we could count on TEC to support it," said Holley.



In addition to the new Vögele paver, Carroll & Carroll also owns this Hamm HD110 roller.



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A SALUTE TO A CUSTOMER



GULF COAST UTILITY CONTRACTORS

Quality work and diversification lead to growth for this Panama City, Fla., firm



Mike Swearington,
Owner/President

When Mike Swearington started Gulf Coast Utility Contractors in Panama City, Fla., in 1999, the company consisted of him and three employees doing small storm-drain projects. Today, Gulf Coast Utility Contractors (GCUC) has about 80 employees and does a wide range of work, including complete site packages.

"We've certainly changed in terms of our size and the services we offer, but what hasn't changed is our commitment," said Swearington. "Whether we're the prime contractor or a sub, we're committed to giving our client the best possible job every time out. That means quality work done fast and providing customers with real value. We try to always meet or exceed expectations."

That philosophy and work ethic have earned GCUC a solid and loyal customer base.

"We don't travel very far (about a 100-mile radius of Panama City), so we need repeat customers in order to stay in business," noted Swearington. "Fortunately, we have many of them, and we've been working with some

for a decade or more. We tend to have very good, long-term relationships with all of our customers, whether they are governmental entities, developers or other contractors."

As the name implies, Gulf Coast Utility Contractors started as an underground utility contracting firm. Today, its services include not only utilities and storm drain, but also clearing and grubbing, curb, base and pavement.

"We like to do all aspects of a job with our own personnel whenever possible because it puts us in control," Swearington explained. "We're able to plan a job and execute the plan more effectively and more efficiently when we're the prime and we're using our own people. That said, we're also always happy to work with large paving contractors and other firms with which we've developed excellent relationships through the years."

Overcoming challenges on the job

Two recent jobs exemplify the company's work with other contractors. GCUC has completed its part of a large construction project at the Northwest Florida Beaches International Airport in Panama City and is part of a team that's reconstructing U.S. Highway 331 to make it a four-lane road.

"At the airport, we assisted Phoenix Construction in digging a large pond and hauling all the dirt off," said Swearington. "We also did all the storm drain. The Highway 331 job is for Anderson Columbia. We're doing all the utility relocations and storm drain and helping them move dirt for a five-mile stretch of the road, which eventually will connect U.S. Highway 98 to I-10."

There are plenty of challenges to doing those jobs, and most other underground projects along Florida's Gulf Coast.

Gulf Coast Utility Contractors is very much a family business. The Panama City, Fla., firm does earthwork as well as utilities.





Operator Jordan Hobbs uses Gulf Coast Utility Contractors' new Komatsu PC240LC-10 to move dirt at a pit near Panama City. "Everybody was concerned about Tier 4 machines, but our PC240 has been outstanding," said President Mike Swearington. "I wouldn't hesitate to get another Komatsu Tier 4 unit whenever we need one."

"The No. 1 issue is water," observed Swearington. "We don't have to dig very deep to run into water around here. And of course, in any area that's already developed, there are existing utilities and we've got to figure out how to work around them. I'd say one of our biggest strengths is our ability to overcome issues that arise almost every day on any utility job."

Valued employees

Swearington relies on a talented and experienced staff to help him keep jobs running smoothly. Key personnel include Vice President Operations Chris Corbin and Superintendents Jamie Schulte, Tal Richardson and Richie Williams.

"You don't do well in this business without good field supervision," insisted Swearington. "We think our people are among the best. That includes our foremen and lead operators. Most of them have been with me for many years, so they understand what we're all about at GCUC, and they're the ones who are primarily responsible for bringing our jobs in on time and on budget."

Swearington also counts on many family members to help run the business. His wife, Tammi, is Vice President and manages the office/accounting. His son Alex is an estimator/assistant project manager and another son Jordan is an operator/pipelayer. Swearington's mother-in-law, Beth Austin, also works in the office, as does Chris Corbin's wife, Stacie.



Gulf Coast Utility Contractors' Komatsu PC400 is at work at the Northwest Florida Beaches International Airport.

Tier 4 Komatsu excavator is "outstanding"

Gulf Coast Utility Contractors has been a loyal Komatsu user and Tractor & Equipment Company customer since Swearington opened the doors.

"Before I started GCUC, the company I worked for used Komatsu and TEC, so I got a good 'up-close' look before I had to buy anything myself," said Swearington. "Komatsu makes good machines. The best thing is, they're reliable – we can count on them to work every day. I also appreciate that they last a long time so we get our money's worth out of them."

Continued . . .

GCUC is a “can-do” contracting firm

... continued



Gulf Coast Utility Contractors has several Komatsu wheel loaders in its equipment fleet, including this WA250 parallel tool carrier.



(L-R) Gulf Coast Utility Contractors Superintendent Jamie Schulte and President Mike Swearington work closely with TEC Panama City Branch Manager Chuck Tibbets. “We’ve had a long relationship with TEC,” said Swearington. “They stand behind their products and provide the parts and service we need to be successful.”

This D61 is one of two Komatsu dozers owned by Gulf Coast Utility Contractors.



GCUC has had many Komatsu excavators through the years. Swearington’s current fleet ranges from compact PC27s to a PC400 and includes a new PC240LC-10 Tier 4 Interim Komatsu excavator. “Everybody was concerned with Tier 4, but I can tell you firsthand, our PC240 has been outstanding. We’ve had no issues whatsoever. I wouldn’t hesitate to get another Komatsu Tier 4 unit whenever we need one.”

In addition to excavators, GCUC runs Komatsu wheel loaders (WA200 and WA250) and Komatsu dozers (D31 and D61). The company was recognized by Komatsu as one of the manufacturer’s “No Idle Initiative” award winners for successfully participating in a program to decrease machine idle time.

“We buy Komatsu because we think it’s good equipment that’s fairly priced for top quality,” said Swearington. “But a big factor in the quality equation is the dealer, and TEC is a very good equipment dealer. They stand behind their products and provide the parts and service we need to be successful. We’ve had a long relationship with TEC’s Panama City store and Branch Manager Chuck Tibbets, and we appreciate all they do for us.”

Optimistic about future

Despite the recession and an otherwise slow-growth economy during the past five or six years, Gulf Coast Utility Contractors has done well. The company has grown and diversified, and Swearington is optimistic about what lies ahead.

“Florida was hit hard by the financial collapse and the housing bubble, but it looks like things are starting to turn around. The fact that we do many different types of work, and that we work in all sectors – county, state and federal government, as well as the private side – has helped shelter us somewhat.

“We’re all hopeful that the worst is behind us, that housing and commercial work will continue to pick up, and that public work will at least maintain at current levels. If that’s the case, I like what the future holds for GCUC. I think we’ve established a good reputation as a ‘can-do’ contracting firm that does quality work. If we’re able to maintain that hungry attitude, I’m optimistic that we’ll be able to continue to grow for the foreseeable future.” ■

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GUEST OPINION

CLEAN DIESEL DELIVERS

New technology helps dramatically reduce emissions during the past decade

For the last decade, diesel technology has undergone a fundamental transformation to near-zero emissions, based on ultra-low-sulfur diesel fuel, advanced clean-burning engines and new emissions-control technology. These advancements have occurred across the board — from the smallest industrial engine to the increasingly popular clean-diesel cars, commercial trucks, off-road machines and equipment, maritime vessels and locomotives.

The results of these efforts are clear because, according to the EPA, diesel engines account for only a small portion of the national particulate matter (PM) emissions inventory — less than 6 percent.

These last 10 years were truly the decade of clean diesel and the results are visible today. New highway diesel truck engines have near-zero emissions of particulate matter and oxides of nitrogen (NOx) — a remarkable 98 percent less than 1988 models. It is also noteworthy that truck and engine manufacturers are not only producing near-zero level emissions, but these vehicles are also consuming on average 5-percent less fuel.

Just how significant is this accomplishment? Consider that it now takes 60 of today's clean-diesel, heavy-duty trucks to equal the particulate emissions of one 1988 truck — a 60-1 ratio.

Similar reductions in emissions of particulates and NOx are well underway and will be completed by 2014 for the wide range of off-road engines found in everything from small construction equipment and farm machinery to freight locomotives, marine vessels, work boats and very large off-road machines and mining equipment.

The new generation of clean-diesel technology is not only meeting its emissions-reduction targets but is also exceeding them. Further contributions will come as more new-technology engines and equipment are put into service in the years ahead.

Just as the EPA's March 2012 Black Carbon Report to Congress stated that new diesel technology will play a role in helping reduce black-carbon emissions by 2030, new diesel technology will play a major role in helping meet the Clean Air Act standards for soot. ■



Allen Schaeffer,
Executive Director
of the Diesel
Technology
Forum

New engine technology in equipment, such as Tier 4 Interim machinery, helped reduce emissions of particulate matter to near zero during the past decade, a 98-percent reduction since 1988, according to Diesel Technology Forum Executive Director Allen Schaeffer.



DETERMINING OPERATING COSTS

How to get a better picture of your total costs for more accurate bids and profitable projects

Industry estimates put owning costs at 25 percent to 30 percent of the total machine owning and operating picture. These costs, which include finance, interest, depreciation and tax, tend to be fairly straightforward. The remaining balance – 70 percent to 75 percent – includes labor, fuel, parts, repairs, operator expenses and other related items that make up the operating component, which is more variable and more comprehensive.

Figuring operating costs is the more difficult of the two because so many factors go into them. For example, an excavator may be used in several applications, each of which probably causes costs to fluctuate. The same machine may be used in performing demolition and running attachments, such as hammers, shears and thumbs. It may not take any more power or fuel than digging, but the conditions put more

Labor, fuel, parts, repairs, operator expenses and other related items make up operating costs, which are considered the largest part of owning and operating a machine. It's essential to know these costs to create accurate bids.

stress on a machine and may require added maintenance and repair.

Even digging isn't so straightforward. Ground conditions can vary greatly within one particular geographic area, and even on a jobsite itself. A trench could have different types of soils, as layers of topsoil, clay and rock could be encountered at varying depths.

Finally, where a machine is in its life cycle makes a difference. A new machine is going to cost little in repairs, therefore, more of its production time is going to profit. An older unit that's paid for may seem like it's more profitable. However, it could be more prone to breakdown and run less efficiently. There's a chance it's making money, but not as much as the owner thinks, if it needs frequent repair.

Factor in the operator

The person running the machine has to be figured into the operating costs as well. A more experienced operator will obviously be more productive than a rookie, but will also likely cost more per hour in wages.

Another item to consider with operators is how they operate and take care of a machine. While many of today's machines have several working modes designed to match applications for maximum efficiency, longtime operators may be accustomed to always running at full power and idling during nonproductive times. That adds to maintenance and repair outlays.

Applying history, modern technology for savings

Experience plays a valuable role in getting to true operating costs. Factoring in historical trends and data from past projects is a good starting point for determining how to approach the next estimate and final bid. Accurate records





Figuring operating costs can be challenging because a particular machine may perform multiple tasks, such as an excavator that's used to dig and set pipe. Contractors must consider how each application affects production and fuel usage, and use other critical information to better calculate accurate operating costs.

of conditions and information on how operators and machines have worked and been used under similar circumstances provide a solid reference point.

Relying strictly on past project costs has shortcomings, however. For example, if personnel don't provide information, such as fuel usage, hours of production versus idle time and maintenance records, it's difficult to get a true cost picture. It's not always feasible for an owner to visit a jobsite, especially if multiple projects are spread out over a large area. Fortunately, during the past few years, improved technology, such as Komatsu's KOMTRAX system, allows owners and their personnel to monitor information remotely, including the mode a machine worked in, how often a machine idled, fuel usage, production factors and other critical information. Reports from these systems, along with other records, can be very useful for future reference.

Having this information allows contractors to address cost-saving practices such as shutting a machine down during nonproduction times or training operators to use a more efficient working mode. Over time, operating costs may be lowered, profit increased and more competitive estimates produced.

Technology, in the form of bidding and estimating software, can help produce accurate bids. Programs designed to work with jobsite plans allow users to trace existing and proposed elevations, then the programs will calculate the amount of earth to move by cut, fill or both. Users should take into account that calculations can be off by a few percentage points and programs don't always factor in types of soil, obstructions or other items that may affect production. A site visit should be made to evaluate those factors.

On a visit, users can set up a GPS system to create a picture of the existing site. That information then goes into a design file of the proposed project to create a model used to estimate how much earth to move. That file can also be used with a 3D machine-control system, which provides accurate grading and reduces costs associated with material overages, staking and surveying.

Calculating true operating costs that accurately reflect what to charge for individual machines on each job takes practice, but it's a business component that every contractor needs to master in order to produce accurate bids that result in profitable projects. ■

INNOVATIVE PRODUCTS

D61i-23: A REVOLUTION IN DOZING

New *intelligent Machine Control* dozers maximize production, lower costs with fully automated blade control



Jason Anetsberger,
Product Manager,
Intelligent Machine
Control

Komatsu's exclusive intelligent Machine Control (iMC) is a fully integrated, factory-installed, 3D machine control system. It provides automatic grading from start to finish and is designed to increase productivity while reducing material costs.

When contractors started using 3D machine control, they quickly realized the efficiency and productivity advantages the systems provided, including reduced operating and material costs. Komatsu takes the technology to the next level with the introduction of its first *intelligent Machine Control* dozers, the D61EXi-23 and D61PXi-23.

“Dozers equipped with conventional aftermarket 3D machine control are easy to spot on the jobsite, because they’re the ones with a mast or masts attached to the blade and cables running from a mast to the cab,” explained Jason Anetsberger, Product Manager, Intelligent Machine Control. “Komatsu eliminated those by integrating the 3D machine control technology into the machine, with sensors located in the cylinders and a cab-top antenna. Unlike traditional machine control systems, Komatsu’s *intelligent*

Machine Control is fully integrated and factory-installed.”

Components of the integrated *intelligent Machine Control* system include robust stroke-sensing hydraulic cylinders and a chassis-mounted enhanced inertial measuring unit, as well as the cab-mounted antenna and in-cab control box. Designing the GPS components into the machine improves durability, and the cab-top antenna provides accurate surface data by measuring actual elevations as the dozer continuously tracks during operation. The system measures progress in real time.

Seamless mode switches

The *intelligent Machine Control* D61i-23 dozers provide automatic blade control from rough cut to final grading. Inside the cab, an easy-to-use operator interface uses design files and interacts with the dozer’s machine-system controls, including blade control – the D61i comes standard with a power-angle-tilt blade – and tractive-effort management. As the dozer approaches final grade, it automatically and seamlessly switches from rough dozing to finish grading.

“Typically, users rough cut to within a few inches of final grade before turning on the automatics of their machine control system to get to final grade,” said Anetsberger. “That’s because if the operator uses traditional machine control in automatic during rough cut, the machine tries to push or cut too much material, and, inevitably, the tracks slip. That can reduce productivity, cause unnecessary wear on the tracks, increase fuel usage and increase overall owning and operating costs.

“We’re reducing or eliminating those issues with the D61i,” he added. “During rough cut, if



The integrated *intelligent Machine Control* system features stroke-sensing cylinders and a cab-top antenna that eliminate the traditional mast(s) and cables associated with 3D machine control. Operators can also select modes to match material conditions.



▶ VIDEO

Brief Specs on intelligent Machine Control Dozers

Komatsu's new D61i-23 dozers provide grade control from rough dozing to finish grading. The integrated 3D machine control system automatically raises and lowers the blade to provide maximum production with reduced track slip and better fuel efficiency.

Models	Net Hp	Operating Weight	Blade Capacity
D61EXi-23 D61PXi-23	168 hp	39,441-41,381 lbs.	4.5-5.1 cu. yds.

the system senses the blade has excess load, it automatically raises to minimize track slip and maintain forward momentum. The blade also automatically lowers to push as much material as possible, so it's designed to maximize production under all situations."

The advantages of the new Komatsu *intelligent Machine Control* dozers are significant, with field tests showing efficiency improvements of up to 13 percent compared to conventional aftermarket machine control systems, depending on factors such as operation and conditions.

"Machine owners can realize those benefits even with less-experienced operators," said Anetsberger. "Operators can make changes through a simple touch-screen control box. To ensure maximum productivity and efficiency, they can adjust machine control settings from presets to allow for material conditions. Four dozing modes – cut and carry, cutting, spreading and simple grading – are available, along with light, normal and heavy load modes."

Anetsberger noted that the new technology has similarities to traditional aftermarket machine control systems. "Customers' base stations and project design files are still necessary to operate the new D61i dozers. In addition to the unique

benefits of the D61i-23, all of the key benefits of conventional machine control remain, such as less staking and lower surveying costs."

100-percent Komatsu supported

Not only does the customer benefit from the improved efficiency and durability of the D61i-23's integrated machine control system, but also from the service and support aspect. Komatsu and the local Komatsu distributors fully support the factory-installed *intelligent Machine Control* system. The customer can rest assured that Komatsu is 100-percent behind both the base machine and the on-machine *intelligent Machine Control* technology.

"As with other Tier 4 Interim machines, the D61i-23 dozers are backed by Komatsu CARE, which provides complimentary scheduled maintenance and complimentary KDPF exchanges. In addition, each Komatsu distributor will have a dedicated Technology Solutions Expert (see related story) whose responsibilities include initial calibration of the machine and ongoing support. Our extensive field testing shows these intelligent dozers can make any user productive and efficient, and we encourage anyone looking for that to demonstrate one." ■



Go online or scan this QR code using an app on your smart phone to watch the D61PXi-23 dozer in action.

Komatsu distributors' staff support new technology

... continued

Technology Solutions Experts ready to help you deploy 3D machine control systems

When buying a new machine, confidence comes in knowing that the distributor and manufacturer will stand behind it with strong support. That's always the aim of Komatsu, and it's taken additional measures with the introduction of its new *intelligent Machine Control* D61i-23 dozers.

"The D61i dozers feature fully integrated, 3D machine control components that Komatsu factory installs," said Ron Schweiters, Product Marketing Manager of Komatsu's recently formed Intelligent Machine Control Division. "Our iMC Division goals include making equipment owners and operators aware of technology, such as 3D machine control systems, that is proven to lower owning and operating expenses by increasing productivity and reducing material costs."

Komatsu's new *intelligent Machine Control* dozers build on those attributes with an integrated system that eliminates the mast, or masts, and cables associated with conventional, aftermarket

3D machine control grading systems. The D61i-23 dozers instead have a cab-top antenna, stroke-sensing cylinders and a chassis-mounted, enhanced, inertial, measuring unit, among other items. All were designed to exacting standards with durability in mind.

"Whenever new technology is introduced, there's a bit of trepidation, and we want to take that away by letting customers know we're fully prepared to back those machines," said Mike Salyers, Product Marketing Manager, iMC. "One way we're doing that is through dedicated Technology Solutions Experts (TSE). The TSE plays a key role in helping customers understand the technology and how they can implement it into their fleets."

Part of the support they provide is the initial calibration of the new *intelligent Machine Control* machines. TSEs have spent numerous hours training to make this critical step go smoothly. Once calibrated, the machines are ready to work,

providing automated blade control from initial rough cut to final grade.

"From that point, the D61i dozers work much like traditional dozers, communicating with the user's own machine control base unit and design files," said Salyers. "The TSEs can help with these steps, too, by working with operators to dial-in the project, select proper modes based on site and material conditions and maximize productivity and fuel economy. They can also support traditional machine technology." ■



Komatsu distributors now have Technology Solutions Experts, whose role is to provide initial setup of the new D61i-23 dozers, along with ongoing support. They've spent many hours training to ensure customers' technology needs are met.

NEW FACES

Meet your TSE – Buddy Averett

Buddy Averett is in his 23rd year with Tractor & Equipment, and has been an assistant service manager and field technician. As the company's new Technology Solutions Expert, Buddy is responsible for helping customers with their 3D machine-control systems, as well as setup of Komatsu's new D61i-23 dozers. He also provides support for other manufacturers TEC represents, such as the Wirtgen Group of products, along with other aftermarket grade-control systems.

"As machine technology advances, it's vital to have someone who can support customers in that aspect," said Averett, who's based out of TEC's Birmingham branch. "I can help with initial calibration of the machines and provide ongoing support to help customers use technology such as grade-control systems to make them more efficient, effective and productive. If they want to demonstrate a new D61i, they can contact me and set that up." ■



Buddy Averett



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HANDS-ON EXPERIENCE

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New dozers take center stage at Komatsu event



Peter Robson,
Director of Intelligent
Machine Control

Customers and Komatsu distributor personnel got an up-close look at the future of *intelligent Machine Control* technology during a recent iMC experience event focused on the new D61i-23 dozers (see related articles for more detailed information) at the Komatsu Training & Demonstration Center in Cartersville, Ga.

During the event, attendees had the opportunity to see the innovative technology that provides fully automated blade control from rough cut to finish grade, as well as operate the D61PXi-23 models. The new dozers feature

factory-integrated 3D machine control that functions without the blade-mounted mast(s) and cables associated with conventional aftermarket systems.

Additionally, Komatsu highlighted the latest Topcon technology for productivity reporting and remote machine monitoring at the Training & Demonstration Center. In it, attendees could see software designed to work with GPS systems to track production in real time.

"In my many years with Komatsu, I've seen the development of numerous innovative machines and new technology, but I believe this is the most exciting product I've ever been involved with," said Peter Robson, Director of Intelligent Machine Control. "The efficiency improvement, greater value and simplicity of operation of the D61i-23 exemplify the leading innovations that customers have come to expect from Komatsu. It was a pleasure to see so many interested in this new machine and the technology behind it. The feedback we received was very positive, and many who attended saw how the D61i-23 could be a valuable asset to their operations." ■

Komatsu demonstrated the latest Topcon software designed to work with machine-control systems so users can track production data in real time.



Attendees had the opportunity to see and operate new D61PXi-23 dozers with integrated 3D machine control technology that requires no blade-mounted mast(s) or cables running from mast(s) to cab.



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D61i-23

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NEW PRODUCTS

NEW MATERIAL HANDLERS

Robust design provides excellent lift capacity, maximum efficiency in heavy-duty applications

Just because you're working in tough applications, you shouldn't have to sacrifice fuel economy or productivity. You don't have to with Komatsu's new PC390LC-10 and PC490LC-10 material handlers that provide excellent lift capacity and efficiency for scrap yards, terminals and other bulk-material-handling applications.

"Komatsu material handlers are built using the best features of our PC390 and PC490 base excavators, which are proven performers," said Senior Marketing Engineer Sue Schinkel. "For example, the engine pumps, valves and cylinders work together for maximum efficiency and productivity. There's also a material-handling package built into the base machine for superior lift capacity, speed and balance."

Several features contribute to maximum lift capacity, including heavy counterweights; reinforced revolving and center frames; and larger boom and arm cylinders. Load-holding valves are also standard for added protection on the boom and arm cylinders. Two- or three-piece fronts are available, and both incorporate a reinforced box-section design that uses high-strength alloy steel.

"We beefed up the X-frame assemblies, making them very robust," said Schinkel. "The material handlers can pick up as much over the side as they can from the front, and carry that load a full 360 degrees. That's a distinct advantage in a scrap yard where the working area may be very tight. In applications not involving maximum lift, the operator can use a Smooth boom-mode setting for more precise positioning operations."

Factor in the operator

For greater efficiency, the PC390LC-10 and PC490LC-10 material handlers have large-displacement, high-efficiency pumps that

provide higher flow output at a lower engine speed. Optimized Hydraulic System valves adjust work equipment speed – boom raise, arm in and grapple/bucket open-close – for smooth, precise operation.

Controlling the work equipment is easy, using the multifunction buttons on the operator control levers for grapple open-close-rotate and magnet discharge-charge. Operators can improve visibility to the application with a 78-inch cab riser that has manual tilt for transportation.

"When Komatsu designed its Tier 4 Interim machines, it took the opportunity to look beyond meeting emissions requirements and build machines that offer a combination of greater horsepower and fuel economy," said Schinkel. "We've brought that same intent to these new material handlers, and the results and feedback have been very positive." ■



Sue Schinkel,
Senior Marketing
Engineer



Go online or scan this QR code using an app on your smart phone to watch the PC490LC-10MH in action.

www.IEETractorTimes.com

Brief Specs on the Komatsu Material Handlers

Model	Net Hp	Operating Weight	Reach
PC390LC-10MH	257 hp	92,940-95,010 lbs.	46-48 ft.
PC490LC-10MH	359 hp	126,530-128,940 lbs.	54-55 ft.



▶ VIDEO

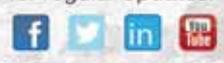
Beefed up X-frame assemblies, along with other robust features, allow Komatsu material handlers to pick up as much over the side as they can from the front, and carry that load a full 360 degrees. That's a distinct advantage in a scrap yard where the working area may be very tight.



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NO IDLING

SHIFT IN PRACTICE SAVES MONEY

Initiative changes contractor's view of idle time, its effect on bottom line

When Wade Williams bought his first piece of equipment eight years ago, he didn't put much thought into starting an excavation business. He just wanted to clean up around the farm.

"Neighbors saw I had an excavator and started coming to me asking if I'd do some work for them," said Williams, who is a one-man operation with Wade Williams Dozer Service. "The next thing I know, I'm cleaning up fence rows, clearing timber, ditching and building pads. I still do a lot of that private farm work, as well as working with farmers and the NRCS (Natural Resources Conservation Service) on soil-conservation projects that are put out for bid. Things really took off."

Williams quickly began adding equipment, including a Komatsu excavator. He currently owns a PC240LC-10 excavator and a D51 dozer. "I've run other brands, but what I've found is that Komatsu is hands-down the leader when it comes to both equipment and support. They've shown me ways to increase my bottom line, including bringing idle time to my attention. I really never gave it much thought before."

Komatsu and Williams' local distributor contacted him about participating in Komatsu's No Idle Initiative, which was designed to increase awareness of excessive idle time and easy ways to reduce it. Starting from a baseline idle time, Komatsu tracked participants over several months to chart and reward their progress. Williams earned a "Best of the Best" award, given to companies that reduced their overall idle time to 15 percent or less.

"My distributor sent me monthly reports showing a breakdown of idle time versus run time and documenting how much idling dropped," said Williams. "It makes so much

sense, and I'm grateful they brought it to my attention. It opened my eyes to how much excessive idling was costing me in terms of wasted fuel, unproductive hours that contributed to more frequent service intervals, and unnecessary wear and tear.

"Participating in the initiative changed my way of thinking long-term," he added. "As a one-man operation, I'm moving back and forth between machines, and I'd often leave one machine running while I worked in another. Instead, when significant nonproduction time is coming, I idle a machine for a few minutes to let it cool down, then shut it off, as opposed to just leaving it idle until I come back to it. Now, idle time is always on my mind." ■

Wade Williams, Owner of Wade Williams Dozer Service, said participating in Komatsu's No Idle Initiative changed his practices when it comes to idling. "It opened my eyes to how much excessive idling was costing me ... now, idle time is always on my mind."



Wade Williams,
Owner, Wade Williams
Dozer Service



COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

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AN INTEGRATED APPROACH

Komatsu Exec VP Manufacturing says customer input, strong engineering result in better machinery

QUESTION: During the past few years, several new machines have been introduced, and many more are coming soon. Where does the manufacturing of these machines begin?

ANSWER: It starts with ideas from our engineering teams as well as input from our customers. Building a new model begins with a goal in mind to improve upon the previous base machine's already-proven performance and incorporate enhancements customers tell us they believe would make our equipment better. From that, we build a prototype and test it extensively, looking for further ways to provide more efficiency and productivity. By doing that, we ensure that when a machine goes into production, it will certainly meet and, we hope, exceed customer expectations.

As an example, our customers told us they would like machines that are plug-and-play ready to accept GPS machine-control systems. We have several models equipped with that as standard. We're now taking it a step further with our new *intelligent Machine Control* D61i-23 dozers, which feature integrated 3D control and a cab-top antenna that eliminates the masts on the blade and cables to the cab. Our thorough testing shows significant improvement in efficiency and productivity, even from operators with little or no experience.

QUESTION: It seems technology like this continues to play a greater role in machinery. Why is that?

ANSWER: It does, and we recently put together a new ICT (Intelligent Control



Ken Furuse,
Executive Vice President,
Manufacturing

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.

Ken Furuse joined Komatsu 31 years ago and has worked extensively in production planning and plant management, spending much of his time in Japan and throughout Europe. He was named Executive Vice President, Manufacturing, Komatsu America Corp., in January 2013 and is responsible for overseeing manufacturing operations, including U.S. plants in Peoria, Ill., Chattanooga, Tenn. and Newberry, S.C.

"One of Komatsu's greatest strengths is listening, especially to our customers who have guided many positive changes to our machinery throughout the years," said Furuse. "Our world-class engineers incorporate customers' input into building what I believe are the most efficient and productive machines in the construction and mining industries. It's why Komatsu has become a top equipment manufacturer with an ever-growing presence. I'm very pleased with how far we've come, but I'm equally, if not more, excited about where we're going."

One aspect Ken is especially enthusiastic about is increased technology. "Komatsu remains keen on developing and integrating new technology into our equipment, such as our new *intelligent Machine Control* dozers and KOMTRAX monitoring system. Both are shown to directly improve production while reducing owning and operating costs, which, in turn, improves the user's bottom line."

Ken and his wife, Ikuko, celebrate 28 years of marriage this year, and they enjoy playing golf together and taking nature walks. Ken is also an avid mountain hiker and has scaled about 70 peaks in his native Japan.

Komatsu: a leader in technology that benefits users

... continued

Komatsu has manufacturing plants in Illinois, Tennessee and South Carolina that build construction and mining equipment for U.S. and world markets.



Technology) Division designed to promote and help customers implement these types of technology into their fleets and practices because it's proven to improve productivity and reduce owning and operating costs.

Komatsu continues to be very proactive when it comes to technology, and we're seeing benefits both for customers and for us as a manufacturer. KOMTRAX plays a major role, and we've continued to expand upon it from the perspective of customers, again, with their input. Now customers can use that information to track production, such as idle time and work load.

QUESTION: How else is Komatsu working for greater efficiency in the manufacturing process?

ANSWER: We've increasingly engineered genuine Komatsu OEM components and systems into our equipment. These systems work in harmony and increase efficiency. Even with that approach, we still partner with outside suppliers for a variety of items, and this is a good thing because they also bring us new ideas that lead to improvement. Our goal is to use the highest-quality local and regional suppliers as this reduces environmental impact and costs associated with transportation.

QUESTION: Where is Komatsu in terms of meeting Tier 4 Final emissions standards?

ANSWER: Our approach with each emission standard was not only to meet it, but design and manufacture machines that improve upon previous models. Because we're a strong engineering company, Komatsu has done that and our data proves it.

Initial Tier 4 Final machines begin rolling out this year with smaller engine-horsepower models, and larger machines are coming in subsequent years. As with past standards, we're on track to meet or exceed the deadlines of Tier 4 Final. ■



Executive Vice President, Manufacturing Ken Furuse said talking and listening to customers helps drive improvements in new Komatsu machinery.

Strong engineering practices and customer input not only help Komatsu meet emissions standards, but they make machinery more efficient and productive in the process, according to Furuse.



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KOMTRAX GOES MOBILE

New Komatsu smart-device app revolutionizes fleet monitoring



Rizwan Mirza,
Manager, KOMTRAX

During the past decade, technology in fleet management has gained prominence, and Komatsu has led the way with KOMTRAX. The remote machine-monitoring system allows users to log onto a secure Web site and track their equipment. Komatsu has now taken the next step with an app that lets users see critical machine information on their Apple or Android smart phones or tablet devices.

“Construction has always been a highly mobile field, and the KOMTRAX Mobile app plays right into that,” said Rizwan Mirza, Manager, KOMTRAX. “Similar to traditional KOMTRAX, users can find information that helps them make decisions that can potentially help reduce their owning and operating costs without being tied to an office or laptop. Many equipment users now carry a mobile device, so we evolved KOMTRAX to the mobile world.”

Mirza said Komatsu worked directly with KOMTRAX users to pinpoint information that would be most helpful to them through a mobile platform. Valuable data available through the

KOMTRAX app includes machine usage, idle time, fuel consumption, cautions, locations and much more. “Most important, our customers will have the ability to directly contact their distributors,” Mirza explained. “The app features ‘hot keys’ for customers to contact their PSSR, sale rep, service manager, parts counter and local KOMTRAX coordinator.”

“Just like traditional KOMTRAX, our distributors and customers can see if a machine has any health issues or is idling too much,” Mirza noted. “They can then make a phone call to schedule the service, or talk to the operator about better operating practices, such as shutting off during nonproduction. Wherever cell coverage or Internet access is available, users at one jobsite can see what’s happening with their machines at other jobsites via the KOMTRAX Mobile app.”

Getting the app is easy

Getting the app for an iPhone, iPad, Android phone or tablet is as simple as downloading it free from the app stores. Users can then request access by filling in basic information such as name, title, company name, email address and phone number. Komatsu then verifies and sets up an ID and password that let users enter the world of KOMTRAX Mobile.

“Smart devices became a necessary part of the construction industry because they made information more accessible and allowed better and faster business communication,” Mirza pointed out. “Smart phones have increasingly become popular because they allow easy access to valuable information through the Web or via apps, so users can get information about their business needs. Now, with our KOMTRAX app, business owners, or anyone they give their permission to, can track their equipment’s overall performance and health. We encourage all those who are interested to contact their local Komatsu distributor.” ■



Apple App
Direct link to
download and
connect



Android App
Direct link to
download and
connect

Komatsu’s new KOMTRAX app for smart phones and other mobile devices provides fleet management information, such as machine usage, idle time, fuel consumption, cautions, locations and much more.



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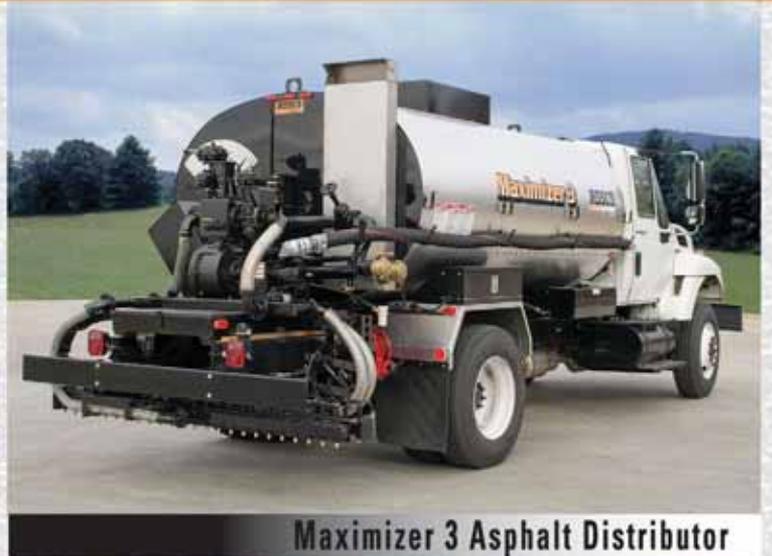
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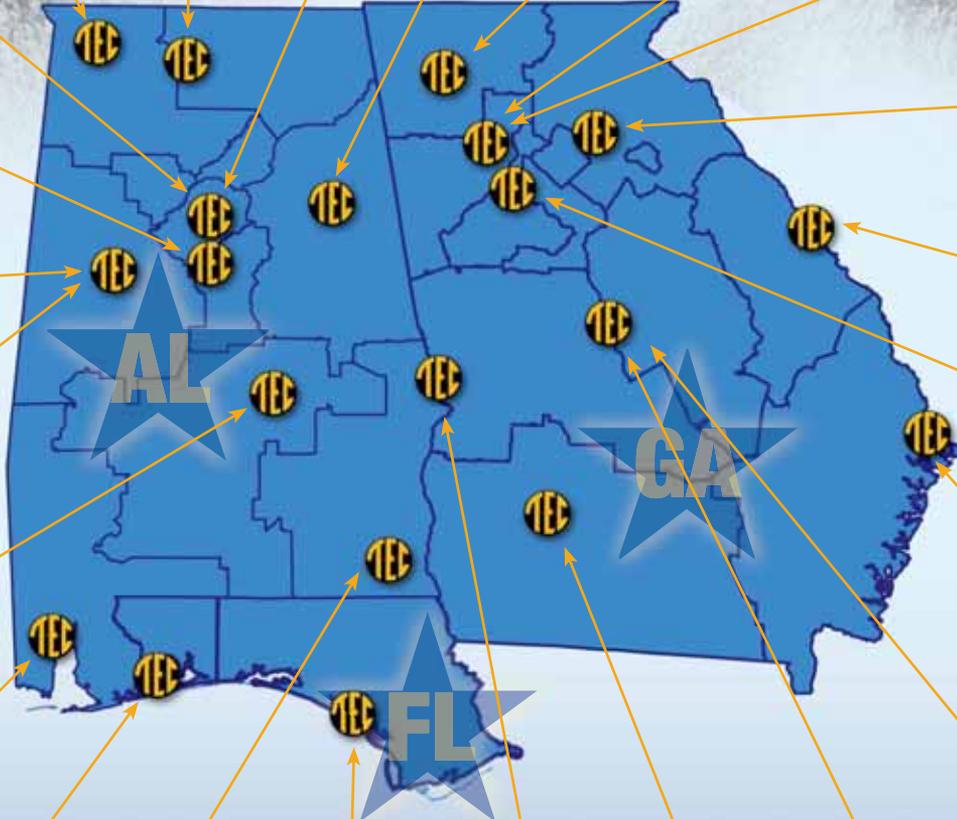
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BRANCH NEWS

EXTRA MILE FOR SAFETY

Augusta branch wins first annual TEC achievement award for outstanding safety practices

As part of its emphasis on improving the safety culture throughout the company, TEC recently honored its Augusta branch with the first annual Extra Mile for Safety Achievement Award.

“During the past few years, management has made safety a leading priority for Tractor & Equipment Company,” said Safety Director and Training Manager Jimmy Johnson. “The goal of our ‘Extra Mile for Safety’ program is, first and foremost, to get TEC employees home safely to their families each and every night. A side benefit is to be able to demonstrate to our customers our ability to work safely on their jobsites.

“To encourage safe practices among employees, we instituted a year-long competition between our 21 branches to see which did the best job of consistently meeting company safety goals and objectives. We judged them on specific measurable items, such as recordable injuries and

vehicle accidents, as well as attitude of employees and branch appearance, especially the shop.”

Johnson says Augusta was one of several TEC branches with no recordable injuries or accidents, but separated itself by appearance and attitude.

“Regardless of how busy it is, the Augusta shop is always orderly, with everything in its place. Equally important, technicians are very aware of their work environment. They make sure they work safely and that anybody who comes into their workplace is properly attired and aware of the necessity to watch out for himself and others.”

For the next year, the Augusta branch will display its Extra Mile for Safety plaque. “In years to come, we expect other branches to accept the challenge and to equal or improve upon what the Augusta branch was able to accomplish this year,” said Johnson. ■



Jimmy Johnson,
TEC Safety Director
and Training Manager



TEC Augusta branch personnel pose with the Extra Mile for Safety plaque they recently received. Pictured are (Front row, L-R) Ron Wallace, Clint Anderson, Jimmy Greenway, Mark Anderson, Barry Baker, Foster Crowder, (Back row, L-R) Art Wilson, Calvert Tindall, Dwayne Faircloth, Levi Wyrick, Tommy Kerr, Kathleen Stafford, Scott Daughtry and Brian Bacon.

SIDE TRACKS

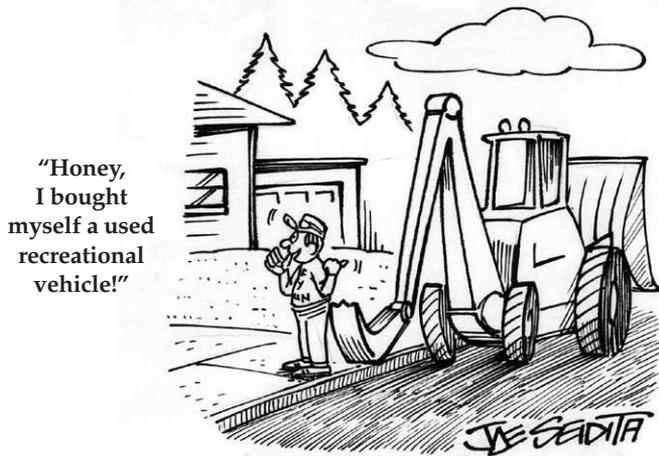
On the light side



"Can you put in an elevator?"



"How will all this 'fiscal cliff' and 'debt ceiling' stuff affect my allowance?"



"Honey, I bought myself a used recreational vehicle!"

Did you know...

- Men who kiss their wives in the morning live five years longer than those who don't.
- The Sahara Desert expands at about one kilometer per month.
- The state with the longest coastline in the continental U.S. is Michigan.
- In Japan, watermelons are grown into the shape of a square so they are easier to stack and transport.
- Oak trees do not have acorns until they are 50 years old or older.
- By weight, bone is five times stronger than steel.
- The word "news" is actually an acronym standing for the four cardinal compass points - North, East, West, and South.
- The distress code "Mayday" comes from the French word, M'aide, which means "help me."
- Coconuts kill more people in the world than sharks do. Approximately 150 people are killed each year by coconuts.
- Europe is the only continent without a desert.

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. B J O _ _ _ _
2. H P S O _ _ _ _ P
3. R R E A B _ _ _ B _ _ _
4. L E R L O R _ _ _ _ L _ _ _
5. E M N O A R F F _ _ _ _ _ N

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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
- PC78MR-6, #2911, 3,566 hrs. \$52,000
- PC400LC-7EO, #A87499, 2007, 7,315 hrs \$187,500

DOZERS

- D31PX-21A, #51362, 2007, 1,829 hrs \$55,000
- D31PX-21A, #50594, 2004, 2,188 hrs \$37,500
- D39PX-22, #3249, 2009, 3,733 hrs \$85,000
- D51PX-22, #B10150, 2007, 3,163 hrs \$125,000



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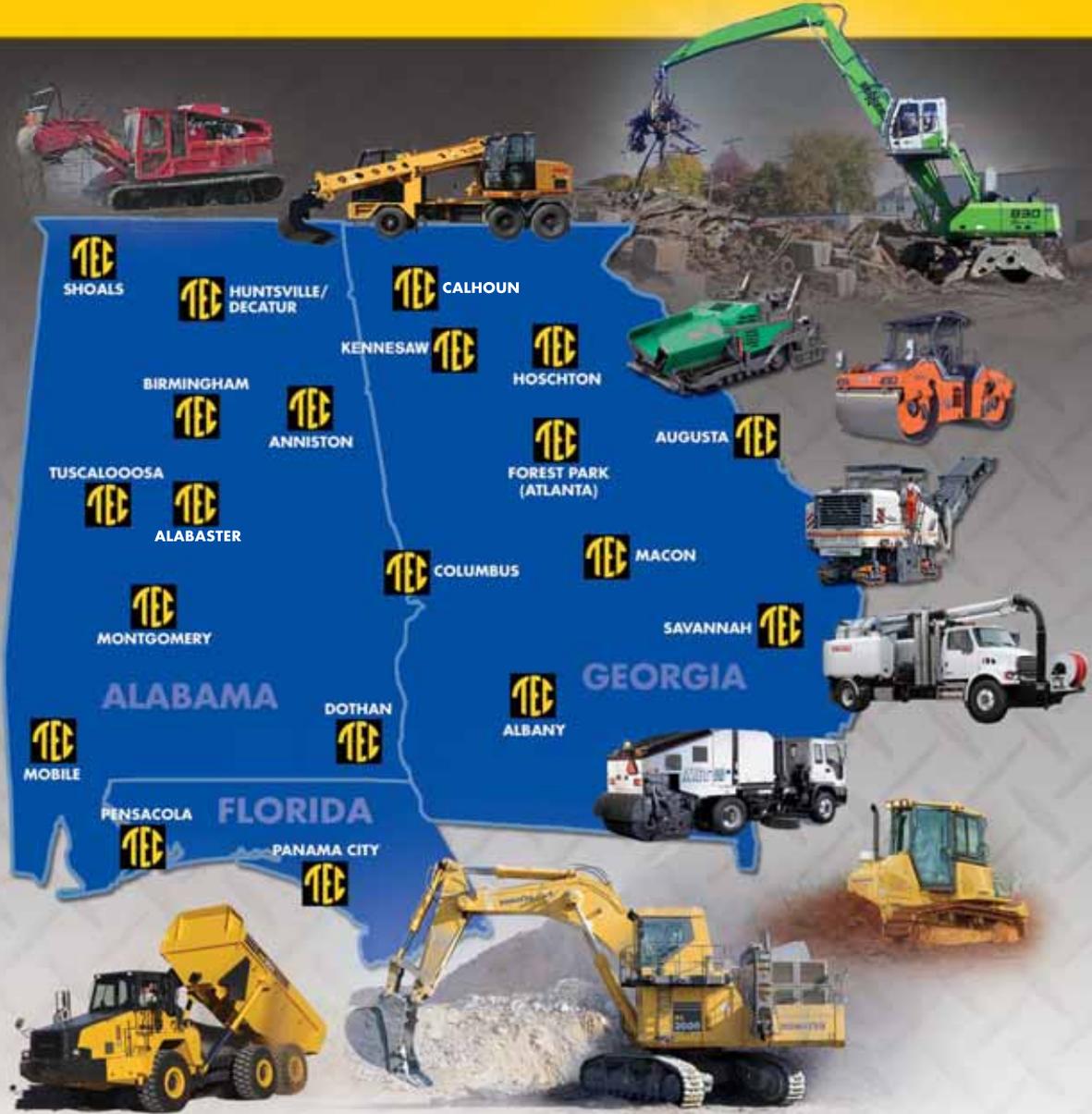
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