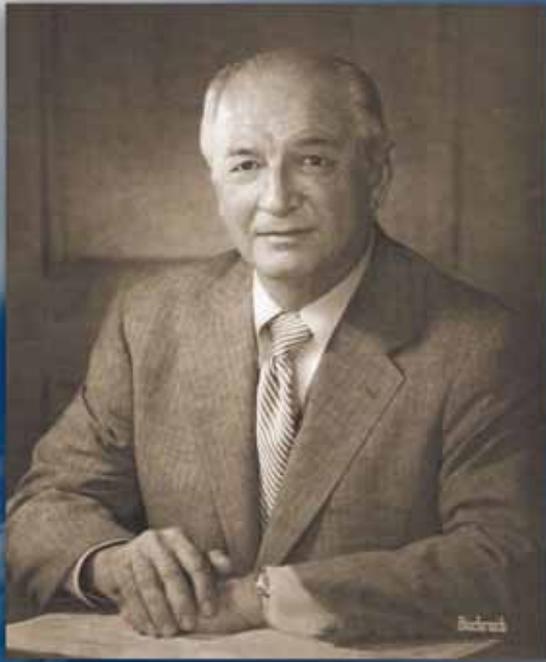




Tractor Times

A publication for and about Tractor & Equipment Company customers

2014 No. 1



THE LEGACY OF JAMES WAITZMAN

He was a guiding force at
Tractor & Equipment Company
for more than 40 years

See article inside . . .



KOMATSU[®]

A MESSAGE FROM THE PRESIDENT



Dan Stracener



Dear Valued Customer:

One of the biggest pushes in emissions regulations takes effect this year with the introduction of Tier 4 Final for 175- to 750-horsepower machinery. Compliance for 76- to 174-horsepower equipment begins in 2015. These requirements mean that NOx and soot emissions will be near-zero for new machines, making them the cleanest ever.

We're aligned with excellent manufacturers, such as Komatsu, who have worked hard to meet the evermore stringent requirements that each new tier level has brought. They've met the requirements in innovative ways that, in addition to reducing emissions, often produce machines that are more productive and efficient and improve your bottom line.

In order for that to continue during your equipment's lifetime, proper maintenance is essential. Komatsu and TEC's innovation shines in this area, too, with the introduction of the Komatsu CARE program, which began in conjunction with Tier 4 Interim models. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first. Komatsu recently completed the 10,000th service under Komatsu CARE, which you can read about in this issue of your TEC *Tractor Times* magazine.

We're proud of our contribution to that impressive number. Our service departments track Komatsu Tier 4 Interim machines in an effort to pro-actively respond to scheduled service intervals. Our trained technicians perform work at times and locations convenient for you, which maximizes your uptime and reduces your owning and operating costs.

World-class products backed by world-class service are what you expect from an equipment dealer. We're committed to delivering on both counts.

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

Sincerely,



Dan Stracener
President

**New machines
offer significant
owner benefits**



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IN THIS ISSUE

THE LEGACY OF JAMES WAITZMAN

Recall how James Whitfield Waitzman guided Tractor & Equipment Company and its customers to much success during his 40 years at the helm.

SCOTTSBORO LANDFILL

See how commitment to the environment and beautification led to the "Alabama Landfill of the Year" award for Scottsboro.

SELLERS CONTRACTING SERVICES AND WF JACKSON CONSTRUCTION

Read about two Georgia companies' experiences with Komatsu's "intelligent" dozer.

INDUSTRY EXTRAVAGANZA

Here's a recap of CONEXPO 2014, which showcased the latest innovations in construction technology and equipment.

NEW PRODUCTS

Find out how the new Komatsu PC170LC-10 excavator was designed to provide greater lift capacity.

GREEN TECHNOLOGY

Learn about the fast and fuel-efficient Hybrid HB215LC-1, which, in the right application, offers unmatched performance.

SPECIALTY EQUIPMENT

See how the PC360LC-10 Pipeline Arrangement handles heavy-duty applications such as oil and gas pipelining.

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SPECIAL TRIBUTE

THE LEGACY OF JAMES WAITZMAN

He was a guiding force at Tractor & Equipment Company for more than 40 years

James Whitfield Waitzman died on Feb. 1, 2014, at the age of 91. Mr. Waitzman was a former President and Board Chairman of Tractor & Equipment Company. Perhaps more than any other individual, he was responsible for the remarkable growth that TEC achieved during a four-decade period from the 1950s through the 1980s.

James Waitzman grew up in Birmingham and attended Auburn University. Shortly after

Pearl Harbor was bombed on Dec. 7, 1941, James joined the U.S. Navy and served as a pilot and flight instructor throughout WWII. After the war, he envisioned a construction boom, so he returned to Birmingham and joined a fledgling equipment distribution firm – Tractor & Equipment Company. When Waitzman started there in 1945, TEC had fewer than a dozen employees. His first job was in the parts department, where his duties included sweeping the floor at the company's only store.

As opportunities arose, Waitzman moved into equipment sales. His western Alabama sales territory included coal mines, rock quarries and road contractors, as well as various county road commissions. Waitzman called on and became friends with his customers. He learned the business inside-out and became an equipment expert in order to fully explain machine capabilities to his customers so they could get the most out of the units they purchased from him.

Waitzman's successful career as a sales rep led him into sales management as TEC grew and added branches in Decatur, Tuscaloosa and Anniston in the '50s and '60s. It was also during this time that Waitzman began buying stock in Tractor & Equipment Company, which was owned by its senior management group.

By 1970, Waitzman had acquired a majority stock interest in TEC and became President and Chairman of the Board. During the next two decades, he oversaw and led major projects, including building a new headquarters for the company near the Birmingham airport and expanding the company's footprint to all of Alabama by adding branches in Montgomery and Mobile, as well as in Panama City, Fla.



James Whitfield Waitzman
July 28, 1922 - February 1, 2014



James Waitzman (left) joined the U.S. Navy shortly after Pearl Harbor was bombed on Dec. 7, 1941. He served as a pilot and flight instructor throughout WWII.

A history of supporting customers and the industry

Early on, Waitzman understood the importance of product support and worked hard to ensure that Tractor & Equipment Company provided top-notch parts and service to its customers. He also understood that the equipment was only as good as a distributor's ability to keep it running, so he made that a priority. One of his many accomplishments was establishing TEC's Renew Center, which remains a company staple to this day.

Perhaps because of his experience with TEC's growth through the years, James always showed a special interest in contractors who were just getting started. He took a lot of pleasure in helping them grow their businesses and become successful companies, as well as good customers.

During his career, Waitzman was active in many industry organizations, including the American Road & Transportation Builders Association and its statewide division, the Alabama Road Builders Association, which elected him to its Hall of Fame. He also was active in the Alabama Coal Association and was a member of and assumed a leadership role in Associated Equipment Distributors (AED), serving as its president in 1968. As part of his

AED duties, Waitzman served on a federal government committee that established the first set of machine safety requirements, including ROPS (rollover protection).

A leader who will be missed

Throughout much of his tenure at TEC, the company was recognized as one of the leading International Harvester (IH) construction equipment dealers in the world. He took an active role in helping IH transfer its construction division to Dresser Industries. In 1984, he also helped TEC align itself with Komatsu, which eventually would become the company's primary product line.

James Waitzman retired in 1989 and was succeeded by his son, Jim Waitzman Jr. as President and Bill Roberts as CEO.

In retirement, Mr. Waitzman was a member of the Mountain Brook Club, The Club, the Monday Morning Quarterback Club and the JUG Club. He was also a 60-year member of the Saint Francis Xavier Catholic Church. He enjoyed deep-sea fishing and boating, but family, friends and faith were always his top priorities.

James Waitzman lived a full and important life. He will be greatly missed by all who knew him, including everyone in the TEC family. ■



For more than 40 years, James Waitzman (right) had a significant impact on Tractor & Equipment Company. Its success is largely due to his vision and determination.

SCOTTSBORO LANDFILL

Commitment to environment and beautification leads to “Alabama Landfill of the Year” award

Few of us think about where our trash goes after sanitation workers pick it up from the curb. We’re able to take an “out-of-sight, out-of-mind” attitude toward trash because other people in our communities are thinking about it, such as those who run landfills and take great pride in operating them cleanly and efficiently.

One such community is Scottsboro, Ala., where the landfill is very well run. Sitting in the northeastern corner of the state, roughly midway between Huntsville, Ala., and Chattanooga, Tenn., Scottsboro is the county seat of Jackson County. The Scottsboro Landfill currently holds the title “Alabama’s Best Landfill,” as determined by the Alabama Department of Environmental Management (ADEM).

“We won the William Gerald Hardy Landfill of the Year award for exceeding state regulations in operations and appearance,” said Eddie Blizzard, Director of Scottsboro Solid Waste. “ADEM inspects landfills several times a year. We were chosen because we had no violations and have

gone ‘above and beyond’ to make our landfill environmentally friendly and aesthetically attractive.”

Blizzard said ADEM cited the landfill’s grass cover and overall cleanliness as major factors in selecting Scottsboro for the award.

“We compost as much as 2,500 tons of trash per year and use half of that compost to grow and maintain grass on our property. In addition to having nice grass rather than dirt and weed cover, we also keep our litter picked up, which is important because unlike some landfills that are located in the country or on the outskirts of town, we’re more or less in the center of the community. We’ve come a long way from where we were a few years ago, and everybody who works here has had a hand in making this a much more community-friendly environment.”

Improving efficiency

Blizzard says the Scottsboro Landfill recycles as much as possible. The operation also has two cells – one for municipal solid waste (MSW) and the other for construction and demolition debris (C&D).

“Previously we had one cell for both MSW and C&D, but that was highly inefficient. MSW requires a lined cell with drainage to prevent potential groundwater contamination, and C&D doesn’t. It didn’t make sense to fill up our MSW cell with C&D material, so we built a separate, non-lined cell for C&D, which will extend the life of our more valuable MSW cell by about eight years.

“We also run a waste energy project where we collect the methane gas that’s produced by MSW, turn it into electricity and sell it to Tennessee Valley Authority (TVA). This is a

(L-R) Mayor Melton Potter, Scale Operator Geranda Garner and Solid Waste Director Eddie Blizzard display the “Landfill of the Year” award that Scottsboro received from the Alabama Department of Environmental Management.



great way to generate extra income for our operation," he noted. "The recycling, the two separate cells and the waste energy project are all examples of things we've done to improve efficiency and be good environmental stewards."

"Good people and good equipment"

The Scottsboro Landfill turns largely to Tractor & Equipment Company for mobile machinery to operate the landfill. The current fleet includes two Komatsu PC200 excavators and a D61 dozer.

"The secrets of our success are good people and good equipment," said Blizzard. "Good operators want to work with good equipment, and fortunately, we have both."

"We've been very pleased with our Komatsu machines, and we especially appreciate the reliability," he added. "We're a six-day-a-week operation, and our equipment has to work each and every day we're here. Trash doesn't take a vacation. The stuff keeps coming in, and we have to be able to handle it. With Komatsu machines and a good maintenance program, our equipment downtime is minimal."

Further adding to high uptime is the support the Scottsboro Landfill receives from Tractor & Equipment Company.

"TEC does an excellent job of taking care of us," said Blizzard. "Sales Reps Donnie Burgreen and Dwight Swaim, PSSR Chris Kohlenberg and the parts and service departments at the Decatur branch are all top notch. They understand our situation. I call, and they respond quickly, which is the type of support we're looking for and get from TEC."

Small, but not small-time

In addition to Blizzard's eight-person landfill staff, the backing he receives from Scottsboro City Hall is a crucial factor in the department's success.

"Our mayor and city council understand what we're trying to do and are very receptive to providing us with the equipment, training and tools we need to be the best. There are 33 MSW landfills in the state, and we're one of the



Excavator operator Andy Guess uses a Komatsu PC200 to load a truck at the Scottsboro Landfill. "We've used Komatsu machines for many years," said Solid Waste Director Eddie Blizzard. "What we like best is the reliability. Our downtime is minimal."



Dozer operator Jerry Smith uses a Komatsu D61 dozer to spread material at the Scottsboro Landfill.



(L-R) TEC Sales Rep Dwight Swaim works closely with Scottsboro Solid Waste Director Eddie Blizzard and Mayor Melton Potter. "Dwight and everybody at TEC's Decatur branch take great care of us," said Blizzard. "When it comes to support, they understand what we need and respond appropriately."

smaller ones, but there's nothing 'small-time' about our operation. We feel as though we're one of the most innovative landfills, and we're very proud to be recognized as such by the ADEM." ■

SELLERS CONTRACTING SERVICES AND WF JACKSON CONSTRUCTION

Two Georgia companies discuss their experiences with Komatsu's "intelligent" dozer



Andy Smith,
Manager, Sellers
Contracting
Services

Introduced in North America in mid-2013, the Komatsu D61i -23 was the world's first *intelligent Machine Control* dozer with factory-installed grade-control technology integrated into the machine. Prior to the D61i, grade-control technology was only available as an aftermarket add-on. Komatsu has since expanded the "i" concept to its D37, D39 and D51 models.

Two central-Georgia construction companies – Sellers Contracting Services of Gordon and WF Jackson Construction Co. of Sandersville – were among the first in the nation to acquire D61i dozers. Both companies purchased their units in the summer of 2013.

The "Tractor Times" recently checked in with Sellers and WF Jackson to get their impressions of the D61i.

"The cutting edge of grade-control technology"

Sellers Contracting Services is the grading/site development division of Sellers, which also

has a mining division that operates under the name of Sellers Construction. Sellers offers a full list of site development services, including clearing, grubbing, earthwork, pipework, paving and curb and gutter. The company's primary markets are commercial and industrial, but it also performs smaller, private residential jobs.

"As a company, we began site development in 2008, which in hindsight, was about the worst possible time," said Andy Smith, who manages the grading/site development side of Sellers. "Fairly early on, we installed GPS grading systems on our dozers and motor graders, and the cost-efficiencies we achieved by doing that helped us to survive the slow construction market in 2009 and 2010.

"Today, we use GPS on virtually all our grading machines," he noted. "We decided to try the D61i because we want to be on the cutting edge of technology, and Komatsu's *intelligent Machine Control* is, without question, the latest and greatest in grade-control technology. We're convinced it will keep us ahead of the competition and make us money in the long run."

Traditional grade-control technology uses a mast or masts attached to the blade with cables running from the mast(s) back to the cab. Komatsu's *intelligent Machine Control* system, on the other hand, is totally integrated inside the machine with sensors in the cylinders and an enclosed cab-top antenna.

"The first thing you notice about the D61i compared to the old GPS grading technology is there's no install time at the beginning of the day, or tear down at the end," said Smith. "Since all the technology is inside, you just get in,

Sellers owns several dozers with traditional GPS grading systems, but Manager Andy Smith says the company's Komatsu D61PXi-23 is "cutting edge" grade-control technology that will help keep Sellers a step ahead of the competition.





start it up and go to work. So it makes us more productive. It's also safer because nobody has to climb on the blade to set the system up.

"Another advantage of the D61i is that there are no exposed cables to get snagged and damaged by roots, stumps or other debris. Also, there's not a pole and mast to hit low-hanging tree limbs," he added. "We've spent a lot of money through the years repairing cables and masts, not to mention the downtime from those accidents. Those are non-issues with the D61i."

But Smith says the biggest advantage the D61i is the ability to use automatic grade control from the very beginning of a job.

"With our older GPS equipment, we still perform rough grading manually," said Smith. "Once we get close to grade, we switch it to automatic to finish it out, but even then, we still have to take some control, such as regulating the speed. With the D61i, we've got automatic modes from start to finish, which makes a new operator almost as effective as an experienced one."

"It does things other dozers can't"

When William Jackson started WF Jackson Construction in 1958, the company's niche was building farm ponds. Eventually, it started overburden removal for kaolin mines, which is now the Sandersville firm's bread and butter. In addition to its mining jobs, the company also does grading work in and around Sandersville.

WF Jackson Construction employs about 115 people. The founder, WF Jackson Sr., remains active as CEO. His son Bill serves as President. The company was one of the first in Georgia to own Komatsu equipment.

"When Stith Equipment, TEC's forerunner, was considering selling the Komatsu line in the mid- to late-'70s, they took some local contractors to Japan to look at the machines," recalled Bill Jackson Jr. "My dad was on that trip, and he was very impressed with what he saw. Komatsu's been a strong part of our fleet ever since."

Today, WF Jackson owns three Komatsu rigid frame trucks, 15 Komatsu excavators, ranging from PC200s up to a PC490, and half a dozen Komatsu dozers, including a new D61i.

"We have two D61s that are our grading machines," said Bill Jackson Jr. "We'll put them in the mines to do reclamation work, but primarily, they're on separate site-grading jobs not associated with the mining. Our grade jobs have included building railroad spurs, landfills, commercial plants, schools, jails and weigh stations. The older D61 has a standard after-market GPS system with mast and cables, while the new one, the D61i, is Komatsu's fully integrated *intelligent Machine Control* system."

WF Jackson demo'ed the D61i at the Komatsu Training Center in Cartersville last summer and purchased a unit shortly thereafter.

"We were impressed with the whole machine," said Jackson. "Certainly the integrated machine-control features make it a neater overall package than the aftermarket system, and our operators were also impressed with the dozer itself."

Operator/Foreman Todd Ivey appreciates that there are no poles, antennas or cables to damage when caught in tree limbs. He also notes that on some jobs, such as a landfill or plant site, he could run the automatic blade control all day long. But

Komatsu's D61PXi-23 is the world's first *intelligent Machine Control* dozer with fully automatic blade control.

It enables an operator to perform both finish dozing and rough dozing while in automatic mode. And unlike traditional add-on grade control systems with a mast and cables connected to the blade, everything on the D61i is integrated and enclosed inside the machine.



Bill Jackson,
President,
WF Jackson
Construction

Continued . . .

The D61i: "It does things that other dozers can't"

... continued

what he likes best has nothing to do with the GPS; it's the new transmission in the D61i.

"I really like the transmission in the D61i, which is basically two transmissions in one – a hydrostatic and a standard one, two, three. As an operator, that's ideal because it allows me to choose the best mode based on my application. For example, on most grading jobs, I prefer the one, two, three because it has the easy start, but on slope work, I prefer the hydrostatic. It's great to have a choice."

Estimator/GPS Manager Chris Pope is responsible for installing the traditional GPS package on the old D61.

"Depending where we're working, we may have to remove the traditional GPS system every evening to ensure against vandalism, then re-install it the next morning, which can easily take 30 minutes or more each day. It also costs us additional time and money if the cable or mast is damaged on the job, but we don't have to worry about that with the new D61i. In addition, I really appreciate the tractor itself – the visibility is outstanding. It's like I'm sitting right on the blade looking out."

Safety Director Doug Tanner says the D61i is definitely a safety improvement. "Anything that minimizes risk is good. Some of our jobsites can get very slick when it's raining, so the fact that the D61i keeps our operators from climbing up on a slippery blade is a tremendous safety improvement."

Both Jackson and Pope say the support WF Jackson Construction receives from TEC is also a selling point for the D61i, as well as other Komatsu units.

"Frankly, one of my initial concerns was how TEC would meet our GPS product-support needs, but hiring Buddy Averett as Technology Solutions Expert (TSE) eased my fears," said Pope. "We've also always been pleased with our Sales Rep Kyle McMahon, who gives us good information and fair prices," said Jackson.

Jackson says when he's in the market for another dozer, he'll give strong consideration to another Komatsu "i" dozer.

"It depends on the application, but when it comes to grading, it does things that other dozers can't. For example, we can subscribe to a service that allows us to watch production from right here in the office. Then, if we have a problem with the model, we could fix it from here and shoot it to the tractor through satellites. On a big grading job where we're moving a million yards or more, that could be very beneficial.

"All in all, I'm very impressed with the machine," he added. "It's the next step forward in grade-control technology, and it brings something new and worthwhile to the table. I'm glad we have it and can definitely see the technology becoming more prevalent in the future." ■



The WF Jackson Operations and Management team includes (L-R) Safety Director Doug Tanner, Shop Foreman Barry Pope, Mine Superintendent Tommy Walker, Operator/Foreman Todd Ivey, President Bill Jackson and Estimator/GPS Manager Chris Pope – shown here with TEC Sales Rep Kyle McMahon. "Our D61PXi-23 does things other dozers can't," said President Bill Jackson. "All in all, I'm very impressed with it."



Innovative. Intelligent. Integrated.



D61i-23

Next Generation Machine Control

No Masts

No Cables

No Connections

Factory installed Intelligent Machine Control — standard on the new D61i-23. Automated dozing — 1st to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

Komatsu — Customer driven solutions.



Scan here to see the video.



Conventional
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INDUSTRY EXTRAVAGANZA

CONEXPO RECAP

Nearly 130,000 see latest innovations in construction equipment, technology at industry's premier event

CONEXPO-CON/AGG attracted nearly 130,000 visitors during its five-day run at the Las Vegas Convention Center, marking the second-largest attendance in the equipment exhibition's history. The number of attendees increased significantly compared to 2011, which was the last time the triennial event was held. Only CONEXPO 2008 had a larger number of people in attendance.

A record 31,000 international attendees came for the show, which also set a new mark for

Educational seminars gave attendees valuable information about best practices and technology that could make them more efficient, productive and profitable. Industry professionals, such as Komatsu's Jason Anetsberger, Product Manager, Intelligent Machine Control, conducted the sessions.



Komatsu personnel were available to answer visitors' questions.



exhibitor space and exhibitors. Indoor and outdoor displays totaled more than 2.3 million net square feet, with 2,000 exhibitors on hand. CONEXPO-CON/AGG was co-located with the International Fluid Power Exposition (IFPE), which added more than 161,000 square feet of exhibit space and 400 exhibitors.

"CONEXPO-CON/AGG and IFPE 2014 reflected the feeling of momentum that's building in the industry," said IFPE Show Director Melissa Magestro. "We are industry-run shows that put industry needs first; these show numbers are a testament to the value that attendees, exhibitors and other stakeholders derive from participating in the event."

Komatsu had one of the largest display areas, showcasing 24 construction, forestry and forklift products that fit the theme of "Innovative, Intelligent, Integrated."

Komatsu displayed its family of *intelligent Machine Control* (iMC) dozers that feature integrated machine control technology. A dedicated theater presentation showed how iMC dozers provide automatic grading from rough-cut to finish grade without using traditional add-on masts and cables. User testimonials highlighted the advantages of iMC dozers, such as automatic blade control and reduced track slip for more efficient and effective dozing.

"We introduced our first iMC dozer about a year ago, and the feedback has been extremely positive," said Rich Smith, Vice President ICT Business Division and Product Marketing. "CONEXPO is a good place to introduce the newest *intelligent Machine Control* dozers, as well as our extensive list of other new products."

Komatsu also presented its new third-generation Hybrid HB215LC-2 excavator. In 2008,



Komatsu showcased 24 machines in its 40,000-square-foot exhibit space. It also had an iMC theater (right) and an area devoted to KOMTRAX, Komatsu CARE, parts and ReMarketing.

Komatsu introduced the first hybrid excavator and has since sold more than 2,500 worldwide.

“CONEXPO provides a tremendous opportunity for owners, operators and other construction personnel to see the latest in equipment and the technology that’s driving the industry forward,” said Rod Schrader, Komatsu Chairman and CEO. “CONEXPO allows us to show how Komatsu is refining machines to transform the workplace of the future.”

Komatsu introduced several new Tier 4 Final products, including dozers (D155AX-8 and D65EX-18), excavators (PC490LC-11, PC240LC-11, PC88MR-10 and PC55MR) and an HM300 articulated dump truck. It also displayed a Tier 4 Final engine, so attendees could see the innovative way Komatsu meets emissions standards while providing greater machine efficiency. Komatsu’s Tier 4 Final engine technology builds upon the strength of its proven Tier 4 Interim foundation, integrating Selective Catalytic Reduction (SCR) that further reduces NOx emissions.

Additional excavators, wheel loaders, an HD605-7 rigid dump truck, a PC390LL-10 track log loader and an FH45-1 hydrostatic forklift rounded out the displayed equipment. Presentations throughout the show; a large video screen with Komatsu information

Continued . . .



Komatsu displayed the technology behind its Tier 4 Final engines, including the selective catalytic reduction components (inset) that reduce emissions to near zero.



Go online or scan this QR code using an app on your smart phone to watch video.

Komatsu products: “Innovative, Intelligent, Integrated”

... continued

CONEXPO Conversations



Jeff Jordheim, Co-Owner, East & West Excavating, Fargo, N.D. “This is my second CONEXPO. I come to see the new products and learn from what’s here.”



Alan Wright, Vice President, Clearwater Utilities and ClearPave Construction, Houston, Texas. “We wanted to see the latest equipment. We get busy with our projects in the field, and this was a good time to come out and spend a day or two to see what’s new.”



Shane McDonald, Owner/President, AGR Contracting, Monroe, Wash. “I’ve learned a lot about Komatsu’s intelligent Machine Control on the dozers. We own a mixed fleet, but this iMC really sparks my interest.”

and testimonials; a parts, Komatsu CARE, ReMarketing and KOMTRAX information area; and a merchandise store were all part of the company’s 40,000-square-foot exhibit space.

More than 1,000 new products, services

CONEXPO organizers estimated that more than 1,000 new products and services were on display during the show. Among the new features was a Platinum Lot for asphalt production/paving, aggregate processing and drilling equipment, a Demolition & Recycling Exhibits Pavilion sponsored by the Construction Materials Recycling Association and a Technology & Construction Solutions Pavilion from the Associated General Contractors of America. The Power Transmission Distributors Association also had an exhibit pavilion for sensor manufacturers and product suppliers.

CONEXPO introduced a campaign aimed at raising awareness of the construction industry’s accomplishments, publicizing the positive benefits of construction projects and how they can elevate the nation’s quality of life. Many projects were nominated, and 50 were recognized during an Innovation Awards

Program and a special “Young Leaders in Construction” event.

Record numbers for educational seminars

CONEXPO-CON/AGG sold a record 41,000 tickets for the educational program seminars, which consisted of 120 sessions that covered 10 targeted tracks, including aggregates, asphalt, concrete, crane and rigging, earthmoving and site development, equipment management and maintenance, business management best practices, work force development, recycling, and preservation and safety. IFPE offered half day “college-level courses,” and a new Fluid Power Seminar series.

“The enthusiasm and traffic on the show floor was just incredible,” said Megan Tanel, CONEXPO-CON/AGG Show Director. “Exhibitors cited the high quality of attendees; they told us these were serious buyers and reported robust sales, to existing as well as new customers, that exceeded their expectations.”

CONEXPO-CON/AGG is slated to return to Las Vegas in 2017. Other upcoming shows include MINExpo, which runs September 26-28, 2016, at the Las Vegas Convention Center. ■

ReMarketing, Komatsu CARE, parts and other information was available within Komatsu’s display area.



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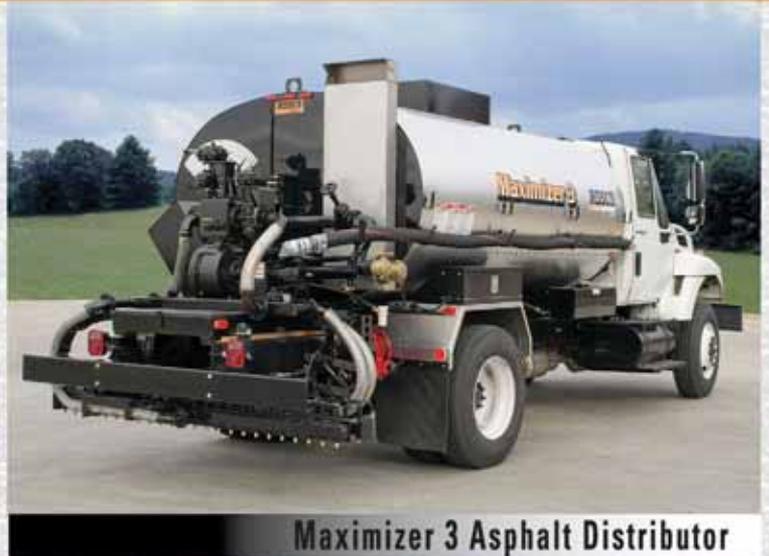
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NEW PRODUCTS

STRONG OPTIONS

Find out how the new Komatsu PC170LC-10 excavator was designed to provide greater lift capacity

Whether you prefer a lighter, more mobile unit or the heavier piece with added lift capacity, Komatsu's new PC170LC-10 excavator can provide exactly what you need.

The new PC170LC-10 is available with two counterweight options, both of which are heavier and provide added lift capacity compared to the counterweight on the PC160LC-8 model that it replaces. The heavy counterweight option is 1,389 pounds heavier with 15-percent more lift capacity, and the lighter option adds 309 pounds and 5-percent more lift.

"Making the choice really depends on the user's preferences and applications," said Rob Orłowski, Product Manager, Excavators. "An advantage of choosing the lighter counterweight is mobility. In that configuration, the PC170LC-10 can be hauled with a bucket on a 40,000-pound tag-along trailer. That's beneficial to contractors who rely on a powerful excavator in a small package for applications such as residential or non-residential construction, while customers looking for still more lifting power can find it in the PC170LC-10 equipped with the heavy counterweight."

More fuel efficient

The PC170LC-10 has the same horsepower as its predecessor, but it is up to 10-percent more fuel efficient, depending on the application and conditions. Efficiency comes in part from a variable-flow turbocharger that provides optimal airflow under all speeds and load conditions. It also has a Komatsu Diesel Oxidation Catalyst (KDOC) that does not have a scheduled replacement interval as would be required for a unit with a diesel particulate filter.

"With the KDOC there is no active regeneration required; it's 100-percent passive," said Orłowski.

"No particulate filter equates to less maintenance over the life of the excavator. Of course, because it's a Tier 4 Interim machine, Komatsu covers the scheduled maintenance for the first three years or 2,000 hours through the Komatsu CARE program."

Orłowski said the closed-centered hydraulics and harmony of systems give the PC170LC-10 the smooth feel and control that makes Komatsu excavators famous.

"The PC170LC-10 offers more capability at a lower cost, which is what every contractor wants," said Orłowski. "The machine offers a solution to customers with a variety of needs." ■



Rob Orłowski,
Product Manager,
Excavators

* Includes heavy-counterweight bucket, thumb and coupler combo

Brief Specs on the Komatsu PC170LC-10

Model	Net Hp	Operating Weight	Bucket Capacity
PC170LC-10	115 hp	38,100-41,600* lbs.	0.48-1.24 cu yds.

Komatsu's new PC170LC-10 comes with two counterweight options, both of which provide greater lift capacity compared to the previous PC160LC-8, and the PC170LC-10 is up to 10-percent more fuel efficient.



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KOMATSU HYBRID EXCAVATOR

Fast and fuel efficient, in the right application, the HB215LC-1 offers unmatched performance

In late 2009, Komatsu introduced the Hybrid PC200LC-8, the first hybrid hydraulic excavator in North America. The second-generation HB215LC-1 remains the only hybrid excavator in the popular 25-ton class size. Today, however, it's not the uniqueness or novelty that sets the unit apart, but the performance.

"People generally associate a hybrid with fuel savings – and the HB215LC-1 is definitely fuel-efficient," said Komatsu Excavator Product Manager Rob Orłowski. "On average, it uses 25-percent less fuel than the Komatsu PC200LC-8, a similar-size, traditional excavator. In the perfect application (light digging with lots of swinging), we've had reports of fuel-savings much greater than 25 percent.

"But what surprises equipment operators most is the machine's speed," he added. "The swing motor in the hybrid is exclusively dedicated to the swing function, which makes it faster and more productive."

Other benefits include:

- Quiet, inside and outside the cab;
- Better company image among the general public and many governmental entities;
- Komatsu engine, hydraulics and hybrid technology work together for maximum performance.

"Of course, the HB215 is not the ideal machine for all applications," Orłowski noted. "For example, if you're using a hammer (although there is a service valve to power hydraulic attachments) or performing deep, heavy work with limited swing involved, this machine may not be the

perfect fit. But, in a swing-heavy application such as truck loading, it's tough to beat the fuel-savings and speed advantages of the HB215."

The HB215LC-1 comes with a five-year, 7,000-hour warranty on hybrid powertrain components. If you're considering purchasing a hybrid, now is a good opportunity as Komatsu Financial is offering special financing on the HB215 for a limited time. ■



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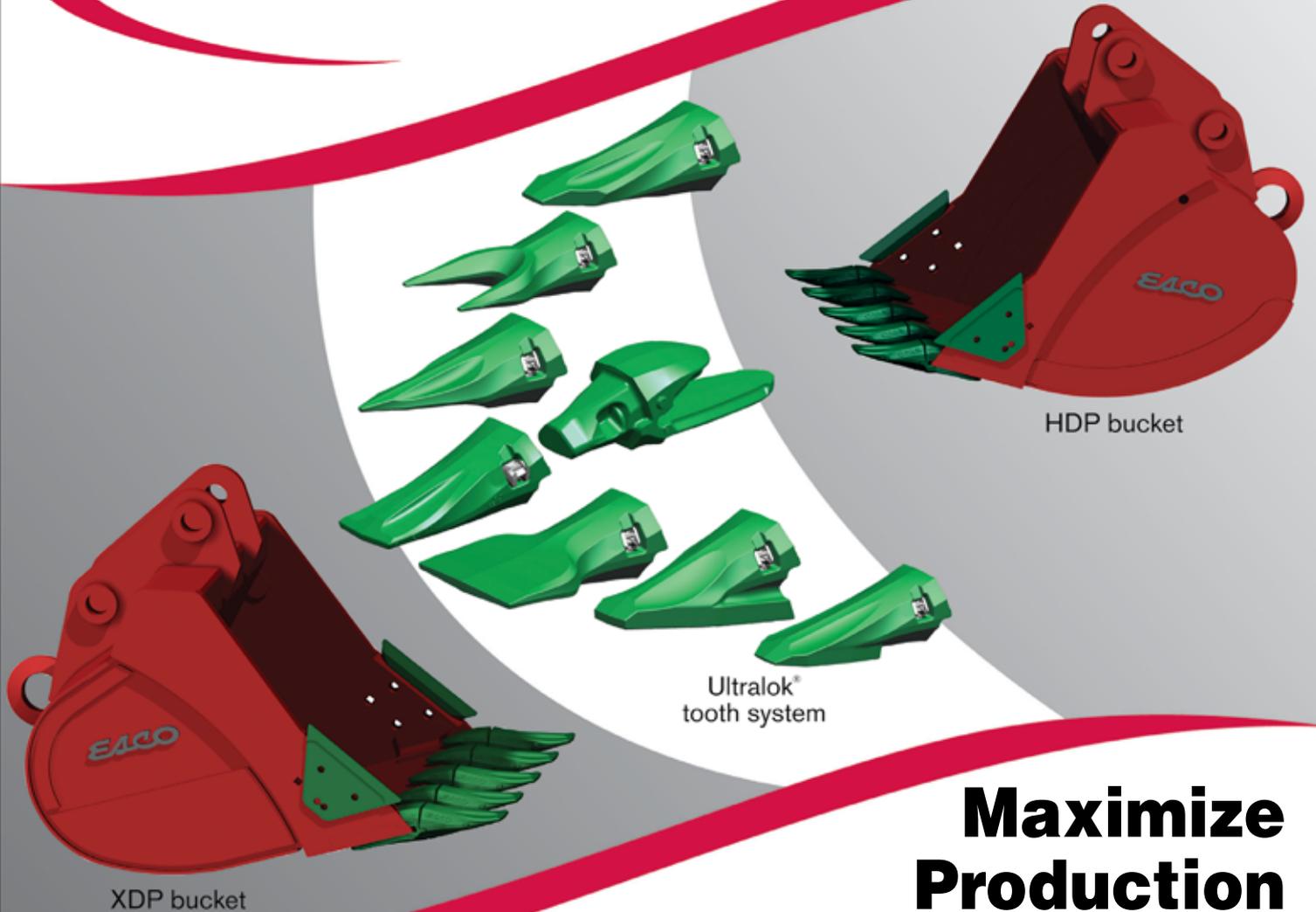
Brief specs on the Hybrid HB215LC-1 excavator

Operating Weight	Power	Bucket Capacity
48,175 lbs.	139 hp	1/57 cu. yd.

The Komatsu HB215 hybrid excavator is 25-percent more fuel efficient than the PC200LC-8, and operators report the swing speed is faster than the traditional model.

▶ VIDEO





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HDP bucket

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SPECIALTY EQUIPMENT

EQUIPPED FOR ENERGY PRODUCTION

PC360LC-10 Pipeline Arrangement handles heavy-duty applications such as oil, gas pipelining

Growth in the oil and gas industry has created a unique need for specialty equipment that can handle rugged terrain, trenching and heavy pipe. Specially-equipped Komatsu excavators perform well in those situations, including the popular PC360LC-10 Pipeline Arrangement. Special features that make this a pipeline machine include: anti-drift/anti-burst valves to provide optimum precision when working with heavy loads; single grouser tracks; and heavy-duty under guards.

Pipe sections are often heavy and the excavators have to hold the load for an extended period of time. These units offer an HKX anti-drift/burst valve package that provides superior load-holding capabilities, including minimal pipe movement under load.

"Excavators are often called on to perform the role of a side boom to hold pipe sections in place during welding," said Kurt Moncini, Product Manager, Excavators. "Maintaining precise pipe position is critical, and the anti-drift valves play an important role in the process.

"If a hose or hydraulic tube fails, boom and arm anti-burst valves help protect against uncontrolled load lowering, ensuring compliance with hose burst requirements," added Moncini. "This is especially important when loads are lifted in close proximity to workers and welders."

Several other options are also available, including a wide range of hydraulic kits and line packages for powering attachments. If steep ground or rough terrain are issues, the PC360LC-10 Pipeline Arrangement can be equipped with single grouser shoes for increased traction and maneuverability, which is especially important when working on steep sections of pipeline right-of-way. Special under guards are available for the upper frame (Heavy Duty are

3.2 mm thick and Severe Duty are 9 mm thick) to protect engine and hydraulic components from potentially damaging debris rolling along the top of the tracks.

"Excavators are very flexible products for pipeline applications, and the PC360LC-10 Pipeline Arrangement is an especially good option," said Moncini. "Its hydraulic systems are easily adaptable for a broad spectrum of attachment uses. For instance, aside from digging pipe trench, they can be used as pipe handlers in distribution and storage yards, to power bedding material screening buckets, run hydraulic hammers and many other applications requiring hydraulically-driven attachments." ■



Kurt Moncini,
Product Manager,
Excavators

Brief Specs on the PC360LC-10 Pipeline Arrangement

Model	Horsepower	Operating Weight	Bucket Capacity
PC360LC-10 Pipeline Arr.	257 hp	78,255-79,930 lbs.	.89-2.56 cu. yds.

Komatsu's PC360LC-10 Pipeline Arrangement works well for holding heavy pipe sections during welding thanks to a standard anti-drift valve. An HKX anti-burst valve package is available and gives superior load-holding capabilities, including precision load control.



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MORE NEW PRODUCTS

FEWER PASSES

New WA500-7 Yard Loader Arrangement with specially designed buckets increase capacity, productivity

Whether loading trucks, stockpiling or charging hoppers, you want to move material as quickly as possible. Komatsu designed its new WA500-7 Yard Loader Arrangement with specific features that provide increased productivity for applications involving re-handled or loose material.

“Right away, users notice the larger, flat-floor buckets that keep more material inside. These buckets also significantly increase capacity and decrease the number of passes needed to load 24-ton and 26-ton on-highway trucks,” said Rob McMahon, Product Manager, Wheel Loaders, noting that both 9.1- and 9.8-cubic-yard buckets are available. “These buckets offer several other advantages as well, such as reduced abrasion wear of the floor, less force to penetrate a pile and a wear package that’s lightweight and highly effective.”

Komatsu also added a larger-diameter bucket cylinder for increased bucket forces and additional counterweight for better stability and tipping loads.

“The counterweight’s unique shape provides more ground clearance for stockpiling materials, which is a distinct advantage over competitive machines,” said McMahon. “Other standout features include 29-inch rims and low-profile tires for increased stability; a brake cooling system (front and rear), which maximizes brake life in extended-carry and high-speed applications; and full rear fenders for enhanced protection from debris and thrown material.”

The WA500-7 Yard Loader Arrangement features a Tier 4 Interim engine and is

backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first.

“The WA500-7 Yard Loader Arrangement has many of the same great features as our base WA500-7, and it offers even greater productivity,” said McMahon. “I encourage anyone who wants that combination to try one in their construction and/or quarry operations.” ■



Rob McMahon,
Product Manager,
Wheel Loaders

Brief Specs on the WA500-7 Yard Loader Arrangement

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA500-7 Yard Loader	353 hp	79,162-79,630 lbs.	8.2-9.8 cu. yd.

Komatsu’s new WA500-7 Yard Loader Arrangement features larger, flat-floor buckets that increase capacity and productivity for applications involving re-handled or loose material. It’s designed to load 24-ton to 26-ton on-highway trucks in fewer passes.



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BEYOND THE STANDARDS

Mike Ueno says innovative approaches help Komatsu meet and exceed emissions regulations



Mike Ueno,
Komatsu Executive Vice President
& Chief Technical Officer

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.

This year marks Mike Ueno's 30th with Komatsu, and during his tenure with the company he's held several positions. He started with the design of 15-liter engines and later helped develop 30-liter engines.

Ueno became Komatsu's Executive Vice President and Chief Technical Officer about three years ago, giving him overall technical responsibility for the company. That includes overseeing products at the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as in Peoria, Ill., where Komatsu produces mining equipment.

He was also Vice President and President of Industrial Power Alliance, a joint venture between Komatsu and Cummins. Ueno was an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved plant management.

"Engine technology has evolved tremendously through the years," said Ueno. "I'm proud of the way we've implemented the tier emissions standards and made equipment that's more productive, reliable, durable and efficient at the same time. What's really gratifying is that many of the features that make those attributes possible came from listening to our customers and implementing their recommendations."

Mike and his wife celebrated their Silver Anniversary last year. The couple has three children.

QUESTION: Tier 4 Interim requirements finished at the end of last year. How would you assess Komatsu's implementation of the regulations?

ANSWER: I'd say it was very successful. We met the requirements of reducing soot and NOx, and in some cases, exceeded them with an innovative approach that differentiated us from other manufacturers. For instance, to reduce soot we use a diesel particulate filter (DPF) to capture the particulate matter, and we burn it off with the aid of a variable-geometry turbocharger. This process promotes regeneration during production, and in most circumstances, the operator has to take no action. With other-brand machines, operators often have to take them out of production for a significant period of time. That lost productivity can be costly.

We have learned a lot about our DPF system from customers and from our field experience, as we strive for continuous product improvement. From this sense, I would like to express my sincere appreciation to all our distributors and others who promote our products.

QUESTION: How is Komatsu handling implementation of Tier 4 Final regulations, which begin this year?

ANSWER: The biggest challenge Tier 4 Final presents is a further decrease in NOx, taking emissions to near zero. To do that, we will use a selective catalytic reduction (SCR) and urea to regulate and virtually eliminate the amount of NOx emitted from construction equipment. Our SCR-fitted machine tests also show a decrease in fuel consumption. Komatsu's engineering and manufacturing personnel have been integrating the SCR into new models for quite some time, and as with previous regulations, we're ready for Tier 4 Final. We'll also be ready when it's time to implement Tier 4 Final on mining equipment, which begins in 2015.



Komatsu met emissions regulations with its Tier 4 Interim machines, and in many cases, increased production and fuel efficiency. Mike Ueno, Executive Vice President and Chief Technical Officer, says Tier 4 Final machines show further increases in fuel economy.

Another significant challenge with Tier 4 Final standards is the number of machines it affects. During the Interim phase, Komatsu introduced about 20 new machines. During Tier 4 Final, that number will be almost double. In fact, the next few years will involve re-engineering our entire fleet.

QUESTIONS: One new machine Komatsu recently introduced was its first *intelligent Machine Control* (iMC) dozer model, the D61i-23. Where does it fit in?

ANSWER: The D61i-23 is a Tier 4 Interim machine. It's also a perfect example of how Komatsu exceeded emissions requirements. The iMC dozers, with integrated GPS systems, provide automatic blade control that optimizes the amount of material moved from rough-cut to finish grading. All the operator has to do is control direction by moving the joystick control forward or backward, making even the most inexperienced operators more effective and productive. Feedback has been phenomenal, and customers are looking for more automated models.

QUESTION: Will Komatsu have more automated machines?

ANSWER: Most definitely, and relatively soon for some models. Komatsu plans to introduce additional *intelligent Machine Control* dozers, as well as iMC excavators. Other products could follow. And the future may hold further possibilities, such as autonomous machines requiring no operator. We've already had autonomous haul trucks for several years.

QUESTION: What else may be on the horizon?

ANSWER: From a machinery standpoint, another hybrid excavator. We introduced the



The *intelligent Machine Control* D61i-23 dozer provides automated blade control from rough-cut to finish grade, with integrated GPS technology. More automated products are on the horizon, according to Mike Ueno, Komatsu Executive Vice President and Chief Technical Officer.



Mike Ueno, Executive Vice President and Chief Technical Officer, says Komatsu is ready for Tier 4 Final regulations which begin this year. Engine technology in new machines aims to further reduce emissions, including virtually eliminating NOx.

first and are now in our second generation with the 20-ton-class HB215LC-1. A new, 30-ton model would be next.

Technology is always improving, and Komatsu will continue to implement it. One example is our KOMTRAX mobile app for smart devices. Since we introduced KOMTRAX, we've continued to add features and data that allow users to track hours, idle time, location, machine usage, modes and a whole host of other critical information. Tracking the SCR and urea level will be integrated with the Tier 4 Final machines. ■

BREAKING NEWS

TRAMAC BECOMES MONTABERT

New name, same worldwide leader in hydraulic rock breaking



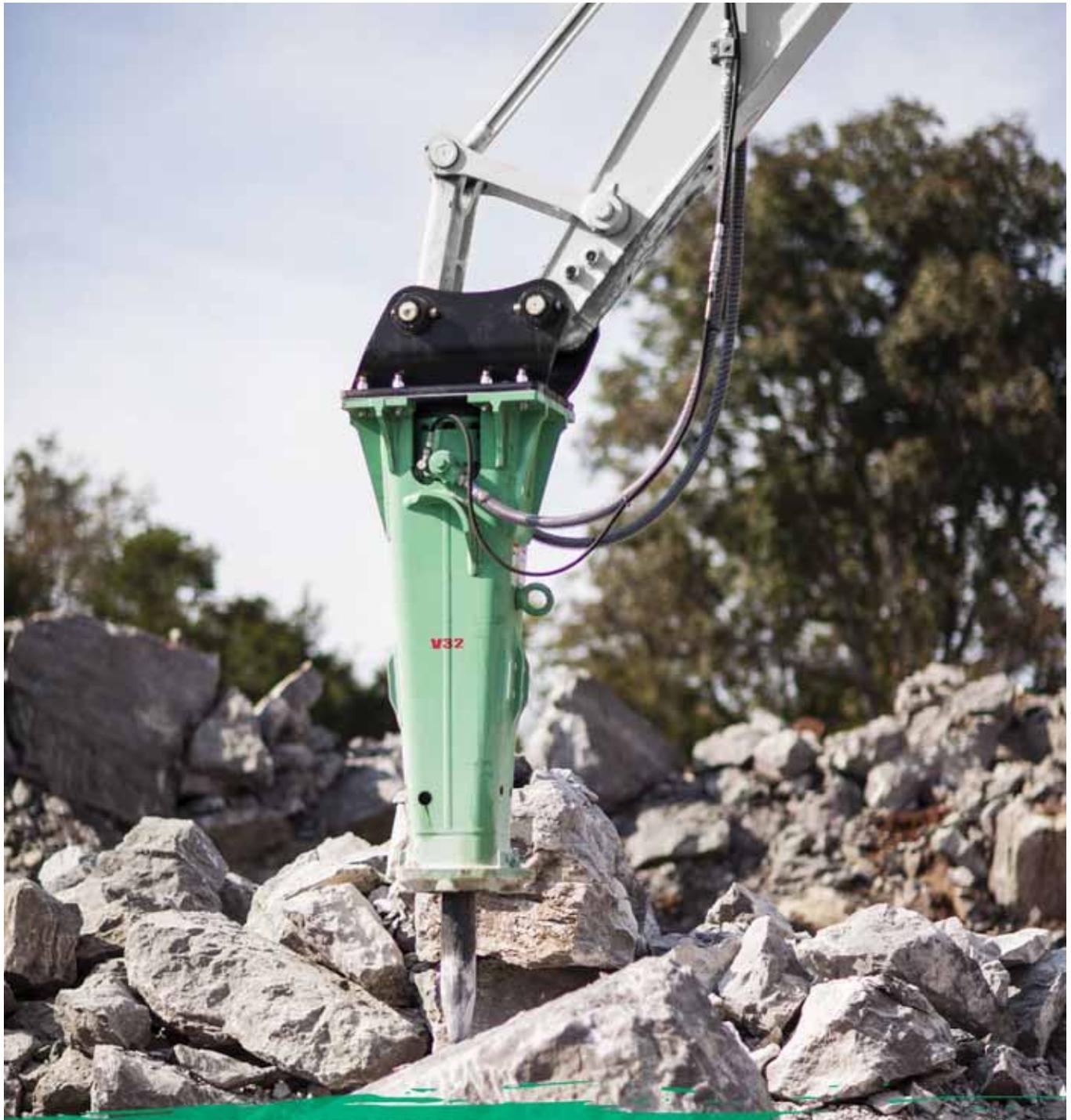
Tramac has been a well-regarded name in the North American hydraulic-breaker industry for many years. The Montabert brand is similarly well-known and well-regarded elsewhere throughout the world. Beginning this year, the Tramac brand will cease to exist, and from this point forward, the instantly-recognizable green breaker attachments will carry the Montabert name worldwide.

“This is a name change only,” said Tractor & Equipment Company President Dan Stracener. “What was Tramac, and then was Tramac by Montabert, is now simply Montabert. The important thing from our customers’ perspective is this: it’s the same great product it’s always been.”

Montabert, founded in 1921, is a strong global brand with a rich history of technological leadership in hydraulic hammers and drills, as well as pneumatic equipment. The company invented the world’s first hydraulic concrete breaker 50 years ago and has remained at the forefront of innovation in the industry ever since.

“This name change will bring about a number of benefits,” said Stracener. “For instance, we anticipate improved communication with the factories and enhanced manufacturer support for us and our customers. Most important, we’re confident the product will remain an industry leader, and because it holds its resale value so well, it will continue to be the best value proposition in the breaker market.” ■

Tramac’s recognizably green breaker attachments now carry the Montabert name.



THE ANSWER HAS ARRIVED

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SPOTLIGHT ON HIGHWAY FUNDING

Report, Senate committee show urgent action needed to address inadequate investment

Transportation group TRIP's latest study shows road conditions nationally will continue to worsen unless a current shortfall in funding is addressed. It estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years.

An extra \$670 billion is required for significant improvements, while \$374 billion would make modest enhancements, according to the study, which showed about 27 percent of urban roads contained substandard pavement. That will cost the average urban driver about \$400 annually, \$80 billion nationally, in added vehicle operating costs.

"Our nation's surface transportation infrastructure will further deteriorate if lawmakers don't identify new revenue sources for the Highway Trust Fund (HTF) by October," said Christian Klein, who is Vice President of Government Affairs for Associated Equipment Distributors and on the

Board of Directors of TRIP. "According to data released by the Congressional Budget Office, in FY 2015 the HTF will be unable to support any highway or transit spending, jeopardizing more than \$50 billion in annual investment."

TRIP's report comes just months before the current highway bill is set to expire. MAP-21, passed in June 2012, runs through September 30 of this year. It brought some certainty compared to short-term extensions that had previously funded transportation projects, but failed to address the long-term funding needs of the HTF.

The Senate Environment and Public Works Committee recently held a hearing to examine the HTF, and more hearings are expected in the coming months. Construction industry, labor and business community representatives detailed the highway program's situation and the economic impact that would result if the HTF is unable to support current spending in FY 2015, the "Year Zero" scenario, according to AED.

The committee discussed several options, including increasing the federal gas tax and indexing it for inflation. Expanded tolling, shifting to a vehicle miles traveled levy, a refinery-level fee and a sales tax were also mentioned.

"We commend (Chairman) Boxer both for continuing to ring the alarm bell about the crisis facing the federal highway program and offering bold solutions like a new gasoline sales tax," said Klein. "With 'Year Zero' looming in 2015, it's time for Congress and the president to stop hitting the snooze button and take swift, decisive action to ensure the HTF's long-term solvency." ■

A study by the transportation group TRIP estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years. An additional \$670 billion would be necessary for significant improvements.



NEWS & NOTES

TEC names Vice President/CFO

Tractor & Equipment Company has hired James W. (Jamie) Steele as Vice President/Chief Financial Officer. A native of Florence, Ala., Steele graduated from Birmingham-Southern College in 1991. He received his Certified Public Accountant certificate shortly thereafter and has been employed as a CPA for almost 20 years.

Steele started his career in the tax department of the Birmingham office of an international accounting firm in 1991. He joined a regional firm as Manager in 1996. In 2002, he went to work for a Birmingham firm and became a member of the firm in 2006. Throughout his career, Jamie has been involved in numerous aspects of accounting, including tax compliance and financial reporting. He's also served as a financial consultant for various privately-held and non-profit entities.

Jamie is a member of the American Institute of Certified Public Accountants, the Alabama Society of Certified Public Accountants and the Birmingham chapter of the Alabama Society. Formerly, he served on the Birmingham-Southern College Athletic Foundation Board of Directors and the Hoover City Schools Foundation Board of Directors. Currently, he's Chairman of the Board of Stewards of Riverchase United Methodist Church and is a member of the Leadership and Visioning Committee of the South Central District of the North Alabama Conference of the United Methodist Church.

"We welcome Jamie to the Tractor & Equipment family," said TEC President Dan Stracener. "We're confident his background and skills will serve our company and our customers very well in the years to come." ■



James Steele,
Vice President/CFO

Private developers increasingly require surety bonds

A rise in defaults during the past several years has also increased the demand from private developers that contractors provide surety bonding on their projects, according to a recent Business Insurance article. Surety bonds are normally associated with public

works projects, but due to sluggish recovery in the construction industry, developers are now seeking the same assurances that their investments will be protected against contractors and subcontractors who are unable to perform contracted work, the article notes. ■

Komatsu earns top score for efforts to reduce greenhouse gas emissions

Komatsu earned an A for its efforts at reducing greenhouse gas emissions in manufacturing and supply chain processes from CDP, the world's largest program being used to evaluate corporate engagement in climate change. The grade came from CDP in its Global 500 Climate Change Report 2013, with Komatsu receiving 95 points out of 100 in the Climate Disclosure Leadership Index and an A in the Climate Performance Leadership Index.

"Komatsu recognizes that its environmental efforts are one of its highest priority tasks, as it strives to fulfill corporate social responsibilities and ensure sustainable growth," a statement from Komatsu said. "Based on this commitment, Komatsu is aggressively making efforts to reduce its environmental impact, including the reduction of greenhouse gas emissions, in all aspects of its corporate activities." ■

SERVICE NEWS

MAINTENANCE MILESTONE

Komatsu CARE hits 10,000th service interval; successful program increases longevity of machines



Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations

Milestones are often marked in big numbers. For Komatsu CARE, its latest big number is 10,000. This is meaningful because it represents the number of services performed since the program's launch in 2011, which came with the introduction of Tier 4 Interim machines.

Komatsu CARE provides complimentary scheduled maintenance for the first three years

or 2,000 hours, whichever comes first, on Tier 4 Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges. Komatsu distributor technicians perform the services using genuine Komatsu OEM parts and fluids.

"We wanted to work with our distributors and customers to provide a solution to the new technology coming into the marketplace with the Tier 4 Interim machines," said Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations. "We also wanted to help our customers reduce the owning and operating costs associated with maintenance. Komatsu CARE is a proactive approach designed to meet those needs. The program is a tremendous success, thanks in large part to the dedication of our distributors."

Both customer-owned and rented machines are covered under Komatsu CARE. Distributors track the machines with KOMTRAX to determine hours and machine location, and then work with customers to schedule service intervals at a convenient time and place.

The 10,000th service was an initial 250-hour interval performed on a WA470-7 wheel loader. Similar to many service intervals performed under the Komatsu CARE program, it was done on site by a Komatsu distributor field technician.

"There are a couple reasons for reaching 10,000 so fast," said Rizzo. "Having a tremendous number of Tier 4 Interim machines in the field is one. Another is that those machines are highly utilized, so there are a lot of hours put on them. Komatsu CARE assures that the services are done on time, which in turn may help increase the longevity and dependability of the machines." ■

A Komatsu distributor technician performs the 10,000th service interval under the Komatsu CARE program. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first, on Komatsu Tier 4 Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges.



Komatsu, distributor and customer personnel celebrated the 10,000th service interval performed under the Komatsu CARE program.





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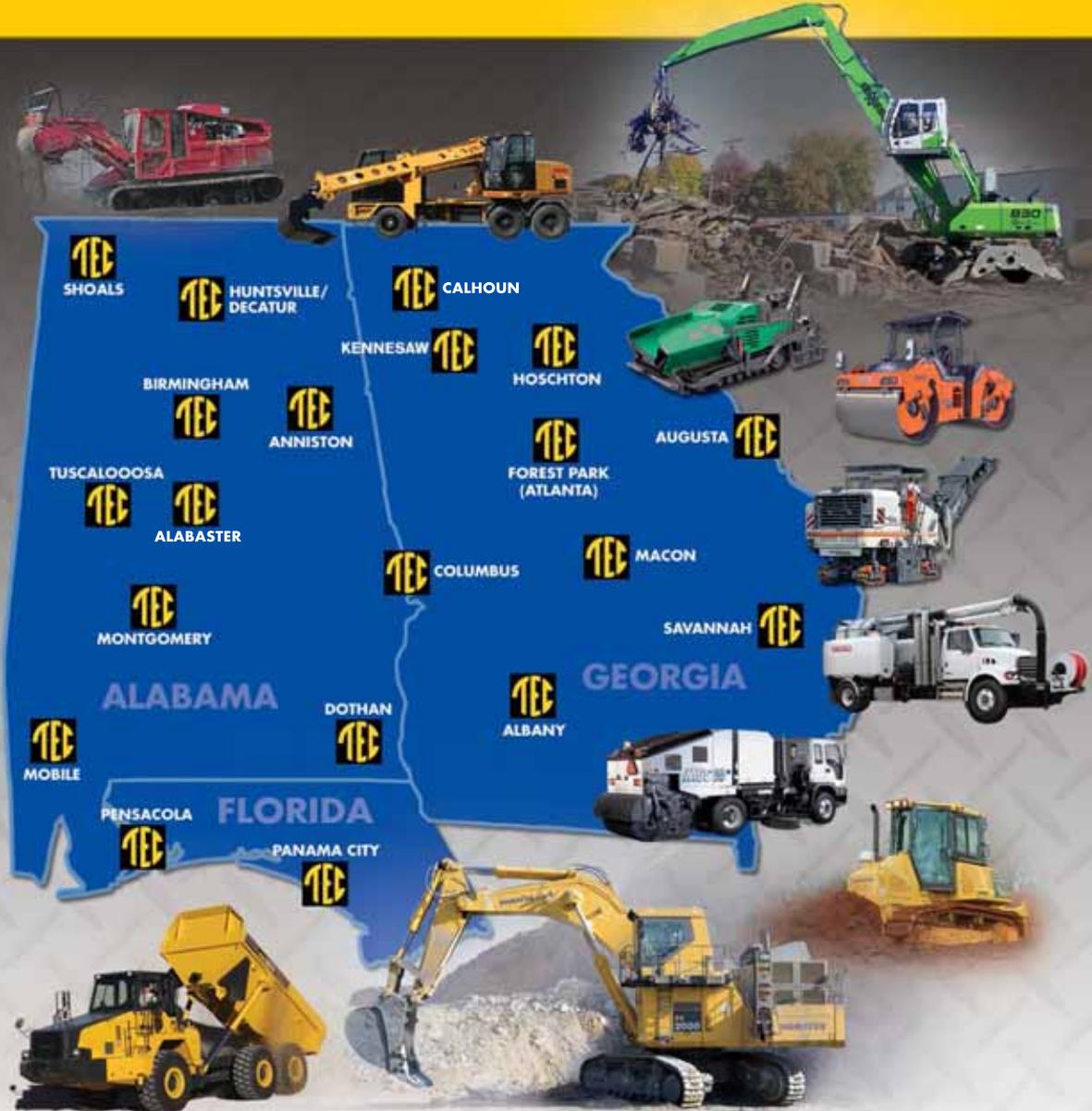


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