

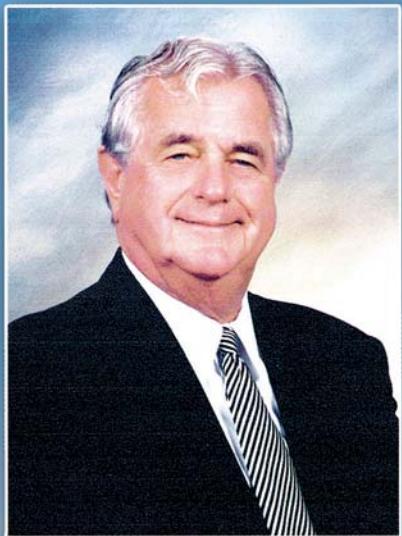


Tractor Times

A publication for and about Tractor & Equipment Company customers

2015 No. 1

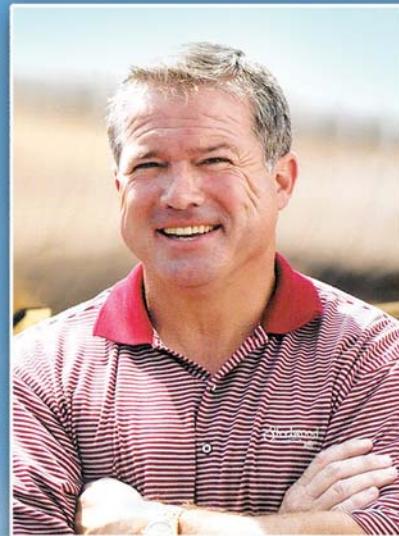
Alabama Asphalt Leaders Remembered



Charles Lawler,
East Alabama Paving Company



Fulton Heatherly,
Good Hope Contracting



Randy Billingsley,
Mobile Asphalt



A MESSAGE FROM THE PRESIDENT



Dan Stracener



Dear Valued Customer:

It's been said before, but it bears repeating: Komatsu is the leader in innovative equipment designed to increase efficiency and lower your operating costs. In this issue of your TEC Tractor Times, the spotlight turns to Komatsu's latest offering, the PC210LCi-10, the world's first intelligent Machine Control excavator.

In 2013, Komatsu introduced its first *intelligent* Machine Control dozer and subsequently added more models to the lineup. Now, the PC210LCi-10 joins the family. The excavator semi-automatically limits overexcavation and traces the target surface for greater accuracy and reduced material costs.

Moving material as efficiently, productively and cost-effectively as possible is every company's goal. Komatsu wants to further reduce your owning and operating costs, so it includes complimentary scheduled maintenance for the first three years or 2,000 hours on Tier 4 machines under the Komatsu CARE program.

All equipment in the *intelligent* Machine Control family is covered under the program, as is the new Tier 4 Final HM300-5 articulated truck, which is also featured in this issue. It pairs well with 30- to 60-ton excavators or 5- to 7.5-yard wheel loaders for maximum productivity in mass excavation, even in less-than-ideal conditions.

We hope with the busy construction season just around the corner that you will consider these or other machines from TEC. We have an extensive lineup of equipment to meet your needs, including moving dirt, mining, forestry, scrap or material handling, lifting or a whole host of other applications.

If there's anything we can do for you, whether it's equipment sales or rentals, parts or service, please call or stop by one of our branch locations.

Sincerely,

Dan Stracener
President

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offer greater
efficiency
and lower
operating costs**



**THE PRODUCTS PLUS
THE PEOPLE TO SERVE YOU!**

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Learn how Komatsu's new Tier 4 Final PC290LC-11 excavator reduces emissions and lowers fuel consumption.

NEW PRODUCT

Take a look at Komatsu's HM300-5 articulated truck, which boosts productivity in a variety of applications.

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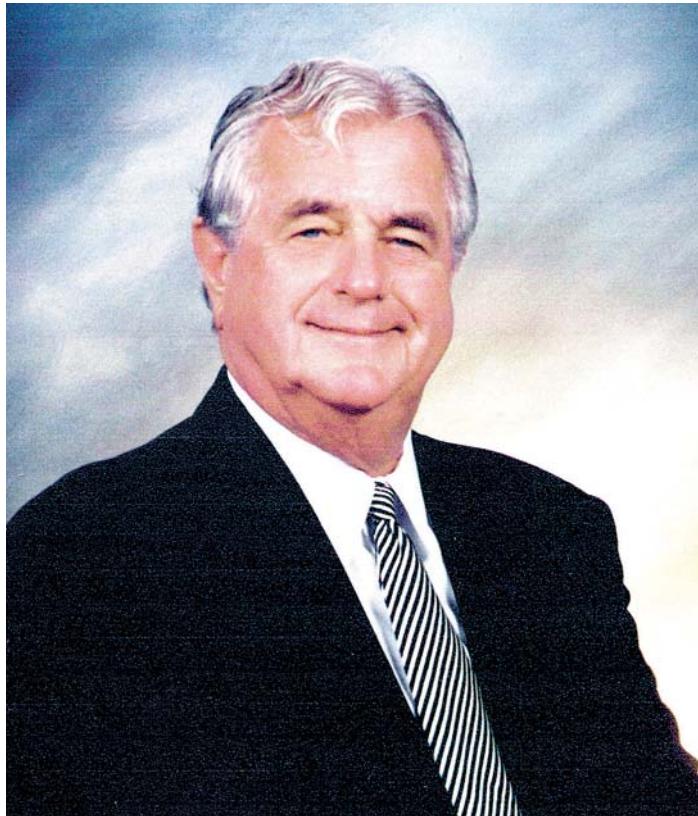
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PAVING LEGENDS

The asphalt industry lost three leaders in 2014. These men will be missed, but each will be remembered for his contributions to the industry.

Charles Lawler



Charles Lawler co-founded East Alabama Paving Company in 1970. He was inducted into the Alabama Road Builders Hall of Fame in 2011.

Born in Opelika, Ala., in 1936, and raised on a farm in nearby Beauregard, Charles Lawler milked cows and picked cotton as a youngster. He attended Auburn University, which at the time was Alabama Polytechnic, then served in the U.S. Army during the Korean War.

After his service, Charles had a short career as a repo man in Albany, Ga., then returned to the Opelika-Auburn-Beauregard area to start a trailer business with his brothers, which was called Lawler Family Homes. He later got into the car business with a partner, Jack Tatum.

It wasn't until 1970 that Charles entered the business that would define his career. That's when he and Tatum started East Alabama Paving Company. Charles later became sole owner of the firm. East Alabama Paving was originally a single, small asphalt plant in Opelika, but throughout the

years, Charles built it into a full-service paving company capable of doing almost any type of project, including those requiring highly specialized mixes.

Under Lawler's guidance, East Alabama Paving was a pioneer in constructing ALDOT specialty mixes, including crumb rubber, stone-matrix asphalt and permeable-treated asphalt base. Through the years, the company's paving division completed numerous test-track paving jobs for the National Center for Asphalt Technologies (NCAT) at Auburn University; many sections of Interstate 85 in eastern Alabama and into Georgia; and probably every single road in Lee County at least once. Today, the company employs about 85 people.

"My dad had a very strong work ethic," said his son, East Alabama Paving President, Charles Lawler Jr. "He was tough but fair, and he was totally honorable – his handshake was as good as his signature on a contract. This company was his baby. Until the day he got sick, he was running the plant, and nobody ran it better. He'd try to go on vacation, but he'd always be back within a few days, because this is where he thought he needed to be."

"I credit all of our success to my dad and the people he hand-picked to help run our company, including Ricky Tant, John Fuller and Rodney Barney," he continued. "Nobody on the payroll was simply an employee to him. Anybody who was here for any length of time, which was most of our workforce, Dad knew them by name, and they were part of the family. He hired the best people he could find and treated them well. That's why we have a dozen or more employees who have been here 25 to 30 years and more."

"Big Charles," as he was known to his good friends for the way he lived life in a big way, was a past president of the Alabama Asphalt Association; a member of the Alabama Road Builders Association; and in 2009, then-Governor Bob Riley was on hand when a 13-mile stretch of Alabama Highway 51, which runs through Beauregard, was dedicated as Charles Lawler Highway. Charles was inducted into the Alabama Road Builders Hall of Fame in 2011.

Fulton Heatherly



Fulton Heatherly started Good Hope Contracting with his wife Betty in 1974. At the time, it was just the two of them. Today, 200 people work at Good Hope Contracting, which is one of the leading employers in Cullman County.

Robert Fulton Heatherly was born in 1939, in Cullman, Ala., and was raised in the small nearby community of Brushy Pond, located roughly midway between Birmingham and Decatur. The youngest of nine children, Fulton learned the value of hard work early in life.

"Dad used to tell a story that his grandmother offered him a quarter if he could pick 100 pounds of cotton in a day," Fulton's son, Darrin Heatherly, recalled. "It was a lot of money to him at the time, so he did it. She paid him, but then said, 'Now I know you can do it, so I expect it every day.' That's probably where he got his work ethic."

Fulton didn't have much formal education. His schooling ended at the 8th grade level, but that didn't stop him from becoming very successful.

"Dad worked hard, had common sense and was business-smart," said Darrin. "He became a truck driver, and eventually he earned enough to buy his own dump truck. While hauling gravel to fill potholes for the town of Good Hope, he told them, 'If you let me mix in a little tar, it will stay in the hole better.' That's more or less what led him to borrow \$8,000 to buy a paver and a roller in order to get into the asphalt business."

That was in 1974, and it was the start of Good Hope Contracting, the company Fulton and his wife, Betty, founded. Today, Betty is Secretary/Treasurer of Good Hope and Darrin is President.

"Fulton started the company on his own," said Betty. "There was nothing handed down or given to him, but we were determined to make it work. As a businessman, he was fair and totally honest, which was part of why he was successful. He was a hard worker, and he expected employees to work hard too. But if he could see you were a hard worker and a good man, he'd give you the shirt off his back. If not, he didn't want you around."

Since that one truck in 1974, Good Hope Contracting has grown considerably. Today, it has 50 trucks, five asphalt plants, five quarries and three paving crews. With upwards of 200 employees, it's also one of the leading employers in Cullman County.

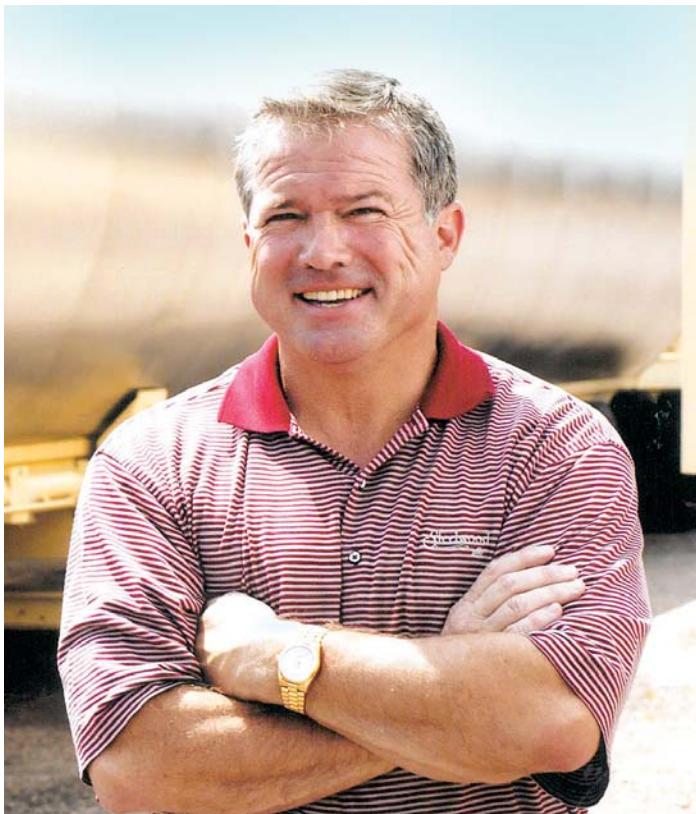
Good Hope Contracting does public and private jobs throughout central and northern Alabama. Among its signature accomplishments is supplying almost 500,000 tons of asphalt for Corridor X, the future Interstate 22, which is thought to be the largest asphalt contract ever held in Alabama. The company has also worked extensively on Interstate 65 between Decatur and Birmingham, as well as on Interstate 20 from Leeds/Moody to the Coosa River in St. Clair County.

Continued ...

Remembering leaders in the asphalt industry

...continued

Randy Billingsley



Randy Billingsley was a star running back for the University of Alabama and a member of the 1973 national championship team. In the business world, he co-founded Butts & Billingsley and later merged it with other firms to become Mobile Asphalt.

Before he became one of Alabama's paving-industry leaders, Randy Billingsley was a football star – first at Sylacauga High School, then at the University of Alabama. He was a celebrated running back for Alabama's legendary coach, Paul "Bear" Bryant, and a member of the 1973 national championship team. Randy was also the recipient of the Benny Marshall Trophy for his outstanding performance in the 1974 Iron Bowl victory over Auburn.

After his playing days, Randy was a stock broker for a couple of years, but he really hit his stride in the business world in 1977 when he co-founded the asphalt paving firm Butts & Billingsley with his father, Jack Billingsley,

and a partner, Jimmy Butts. Jack Billingsley retired shortly thereafter.

In the late '70s and early '80s, Butts & Billingsley grew in two locations – a southern section in Sylacauga/Childersburg and a northern section in Grove Hill. From 1984 to 1991, the company was primarily in southwest Alabama with a main office in Jackson. About this time, Randy bought out Mr. Butts and acquired two asphalt plants near Mobile and renamed the company Mobile Asphalt.

In the early 1990s, Mobile Asphalt had eight asphalt plants in three states. Today, it operates five plants in south Alabama and has three paving crews. The company employs about 135 people.

"We've done a lot of work on Interstate 65 and Interstate 10 through the years, as well as many other road projects, plus a considerable amount of work at Jack Edwards Airport in Mobile," said current President Jimmy Loftin. "We also did a section of Corridor X in Jasper, Ala., and worked on a joint venture with Good Hope Contracting on Interstate 20. We've paved and/or supplied asphalt to projects throughout Alabama – north, south, east and west. Randy was a good businessman – always willing to move a plant wherever it needed to go for a job. He also helped a lot of people throughout his career."

Mobile Asphalt remains very much a family business, as Randy's daughter, son and stepson all serve in top management positions.

"Dad was always proud of the fact that Butts & Billingsley competed the first pavement-recycling job in Alabama," said Randy's son, Vice President Jake Billingsley. "He grew this family business tremendously and was a friend to many people," added stepson and Vice President Operations John Whitman. "He was also always happy to serve his state, community and industry in any way he could," noted daughter, Hilton Mostellar, Chairman of RJ Billingsley, Inc., the parent company of Mobile Asphalt. "He served on the Board of Directors of numerous banks and was involved with many organizations, including the Alabama Asphalt Board of Directors, the University of Alabama's President's Cabinet and the A-Club Charitable Foundation." ■



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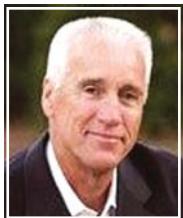


Learn more

A SALUTE TO A CUSTOMER

REEVES CONTRACTING COMPANY

This longtime Atlanta utility contractor has grown substantially by expanding its list of client services



Dean Reeves,
CEO



Eric Young,
President

If there's a large construction project in Atlanta, especially if it's downtown or inside the Interstate 285 perimeter loop, Reeves Contracting Company will likely be involved. The company is a longtime utility contractor whose specialty is deep, complex water and sewer work. Signature projects include the Georgia Dome, Georgia Aquarium and much of the infrastructure for the 1996 Atlanta Olympic Games, as well as high-rise buildings such as BellSouth Midtown, Twelve Centennial and Plaza Midtown.

In recent years, the company has expanded its scope of work to include demolition, clearing, grading and erosion control, as well as many other site-prep services. In addition, Reeves will manage the entire site package for general contractors, including scheduling and

Reeves Contracting has a long history of utility construction in and around downtown Atlanta. In recent years, the company has added full site-work packages to its list of services.



overseeing all site-work subs, such as those doing concrete work, asphalt paving, masonry and landscaping.

"It's all about providing a service for the owners and general contractors we work with on a regular basis," said Reeves President Eric Young. "My background was in general contracting where I ran large commercial projects valued at hundreds of millions of dollars. I know the headaches involved with overseeing the literally dozens of subcontractors it takes to build a large building. I figured if we could be a one-source-manager of all the outside subs, it would free up the general contractor to do what he does best, which is the inside work."

"Adding to our list of services has enabled us to grow substantially in recent years," said second generation owner and CEO Dean Reeves, who brought on Young as a partner in 2007. "We try to prove our worth on every job, and as a result, we have a very high client-retention rate. General contractors who use us once tend to come back to us time after time."

First excavator and a topnotch work force

Bill Reeves started Reeves Contracting in 1952 when he got out of the military. He bought one of the first hydraulic excavators in Atlanta and started using it to excavate ditches for plumbers, which eventually led him to sewer-line and septic-tank work. In 1973, Bill's son Dean joined the business after graduating from Georgia Tech, and during the next three decades, the company grew gradually, taking on larger projects and deeper underground work.

By the early 1980s, Reeves Contracting was doing a significant amount of underground infrastructure work for the city of Atlanta. Dean became President of Reeves Contracting in the late 1980s, and the company continued to focus on deep, tough downtown work that not a lot of other firms wanted to do. Dean's son William Reeves came on board in 2007, shortly after Eric Young had joined forces with Dean.

"We're probably still best-known for underground utilities, but expanding into full-site packages has fueled our recent growth," said William, who serves as a Project Manager and License Holder. "Our goal is to do the highest-quality work, do it for a fair price and complete it on schedule, thereby providing owners with a final project that exceeds their expectations."

Both Young and Dean Reeves agree that the reason Reeves Contracting is able to do work like that is because of a topnotch work force.

"Top-to-bottom, we think we have the best people in the industry," said Young. "Their experience, professionalism and dedication separates us from our competitors." And Reeves added, "It's not just us bragging about them – our customers know, based on their experience with us, that we have the best managers and field personnel around. Our customers have confidence that we'll get the job done, and it will be done right. Our work force is absolutely our greatest strength as a company."

Recession? What recession?

Young and William Reeves came on board right at the end of the construction boom and at the beginning of a serious economic downturn. Young says even if he had known what was coming, it would have been irrelevant to him.

"I made the move to Reeves Contracting as a lifestyle enhancement and for family reasons. Frankly, I don't pay attention to, or even consider, the overall economy. I guess it could be an excuse if you want to use it, but Dean and I have never approached it that way. From the beginning, our attitude was, 'This is what



Reeves Contracting crews use numerous Komatsu machines to complete the site package for the new Atlanta stadium project. "Komatsu is excellent iron – productive, reliable and long-lasting, and the support we've received from TEC through the years is outstanding," said CEO Dean Reeves.

we do – we create a living for our families and our employees – so let's do it.' I've always been aggressive about finding work, or creating it if necessary. You just go out and make it happen. It may entail bidding at a lower margin, but you do what you've got to do to create an opportunity – then figure out how to capitalize on it."

Because of that aggressive attitude, Reeves Contracting actually grew substantially during the recession. Among other jobs, the company built a large landfill in DeKalb County and secured a multi-million dollar project with the Atlanta BeltLine – a multi-use trail and green space project around the city core.

Earlier this year, Reeves started work on its largest job to date, the new Atlanta stadium project, which is also the largest construction project in Atlanta. When complete in 2017, the new stadium will replace the Georgia Dome as the home of the NFL's Atlanta Falcons. Reeves Contracting's work started even before ground was broken for the project in May of this year.

"The first phase was to relocate an existing road to make way for the footprint of the new stadium," said William Reeves. "We got that contract, and we haven't left the site since. We were essentially the first contractor on the job, and we'll hopefully be the last to leave. We're doing the mass excavation and the utilities. We've already moved half-a-million yards of dirt on the project to bring what will be the playing field to grade."



▶ VIDEO
William Reeves,
Project Manager

Continued . . .

Rapid growth for Reeves Contracting

... continued

Komatsu equipment and TEC support

Reeves Contracting turns primarily to Komatsu machines from Tractor & Equipment Company to complete jobs like the new Atlanta stadium project. The company has 17 Komatsu excavators ranging from a PC650 and two PC600s to two compact PC88s, and almost every size in between. Reeves also has seven Komatsu wheel loaders, three dozers, three Komatsu HM300 articulated trucks and two Hamm soil compactors.

"We have a great relationship with TEC and our Sales Rep Tim Aiken that goes back many years," said Dean Reeves. "Komatsu is excellent iron. It's productive, reliable and long-lasting. It's everything we look for in a machine. It's also fairly priced, which makes it a good value. All of our Komatsu units have made money for us."

"But the big thing for me is the way TEC and Tim have been willing to help us out through the years," he added. "They provide excellent support; they've given us loaner machines to get us through tough times; and when something isn't right, they've always stepped up and made it right. Because of the way they've treated us, we trust them. We have faith and confidence that they're going to stand behind their product and stand behind us."

"You sometimes hear about a certain car being a 'lemon' and the same thing happens with equipment," added Young. "But I can tell you, we've never had a Komatsu lemon. All of our operators like the machines. We've also been very pleased with how well they

work with our GPS grading systems. We have GPS grading on our Komatsu dozers and on a PC600 excavator. They work together beautifully and have helped us improve our owning and operating costs by a significant amount."

Creating jobs and opportunities

Reeves Contracting currently employs about 70 people in its civil division, where growth since 2007 has been nothing short of amazing. The company has gone from about \$8 million in annual volume to about \$52 million in 2014.

"Of course, now that we're managing so much site development work, some of that increase is going to our subcontractors," said William. "Since Eric has come on board, we've also added to our own work force, and we're self-performing much more work."

Most of Reeves Contracting's work is negotiated and typically includes preconstruction services at the design and engineering levels to help control costs and ensure a successful project timeline. While the city of Atlanta has historically been Reeves Contracting's primary customer, the company now does work throughout the metro area. Reeves has also substantially increased its private-side work load.

"At one time, we did about 80-percent public work, and today we're probably about 50-50," said Young. "The percentage will vary from year to year, but we're willing and able to work in either sector, and we'll go wherever the work is."

Young says Reeves Contracting's main emphasis in the year to come will be continued growth and opportunities for the employees.

"Creating jobs and opportunities for our people is the most rewarding thing about being in business. The second most rewarding thing is the sense of accomplishment when we complete a job. Most of what we do is underground, but we know it's there; we know it's good; and we know it's going to benefit many people. We take a lot of pride in that. As long as we can maintain a work force that shares our enthusiasm for this industry, I'm confident in our ability to continue to grow and prosper." ■

The new Atlanta stadium project, for which Reeves Contracting is performing the site work, will replace the Georgia Dome as the home of the NFL's Atlanta Falcons in 2017.





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INDUSTRY OUTLOOK

POSITIVE FORECAST

Outlook for construction spending is sunny, led by significant rise in single-family starts

Forecasters predict hefty growth in the construction sector during 2015 as the overall economy continues to improve. Dodge Data & Analytics (DD&A), formerly McGraw-Hill Construction, said factors such as easier financing, an investor shift to real estate and an increase in construction bond measures being passed will boost construction spending 9 percent in 2015.

Commercial, institutional, single- and multi-family housing and public-works projects will set the pace. DD&A said both commercial and single-family housing could see a 15 percent increase while the others should rise by 5 to 9 percent. Energy and electricity building fell last year and will continue to slide, according to DD&A. It predicts manufacturing-plant construction will drop by 16 percent after ramping up the past two years.

"The construction expansion should become more broad-based in 2015, with support coming from more sectors than was often the case in recent years," said DD&A Chief Economist and Vice President Robert Murray.

Forecasters predict hefty growth in the construction industry during 2015 led by single-family housing, which could see a 15-percent increase, according to Dodge Data & Analytics.

Housing continues to strengthen with building permits during the final months of last year at more than a six-year high. The Commerce Department said groundbreaking for single-family homes increased 4.2 percent to a seasonally adjusted 696,000 units. At the same time, multi-family starts decreased 15.4 percent year-over-year, but the combination of single- and multi-family starts topped 1 million, the highest number since 2008.

Fueled by low rates, demand

Economists and organizations that study the markets believe single-family housing will continue to rise. A report from the Mortgage Bankers Association showed new-home loan applications recently surged as potential buyers take advantage of relatively low interest rates. The National Association of Homebuilders (NAHB) cites a growing economy, low mortgage rates and pent-up demand as factors that will further expand the housing market.

"Single-family builders are feeling good," said NAHB Chief Economist David Crowe. "They are not overly confident, but confident enough to keep moving forward. This is mostly due to significant pent-up demand and steady job and economic growth that will allow trade-up buyers who have delayed home purchases due to job insecurity to enter the marketplace."

NAHB said single-family home production is expected to rise by as much as 26 percent this year, topping 800,000 units, and it should reach 1 million units in 2016. If that's the case, the market would be back to 90 percent of what was considered normal housing activity (using the period of 2000 to 2003 as a benchmark) next year.





Commercial construction could see a 15-percent rise, with the hotel market especially strong. According to the Architectural Building Index, near-term activity overall is at its highest level in several years.

Spike in hotel construction

Hotel construction is also marching forward with great strength, recently hitting a five-year high, with more than 3,500 projects and more than 443,000 rooms under construction, according to Hotel News Resource. The market posted double-digit year-over-year gains, a trend that's carried on for four consecutive quarters. Last year marked the fifth consecutive year that guestroom demand growth exceeded supply growth, and occupancy reached a 17-year high, as did the average daily rate and revenue per room.

"Developers are extremely positive with development conditions being near perfect," said Hotel New Resource. "Because of the industry's favorable metrics, lenders are increasingly more attracted to hotel investments, making funds easier to access by developers. Interest rates are near record lows and are expected to remain so at least through mid-2015. Favorable economic conditions, record-setting operating metrics and the positive outlook for the next few years have combined to make it a most opportune time for hotel developers."

According to the Architectural Building Index, near-term activity overall is at its highest level in several years. Contractors report a backlog in work, and the amount of upcoming work they

have on the books is higher than at any other time in history.

Highway bill still in limbo

Infrastructure investment continues to lag despite the public's apparent willingness to invest in new roads, bridges and water systems. According to The Kiplinger Letter, highway spending is about 30 percent higher than revenues generated from the fuel taxes that pay for it. The gap has widened during the past few years due to less driving and more fuel-efficient vehicles. During the November 2014 election, several states approved ballot initiatives to raise the funds necessary to build, repair and maintain highways, transit and other resources.

Congress has yet to commit to new multi-year highway legislation. The previous measure (MAP-21) expired last fall, and Congress passed a short-term extension to keep the Highway Trust Fund from running out of money. The extension runs out this May. A recent Society of Civil Engineers Report Card gave the nation's infrastructure a grade of D-plus

"The outcomes of these elections demonstrate that Americans value well-maintained infrastructure and are willing to make the investment," said Robert Stevens, President of ASCE. ■



Learn more

INDUSTRY EVENT

KOMATSU DEMO DAYS

The world's first *intelligent* Machine Control excavator was the star – but not the only attraction

Demo Days includes informational seminars and videos on Efficient Machine Operation, KOMTRAX and the benefits of No Idling.



Komatsu America Director of Marketing Communications Bob Post introduces the machines and the ground rules.



Takeshi "Ken" Takaura (left), who designed the new PC210LCi-10, was on hand to explain the intelligent Machine Control excavator.

▶ VIDEO



Komatsu Demo Days, held late in 2014 at the Komatsu Training & Demonstration Center in Cartersville, Ga., was the first opportunity for contractors to try the new PC210LCi-10 – the world's first "intelligent" hydraulic excavator (see related article).

"Contractors everywhere are embracing grade-control technology as a way to move dirt more efficiently," said Komatsu America Director of Marketing Communications Bob Post. "For other manufacturers, that means an "add-on" aftermarket mast and cable system. Komatsu is truly at the forefront by integrating such technology at the factory – first with our *intelligent* Machine Control (iMC) dozers, and now with our intelligent excavator."

At Demo Days, Komatsu had four PC210LCi-10s for attendees to "test drive," along with the complete line of iMC dozers. Beyond the iMC units, Komatsu displayed other Tier 4 machines, including a PC490LC-11 excavator, a D155AX-8 dozer, a WA600-6 wheel loader and the new HM300-5 articulated truck. Komatsu also provided tours of its Chattanooga, Tenn., manufacturing plant, as well as held informational seminars on Efficient Machine Operation, KOMTRAX and the benefits of No Idling.

"The object of Demo Days is to let contractors get their hands on Komatsu machines and kick the tires, so-to-speak," said Post. "Beyond operating the equipment itself, we want to show customers how to get the most out of the technology that we build into each machine. It's that technology that truly sets Komatsu apart. When it's used properly, it will help customers significantly lower their machine owning and operating costs." ■



Learn more

INNOVATIVE PRODUCT

EXCAVATION EXCLUSIVE

Komatsu's PC210LCi-10, world's first *intelligent* Machine Control excavator, minimizes overexcavation

Excavation companies want to move dirt as quickly and efficiently as possible, but conventional methods sometimes limit their ability to do that. Constantly checking grade is time consuming, and overexcavating is costly. Komatsu's new PC210LCi-10, the world's first *intelligent* Machine Control excavator, is a huge step forward in solving those issues with exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface.

"From rough-digging to finish-grading, the PC210LCi-10 offers improved efficiency and accuracy compared to traditional methods," said Peter Robson, Senior Director of Intelligent Machine Control. "Once the target elevation is reached, no matter how hard an operator tries to move the joystick control to lower the boom, the excavator won't allow it. Minimizing overexcavation also reduces wasted time and the costs associated with placing and compacting new, expensive material to replace what didn't need to be removed in the first place."

Advanced functions contribute to the PC210LCi-10's ability to effectively reach target elevation without overexcavating, including Auto Grade Assist. As the operator moves the arm, the boom adjusts the bucket height automatically, tracing the target surface and minimizing digging too deep. This allows the operator to rough-dig without worrying about the design elevation, as well as fine-dig by operating the arm lever only. By holding down the lever to move the boom down, the working range is expanded.

Another new function is Auto Stop Control. During boom or bucket operation, the work equipment automatically stops when the bucket edge reaches the design surface.

The excavator also comes equipped with Minimum Distance Control. The PC210LCi-10 controls the bucket by automatically selecting the point on the bucket closest to the target surface. If the machine is not facing a sloped surface at a right angle, it will still follow the target surface and minimize digging below it.

New large touchscreen display

The PC210LCi-10 features a factory-installed, fully integrated *intelligent* Machine Control system that includes Global Navigation Satellite System (GNSS) antennas; stroke-sensing hydraulic cylinders for the boom, arm and bucket; and an IMU (inertial measurement unit). The system works in harmony to provide real-time bucket-edge positioning in relation to the machine

Continued ...

Komatsu's new PC210LCi-10 *intelligent* Machine Control excavator semi-automatically limits overexcavation and traces a target surface.

Quick Specs on the Komatsu PC210LCi-10 Excavator*

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC210LCi-10	48,950-52,036 lbs.	158 hp	0.66-1.57 cu. yd.

*All specifications are the same as a conventional PC210LC-10.

► VIDEO



Peter Robson,
Komatsu Senior
Director, Intelligent
Machine Control



Jason Anetsberger,
Komatsu Product
Manager, Intelligent
Machine Control

The PC210LCi-10 brings automatic features to excavators

.. continued

and the job surface, limiting the ability to dig beyond the target elevation and making accurate finish grading possible.

The bucket tip/edge and the design surface are always displayed on the new, full-color, multifunction 12.1-inch touchscreen monitor, eliminating the wait time associated with conventional systems. Information such as real-time and as-built status, a magnified fine-grading view or a 3D view, may be displayed simultaneously.

The PC210LCi-10 makes grading easy and accurate with a facing-angle compass, a light bar and audio guidance that alerts operators as they get closer to final grade. The orientation and color of the facing-angle compass's arrow shows the operator the facing angle of the bucket edge relative to the target surface, allowing for the bucket to be accurately positioned square to the target surface, which is especially useful when finishing slopes.

Colors on the light bar also show the bucket-edge position relative to the target

surface. It's located on the left side of the monitor for easy viewing during operation and increased efficiency. Audio alerts help the operator recognize the target through unique tones that can be programmed for various bucket-edge distances from the target surface.

"Operators always know where they are in relation to where they eventually want to be," said Jason Anetsberger, Product Manager, Intelligent Machine Control. "Operators can set audio guidance alerts so that different tones are heard the closer the bucket is to final elevation. For instance, one tone may indicate 2 feet away, while a different tone is heard at 1 foot. Customers who tested the machine really liked the audio alerts because they allow the operator to focus on digging without stopping to check relation to final grade."

Two-way communication

The PC210LCi-10 comes standard with a cellular modem that supports troubleshooting from afar, via the Internet. Additionally, this hardware can be used by Topcon's jobsite management solution, Sitelink3D Enterprise, which sends as-built data to the office and design data to the machine.

"The PC210LCi-10 represents a huge leap forward by bringing automation features to excavators,"

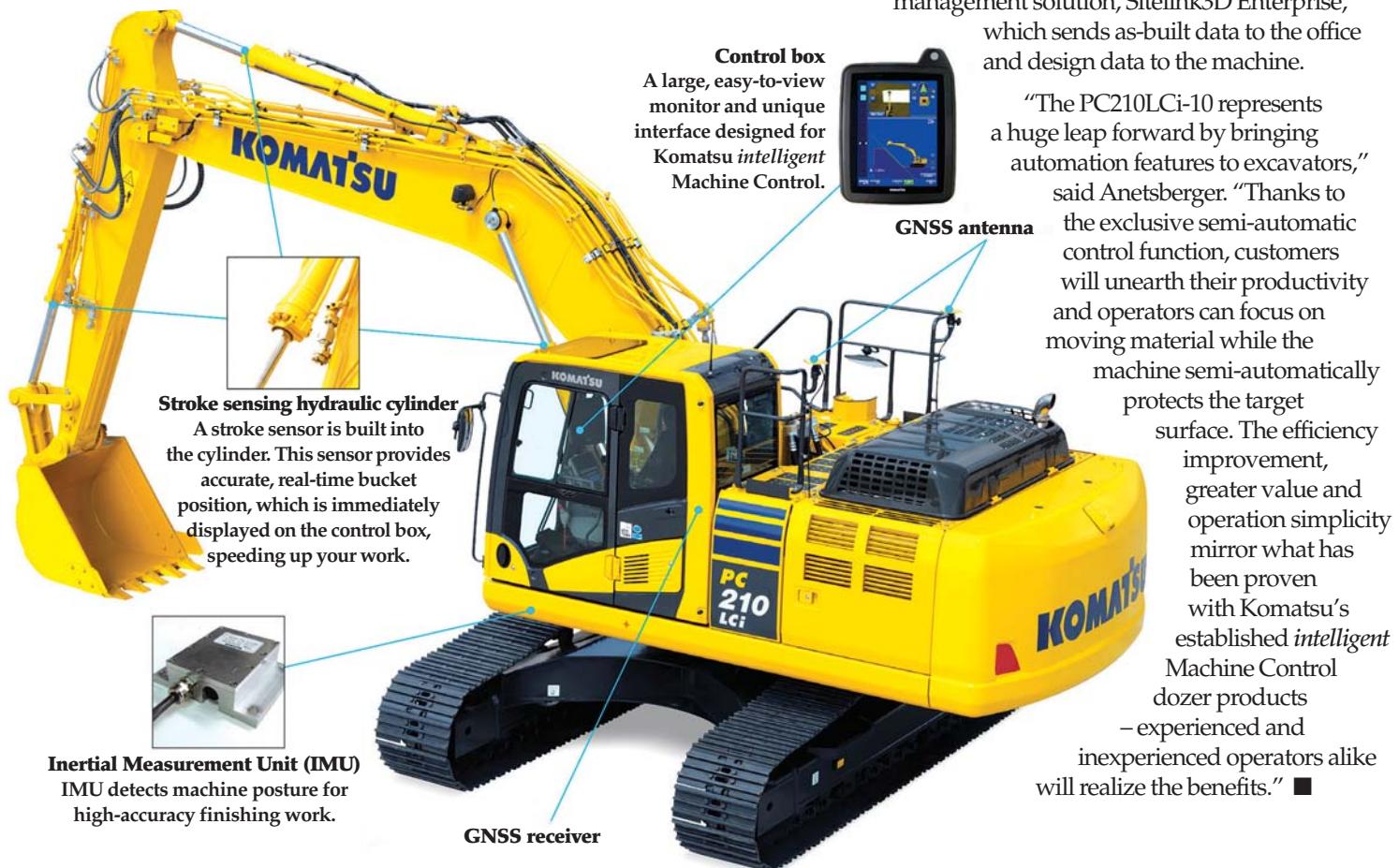
said Anetsberger. "Thanks to the exclusive semi-automatic control function, customers will unearth their productivity and operators can focus on moving material while the

machine semi-automatically protects the target

surface. The efficiency improvement, greater value and operation simplicity mirror what has been proven with Komatsu's established *intelligent* Machine Control dozer products

— experienced and inexperienced operators alike will realize the benefits." ■

The PC210LCi-10 intelligent Machine Control excavator features a factory-installed, fully integrated *intelligent* Machine Control system that includes GNSS antennas, stroke-sensing hydraulic cylinders for the boom, arm and bucket and an IMU (inertial measurement unit).



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A CLOSER LOOK

ENHANCED EXCAVATION

Komatsu's new Tier 4 Final PC290LC-11 excavator reduces emissions and lowers fuel consumption

Productivity, dependability and efficiency are all traits users have come to expect from Komatsu hydraulic excavators, and they will find those attributes and more in the new PC290LC-11. With a Tier 4 Final engine, it features greater efficiency, lower fuel consumption, improved operator comfort and enhanced serviceability to maximize productivity while lowering operating costs.

Hydraulic-system enhancements contribute to greater efficiency by reducing hydraulic loss. Komatsu designs and produces all major components, including the powerful 196-horsepower engine, hydraulic pumps, motors and valves. The integrated design uses a Closed Center Load Sensing System (CLSS) that takes hydraulic efficiency to the next level by using Variable Speed Matching technology. Variable Speed Matching allows the engine speed

to adjust based on the hydraulic pump output, and the CLSS improves fuel efficiency and provides quick hydraulic response.

The Tier 4 Final engine further reduces NOx emissions by using diesel exhaust fluid (DEF) and Selective Catalytic Reduction. An advanced electronic control system manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability. The result is lower fuel consumption without performance loss, compared to the highly popular Dash-10 model it replaces.

Continued . . .



Rob Orlowski,
Product Manager

Quick Specs on the Komatsu PC290LC-11 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC290LC-11	66,359-68,122 lbs.	196 hp	.76-2.13 cu. yds.



Komatsu's new Tier 4 Final PC290LC-11 maintains the productivity of its predecessor with enhancements that increase efficiency and lower fuel consumption. New features include an Operator Identification System and an Auto Idle Shutdown function.

The PC290LC-11 is great for high-performance applications

.. continued

"Users can track fuel consumption and other vital information through the latest KOMTRAX® monitoring technology, which is available via the web or through our mobile app on their smart phones or other devices," said Product Manager Rob Orlowski. "Data now includes DEF levels, ambient air temperatures and pressures. A new Operator Identification System reports key operating information for as many as 100 operators, and the new Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time."

More comfortable operators

Komatsu improved operator comfort with a standard air-suspension high-back seat that has newly designed, fully adjustable armrests. Also incorporated into the quiet cab is an auxiliary input to connect external devices to play music through stereo speakers and two 12-volt power ports. Additionally, optional joysticks with proportional controls for operating attachments are available.

Operators can now check DEF fluid levels through the 7-inch LCD monitor that features enhanced capabilities. They can see operational records, fuel-consumption history and utilization information, and operators can use the monitor to easily select from six working modes to match machine performance to the application. Users can change standard auxiliary one-way

The PC290LC-11 features a heavy-duty frame that provides excellent stability and long life. It's a good fit for digging foundations and deep utility trenches and moving dirt in mass-excavation applications.

flow to bidirectional for attachment flexibility, and attachment control lets users store up to 10 attachments in the monitor. The ATT/E mode allows operators to run attachments in economy mode for maximum efficiency.

Easier service access

The PC290LC-11 provides enhanced service access in order to reduce costly downtime. It has guardrails on both sides of the upper structure for better accessibility to the service area. The radiator and hydraulic-oil cooler are mounted side-by-side, making it easier to maintain and service those components.

The excavator is equipped with Komatsu's exclusive Equipment Management Monitoring System, which has improved diagnostic features that give operators and technicians better monitoring and troubleshooting capabilities. It continuously monitors all critical systems and preventive maintenance, as well as provides troubleshooting assistance to minimize diagnosis and repair time.

Scheduled maintenance on all Tier 4 machines is covered complimentary by the Komatsu CARE program for the first three years or 2,000 hours. Each service is done by a certified distributor technician and includes a 50-point inspection. The program also includes two Komatsu Diesel Particulate Filter exchanges in the first five years.

Built on a solid foundation

Komatsu's PC290LC-11 maintains the productivity features of the popular Dash-10 model it replaces, such as a heavy-duty frame that's built on a PC360LC undercarriage for excellent stability and long life. Its long arm and long boom provide a 22-foot, 8-inch digging depth, making it a good fit for digging foundations and deep utility trenches, in addition to moving dirt in mass-excavation applications. When needed, operators can boost the digging force for 8.5 seconds with Power Max.

"As with all our new Tier 4 Final machines, the PC290LC-11 was built on the solid foundation Komatsu started with its previous models," said Product Manager Rob Orlowski. "The PC290LC-11 is a stable and reliable machine, designed for applications where high performance is required." ■



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NEW PRODUCT

NEW ARTICULATED TRUCK

Komatsu's HM300-5 maximizes productivity in a variety of applications

V You care about reducing emissions, but chances are you're more concerned that your new machines will move the same amount of material as efficiently as your current equipment. Komatsu's new Tier 4 Final HM300-5 articulated haul truck does that and more.

The HM300-5 maintains the productivity of its predecessor, with a 30.9-ton payload; two single-staged body-lift cylinders that provide a 70-degree dump angle; and selectable working modes that allow the operator to choose between economy and power modes to match the truck's performance to the application or working conditions. Its low 9-foot, 2-inch loading height easily pairs with 30- to 60-ton excavators or 5- to 7.5-yard wheel loaders.

Additionally, it has Komatsu's Traction Control System that automatically provides optimum traction when operating in soft ground conditions. If conditions worsen and it detects tire slippage, the inter-axle-lock kicks in. If tire slippage continues, four independent brakes can be applied to the slipping wheels to regain traction.

"The HM300-5 is ideal for a variety of applications, from large or small jobs moving dirt for site preparation to large-scale material processing operations with challenging haul profiles," said Komatsu Product Manager Joe Sollitt. "It offers great fuel economy and is ideal for anyone who requires high productivity, even in less-than-ideal conditions."

Standard Payload Meter

Keeping track of production is easier with a standard, integrated Payload Meter that displays the loaded-material weight on an LCD monitor inside the cab. Externally, a pair of lamps illuminate green, yellow or red, triggered as the payload increases through three different ranges.

The Payload Meter optimizes productivity by preventing under- and overloaded haul cycles. Data is stored on board and can be accessed by plugging a laptop into a port in the truck or remotely via KOMTRAX.

"The Payload Meter system allows our customers to monitor production on a daily, weekly or monthly basis," explained Sollitt. "The system also stores very detailed data to allow for full production studies. Komatsu also made the HM300-5 easy to service, with a lightweight, fiberglass engine hood and a cab that tilts rearward for easy access to the transmission and hydraulics. An electrically powered tilt function is now standard. Of course, Komatsu covers scheduled maintenance complimentary for the first three years or 2,000 hours with the Komatsu CARE program, which has been expanded to cover the new Tier 4 Final components." ■

Komatsu's new HM300-5 articulated haul trucks feature a 30.9-ton payload capacity and a standard Payload Meter that displays loaded material weight on the truck's LCD monitor. External display lamps provide the same information for the loader operator, reducing under or overloading.

Quick Specs on the Komatsu HM300-5 Articulated Truck

Model	Gross Vehicle Weight	Net Horsepower	Payload
HM300-5	117,892 lbs.	324 hp	30.9 tons



Joe Sollitt,
Komatsu
Product Manager

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KOMATSU & YOU

TEEING IT UP

GM says Supply Chain Division's mission is to have the right machine, at the right place, at the right time

QUESTION: What makes up Komatsu's Supply Chain Division?

ANSWER: We're responsible for coordinating the inventory and logistics of that inventory for all construction, utility and forestry machines in North America, including the machines that come from our overseas factories. The Supply Chain Division is made up of four distinct departments: Import/Export Logistics, Customer Support, Import Planning and Business Analysis. Each has its unique responsibilities, but we all work together to ensure we meet one simple mission: Have the right machine, at the right place, at the right time for the customer. I believe our job is to tee up the ball for our distributors and let them hit it down the fairway.

QUESTION: How do you go about achieving your mission?

ANSWER: It's a well-orchestrated effort among our departments and our global supply network, which includes our own Komatsu factories and outside vendors that support those factories. We have a very close relationship with our sales, marketing administration and product marketing groups, so we know what's on the horizon in terms of model transitions and new products. That helps us formulate a forward-looking forecast and plan for having proper inventory levels to ensure we have the right number of machines on hand.

QUESTION: So those groups give you an idea of what's coming down the pike, and you procure the materials in order to build the machinery?

ANSWER: Correct, and we're focused on three things as we do that: quality, delivery and cost. From the start, Komatsu builds quality into its



Bill Chimley, Komatsu General Manager, Supply Chain Division

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 a decade since Bill Chimley joined Komatsu America as a District Sales Manager after spending several years as an instructor with another company. Komatsu moved him into the Supply Chain Division as Manager of Customer Support a few years ago, and it named him General Manager for the entire division in July 2013. He oversees the division, which is responsible for ordering and logistics of all construction, utility and forestry machines in North America.

"From customers' standpoints, the Supply Chain Division is basically an unsung hero," said Chimley. "Customers have jobs to do, and they need machinery to get it done. It's our job to make sure it's readily available when they need it. If we're doing our job, it's a seamless process, and we remain in the background unnoticed. It sounds strange, but that's our goal."

Chimley points out that Komatsu intentionally located the Supply Chain Division at its Chattanooga Manufacturing Operation (CMO) where construction-sized excavators and forestry machines are built.

"It offers us greater understanding of what it takes to deliver a machine, from taking the order to delivering it to the distributor," said Chimley. "We can talk directly with the factory's planning group, and having that one-on-one communication at any time is immeasurable. It gives us insight into the other factories we deal with as well, so there's a real benefit for us to understand the processes and the impact we have on each other."

Bill has been around equipment all his life. His grandfather owned a tractor dealership, and after he graduated from the University of Tennessee, he owned a landscaping business that he later sold. He enjoys landscaping his own yard, as well as hiking in the mountains around Chattanooga and spending time with his wife and two daughters.

Continued . . .

Supply Chain Division focused on quality, delivery, cost

... continued

machinery, by making its own components that work in harmony for great efficiency and durability. From the Supply Chain Division standpoint, our goal is to have inventory available that's not too aged and, therefore, potentially subject to quality issues.

Delivery goes back to having machines where they need to be at the exact time customers want to buy them. We can do that by communicating with our dealers, customers and Komatsu personnel, as well as using data from KOMTRAX to track machine usage. That

communication and data help us know where to put resources in order to ensure inventory is available.

Cost means we optimize efficiency, and in doing so, we pass those savings along to customers. For example, as Komatsu develops a new model, we talk with our factories about what we expect so they have time to procure the components to build that machine. Proper lead time typically helps them do that at lower cost. We also try to find the most-efficient and cost-effective way to ship without sacrificing our ability to have equipment where it needs to be when it needs to be there.

QUESTION: How do markets affect what you do?

ANSWER: The energy market is strong in North America right now, and housing continues to strengthen. We hope for solid highway and infrastructure bills, which will put those areas back on track too. With that in mind, we look to adjust inventories to meet those needs. For instance, with a strong energy market comes the need for specialized machines, such as our Pipeline Spec. excavators. So, we take that into account, along with our other information, and use it to ensure our distributor inventories are ready to fulfill customers' requests. ■



Komatsu's Supply Chain Division's role includes ensuring proper inventory levels for its distributors so that customers have "the right machine, at the right place, at the right time," said Bill Chimley, Komatsu General Manager, Supply Chain Division.

Bill Chimley, Komatsu General Manager, Supply Chain Division, said his division communicates with other Komatsu divisions, customers and distributors, as well as looks at market trends, to make certain manufacturing operations have what they need to build new machinery for the North American market.



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FORESTRY NEWS

HIGH-CAPACITY FELLING

Komatsu's new S132 harvester head provides excellent productivity even in the toughest applications

One harvester head that is suited for a wide variety of felling applications is a major advantage for forestry operations. Komatsu's new S132 fits the bill and is an excellent choice in woods where crooked trees and tough branches are part of the project.

The high-capacity S132 is the second in Komatsu's new S-series family of "squeeze-style" heads. Its recommended working range is 6- to 17-inch diameter trees with a cutting diameter up to 28.3 inches. It is available installed on Komatsu 931.1 and 941.1 harvesters and also as a loose head that can be installed on other carriers.

The new two-driven roller, two-motor squeeze-style feed system is specifically designed to handle tough or crooked stems. The unique design allows stems to rotate within the head itself, facilitating the feed of forked, crooked and double stems. New self-cleaning, V-Steel Softgrip™ feed rollers maximize grip while minimizing log damage, and the new cast-steel feed-roller arms provide high reliability and durability.

Built on a proven, robust-frame design, the S132 provides excellent durability and reliability, as well as protects key components. The 360-degree rotator, a 128-degree tilt-link angle and an effective swing-damping/braking system ensures fast-feeding performance and reduces head-frame stress when harvesting and/or reaching on downhill slopes. Standard protective covers on the tilt link and between the tilt link and the hood help protect the S132 from packed snow or accumulating debris.

Five delimiting knives

Designed on the principle that the delimiting knives carry the trunk, the head is equipped with four moveable delimiting knives, three of

which are hydraulically controlled. The fourth is an automatically pressure-controlled floating top knife with a sensor to manage Komatsu's Flex Friction Control System™. An additional fifth delimiting knife is fixed and located in the bottom of the frame, just above the saw box and is used when "predelimiting" of trees is needed or before the head is attached on the tree.

"The S132's robust design, high capacity, and ability to perform in very tough felling applications makes this an excellent harvester-head choice for many forestry operations," said Steve Yolitz, Manager, Marketing Forestry for Komatsu America Corp. ■



Steve Yolitz,
Manager,
Marketing Forestry,
for Komatsu
America Corp.

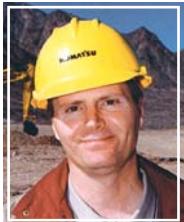
Komatsu's new S132 harvester head performs in a wide variety of felling applications with a recommended cutting diameter up to 28.3 inches. Its new two-driven roller, two-motor squeeze-style feed system is specifically designed to handle tough or crooked stems.



DOLLARS & SENSE

NO IDLE 2.0

Latest initiative aims to reduce excessive idling and help your operators save you money



Bob Post,
Komatsu Director
of Marketing
Communications



Goran Zeravica,
Komatsu Distributor
Development Manager

A few years ago, Komatsu began a mission to reduce excessive idling. Why? Because it negatively affects your bottom line. Komatsu continued its effort with a second No Idle Initiative, tracking more than 2,800 companies that signed up for the campaign, which lasted for three months. The participants could access training via the web and were given materials to promote the initiative, including items in Spanish and French-Canadian if requested.

During this initiative, 13 percent of participants received "High Achiever" status for all three months, meaning they reduced idle time by at least 5 percent each month, compared to a baseline measurement done before the initiative started. On average, this group reduced idle time by 15 percent. About half of participants earned Komatsu's High Achiever status at least one month during the campaign.

Komatsu's latest No Idle Initiative built on the success of its first, which was designed to bring awareness to excess idling and its detrimental effects. More than 2,800 companies participated in Komatsu's second No Idle Initiative.



"Unnecessary idling wastes fuel; shortens the time between scheduled maintenance intervals, which increases downtime; and wracks up unproductive hours that lower resale costs when you decide to trade-in or sell a machine," said Goran Zeravica, Komatsu Distributor Development Manager. "In nearly every case, it would be better to shut down a machine when it's not in production."

As part of Komatsu's efforts to end excessive idling, it launched a very successful "No Idle Initiative" in 2012. The main goal during that campaign was for each participant to reduce idle time by 20 percent. About 25 percent of the 1,200 participants achieved that mark or better, and several more came close.

"We geared this campaign more toward operators who are on the front lines when it comes to idle time, because that's what customers said was most important after the last initiative," said Bob Post, Komatsu Director of Marketing Communications. "It included several promotional items that participants could put in the cabs of their machines or place in other strategic locations on the jobsite or in the office as constant reminders to idle for only five minutes during nonproductive times, shut down the machine at lunch and use a three-minute cool down at the end of the day."

"Socially responsible"

Post and Zeravica said both initiatives proved successful, and Komatsu will continue to use campaigns such as No Idle to promote awareness of cost-saving measures that reduce owning and operating expenses. "We consider this socially responsible marketing that's designed to help customers save money," said Post. "Our aim is to promote additional meaningful ways to do that, such as using economy mode versus power mode whenever applicable." ■



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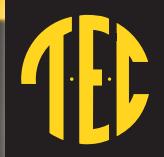


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