



Tractor Times

A publication for and about Tractor & Equipment Company customers

2015 No. 2



GREAT SOUTHERN ENGINEERING

Donnie Burgreen,
TEC Decatur Branch
Manager

Kaye Cole,
President

Bruce Cole,
Vice President

KOMATSU[®]



SOUTHERN METALS RECYCLING

Owner Madison Elliott (left) and
Operations Manager Josh Grene

A MESSAGE FROM THE PRESIDENT



Dan Stracener

**Komatsu adds
value while
meeting
regulations**



Dear Valued Customer:

When new emissions regulations were introduced several years ago, Komatsu decided to provide more for its customers than simply machines that lowered emissions. Yes, it met the standards to reduce NO_x and soot, but it went a step further by producing machines that offer greater efficiency, while maintaining or improving production.

Komatsu has already introduced a significant number of new products this year, and we anticipate even more throughout the year. Some are Tier 4 Final and some are *intelligent* Machine Control products. Komatsu built all of them on the solid foundation of the Tier 1 machines it introduced 20 years ago. Several of these new machines are featured in this issue of your TEC Tractor Times magazine.

Komatsu's value goes far beyond the machines themselves. A decade ago, it introduced its first version of KOMTRAX, the remote machine-monitoring system that allows users to track their equipment. Throughout the years, Komatsu bolstered the information available in an effort to give customers additional vital statistics. For more information on KOMTRAX, read the featured article and see what customers have to say about it.

Komatsu added additional value once again by providing complimentary scheduled maintenance on its Tier 4 and iMC machines through the Komatsu CARE program. For the first three years or 2,000 hours, our technicians perform the services at your convenience, and at the same time, we perform a 50-point inspection at no charge.

You expect maximum uptime. Komatsu CARE, KOMTRAX and what we believe are the best construction, forestry, specialty and mining machines in the industry, help meet your expectations. We'd love to show you Komatsu's value, as well as how the other outstanding manufacturing lines we carry can meet your unique and specific needs.

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

Sincerely,

A handwritten signature in black ink, appearing to read 'Dan Stracener'. The signature is fluid and cursive.

Dan Stracener
President



Tractor Times

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www.TECTractorTimes.com

2015 NO. 2

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INNOVATIVE PRODUCT

Komatsu introduced a new *intelligent* Machine Control, Tier 4 Final version of its popular D65 dozer. Read about it inside.

NEW PRODUCT

Take a look at Komatsu’s new D85-18 dozer, which features a SIGMADOZER blade that ups production by as much as 15 percent.

PRODUCT IMPROVEMENT

Discover Komatsu’s new GD655-6 motor grader that provides superior grading performance with a class-leading wheelbase.

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SOUTHERN METALS RECYCLING

An emphasis on customer service has led to growth for this Savannah, Ga., scrap recycling firm



Madison Elliott,
Owner

Madison Elliott grew up in the recycling business. His family owned a paper recycling firm in Savannah, Ga. Shortly after they sold that company, Madison started Southern Metals Recycling in Savannah in 2003.

“I think recycling is an important industry,” said Elliott. “It’s a useful, necessary and common-sense way to preserve precious natural resources. As a world community, we have a limited supply of raw materials. Reusing those materials helps extend that finite supply in a cost-effective manner, while at the same time, reducing landfill usage, which is another significant environmental concern.”

Elliott’s background in paper recycling was helpful in starting a metal recycling business. Still, he says there was a learning curve.

“Metal recycling is different from paper recycling. I started with a handful of guys, and we gained experience through trial and error. Despite that, we grew pretty rapidly. Within five years, we had as many as 80 people and were handling a significant amount of material. Like almost everyone else, we lost ground during the

Great Recession, but we’ve since recovered. Today, we’re back up to about 70 people on the payroll.”

Elliott attributes his company’s rapid growth and quick comeback to a commitment to provide top service.

“Service is what we hang our hat on, and I believe it is what separates us from many other scrap recyclers. The worldwide scrap market largely sets prices in this business, and all recycling companies basically pay the same, so it’s difficult to differentiate yourself based on price. But if you provide better service than the other guy – faster response, easy in-and-out, courteous and professional personnel – that can be a difference-maker in your business. So, top service is what we try to provide to everyone we deal with – those we buy from and those we sell to.”

Southern Metals has more than 900 roll-off containers. The company also has about a dozen trucks, a combination of roll offs and tractor-trailers. According to Elliott, the large rolling fleet is one of the key factors in providing top service.

“Our large truck fleet enables us to respond quickly when a customer calls, however, it still takes a commitment and a mindset to respond in a timely manner. At Southern Metals, we have that mindset. We emphasize speedy pickup when a container is full. Our slogan is, ‘Your Partner in Profits,’ and that’s how we approach each transaction. We know the people we’re dealing with are in this to make money. So are we. We’ve found the best way to do that is by building long-term relationships, which we do by being responsive and treating customers fairly and honestly every time.”

Industrial recycling speciality

Southern Metals deals in all ferrous and non-ferrous material – iron and alloys, mild and



Josh Grene,
Operations
Manager

In addition to its yard and headquarters in Savannah, Southern Metals has a facility in Swainsboro, Ga., and intends to open a location near Augusta later this year.





stainless steel, aluminum, magnesium, copper, brass, nickel and tin. The company prides itself on accurate weighing and fair-market-value pricing.

"I'd say industrial recycling is our specialty," says Elliott. "We'll tailor a scrap-handling program to maximize efficiency and provide top value for industrial and manufacturing clients. In addition, we do a lot of work with demolition contractors, small businesses and smaller scrap yards. Of course, we also buy from private individuals who want to bring in a pickup load of scrap."

Elliott relies heavily on what's become a highly professional and experienced workforce, led by Operations Manager Josh Grene and Shop Foreman Wallace Benard.

"Josh and Wallace are key to what we do here," said Elliott. "In addition to overseeing activities in the Savannah yard, Josh is in charge of equipment purchasing. He researches machines and specs and keeps me aware of what's available and what we need to stay on the cutting edge. Wallace does a fantastic job with our maintenance program. He makes sure services are done on time and done properly. That's one of the reasons we get such longevity out of our machines. We also have a lot of experienced, talented operators, who keep up with a steady flow of material."

Equipment that works every day

Southern Metals' key production pieces are five SENNEBOGEN 825M material handlers.

"We got our first SENNEBOGEN 825 in 2006, and it's still a solid machine for us," said Elliott. "It has about 16,000 hours on it, with the original engine and original pump. We use it regularly."

"We've tried other material handlers, but we like the SENNEBOGEN product best," said Grene. "We've been very happy with the performance we've gotten from our SENNEBOGENs. The best thing is their reliability and consistency. We know we can count on them day-in and day-out. We get in the cab in the morning, turn the key, the machine cranks and is ready to go. We need a machine that works every day, and that's what we get with the SENNEBOGEN 825."

Southern Metals Recycling also has a Tier 4 Interim Komatsu PC240LC-10 hydraulic excavator from Tractor & Equipment Company and Savannah Branch Manager/Sales Rep Frank Dabbs.

"The Komatsu has been great," said Grene. "We've had it for two and a half years, and it's given us no trouble whatsoever. We wanted a machine powerful enough to handle a shear but small enough to put on a lowboy, so we can take it wherever it's needed. Sometimes we build up a pile of shearable material in Swainsboro, so we'll haul the PC240 up there for a few days to cut everything up. We'll also take it offsite to jobs where we need to cut a piece down to size, but a torch is not an appropriate way to do it. The Komatsu PC240 has been an excellent piece for us."

Southern Metals Recycling owns five SENNEBOGEN 825M material handlers to process scrap at its yards. "The best thing about our 825Ms is their reliability and consistency," said Operations Manager Josh Grene. "We need a machine that works every day, and that's what we get with the SENNEBOGENs."

Continued . . .

Southern Metals Recycling has expansion plans

... continued

“Whether it’s the shear or the material handlers, equipment uptime is crucial to our operation because the scrap cycle never stops,” said Elliott. “Since we’re constantly bringing in material, we have to constantly be processing it. If not, the piles just keep getting bigger and bigger. Because of that never-ending flow, I think our machines work harder than those in a construction application. On a construction site, you’ll often see equipment idling, but ours virtually never stop. They’re always reaching, picking up, spinning and setting down. When we’re busy, that can mean 11 or 12 hours a day. With Komatsu and SENNEBOGEN, we get the uptime we need.”

Elliott says one of the reasons Southern Metals Recycling gets such good uptime is the support it receives from Tractor & Equipment Company in Savannah.

“We do our own maintenance and are very diligent about it. We also fix what we can ourselves. But when a repair gets above our reach, we call TEC and get really good service from them. Frank and everybody in the Savannah branch are very helpful. We also buy a lot of parts from TEC, including filters for all of our equipment – not just for our Komatsu and SENNEBOGENs. Bottom line, when you’re in business, you need all the help you can get. Tractor and Equipment Company has been a good ally for Southern Metals.”

Expansion plans

Right now, Elliott says the scrap business is tough and will likely remain challenging in the near term because of tight margins. “A weak global economy means there’s not much stability in the world scrap market at present. Eventually, we expect that to improve, and when it does, we want to be in a position to take advantage of it.”

In order to do that, Southern Metals Recycling is looking to grow. In addition to its facility in Savannah, it already has a second yard in Swainsboro, Ga. It also owns land near Augusta, where it plans to open a third yard later this year. Eventually, Elliott expects to have as many as five yards.

“We already have customers from Jacksonville to Augusta to Charleston,” said Elliott. “We can service anybody within that triangle fairly efficiently. The Augusta location will increase our coverage area. With the other locations we intend to open in the future, we expect to be able to cover half of Georgia, as well as northeastern Florida and southeastern South Carolina.

“Despite the current sluggish scrap environment, I’m optimistic about our long-term growth prospects because I’ve always plowed profits back into the company. As a result, we have quality equipment but very low debt. We’ve also always tried to do things at the right time – when they make good business sense. For example, when we buy a new machine or open a new location, we do it, not whenever we want to, but when we can afford to and when the market can support it. As long as we continue to operate in that manner, and continue to provide customer service that’s second-to-none, I’m very hopeful about our future prospects.” ■

Owner Madison Elliott (left) and Operations Manager Josh Grene work closely with Tractor & Equipment Company on equipment matters. “We’ve gotten very good service from the Savannah branch,” said Elliott. “When you’re in business, you need all the help you can get. Tractor & Equipment Company has been a good ally for Southern Metals.”



In addition to its SENNEBOGENs, Southern Metals also has a Komatsu PC240 equipped with a shear. “It’s been an excellent machine for us – powerful enough to handle the shear but small enough to transport,” said Operations Manager Josh Grene.

▶ VIDEO



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GREAT SOUTHERN ENGINEERING

This Trinity, Ala.,-based firm offers “turnkey” solutions to difficult environmental problems



Kaye Cole,
President

In this day and age, we all recognize the need to protect the environment, but accidents happen. When they do, such as when chemicals spill or gas tanks leak, it's important to contain and mitigate the problem as soon as possible to avoid serious and long-term environmental damage.

For more than 20 years, Trinity, Ala.,-based Great Southern Engineering (GSE), one of the southeastern United States' leading environmental engineering consulting and remediation companies, has been on the front lines of environmental issues from compliance to pollution prevention to cleanup.

“We offer a wide-range of environmental planning and reporting services, as do many other engineering firms,” said Vice President



Bruce Cole,
Vice President

Bruce Cole. “What separates GSE from many ‘competitors’ is that we also own equipment and do our own field work. We have drill rigs, excavators and a lowboy. We have our own operators and field technicians. We’re a ‘turnkey’ environmental firm. We have the technical staff to engineer solutions, and we also have the equipment and field personnel to complete the jobs. We’re a one-stop-shop for answers to a wide variety of environmental problems.”

In 1991, Kaye Cole, a chemical engineer, started GSE. Today, she is President and Majority Owner. Her husband Bruce, an environmental scientist, is Minority Owner. The company employs about 25 people. Roughly half are engineers or geologists, and half are construction-related professionals.

Unlike many engineering companies, GSE does its own field work. The company's equipment fleet includes five drill rigs.

Komatsu excavators are “the best”

“In a chemical spill or gas tank leak, the biggest issue is soil contamination that leads all the way to seepage into the groundwater,” said Bruce. “Therefore, at GSE, our first job is to remove the source of the problem – the contaminated soil.”

To help the company do that productively and cost-effectively, GSE recently purchased a Komatsu PC210LC-10 hydraulic excavator to go with a Komatsu PC35 compact excavator it already owned.

“We mainly use the excavators to dig up contaminated soil, but it's not the only reason we have them,” said Cole. “We also install a lot of remediation equipment, which requires general construction techniques, such as digging trenches and building foundations, so we use our excavators for that as well.”





Vice President Bruce Cole (right) worked with Decatur Branch Manager Donnie Burgreen to purchase this Komatsu PC210LC-10, which GSE will use to dig up contaminated soil and install remediation equipment. "We have Komatsu excavators because it's a brand I know I can trust," said Bruce. "I also knew TEC would be good to work with and will stand behind the product."



"We chose Komatsu because, at least here in Alabama, it's regarded as the best. I grew up here. If you drive by any construction site that has an excavator, chances are it's a Komatsu. It's a brand I knew I could trust. Tractor & Equipment Company's reputation also played a part in our decision. I bought it from Donnie Burgreen at the Decatur branch. I've known Donnie nearly my whole life. I knew TEC and its people would be good to work with and will stand behind its product, and that's certainly been the case."

Still growing

GSE is primarily a government contractor, doing jobs for NASA, the U.S. Army and the Coast Guard, among other branches. The company also works for large commercial firms such as British Petroleum.

"We've been around for more than two decades, but we're definitely still growing," said Bruce. "While most of our construction/remediation group works here in the southeast, we have consulting, engineering and industrial projects literally from



This GSE operator uses the company's Komatsu PC35 on a recent remediation job.

coast-to-coast, and beyond. For example, last year we worked in Hawaii, Alaska and Puerto Rico. I'd say most of our work is for repeat customers who trust us to do the job right and do it fast, based on our performance history with them." ■

INVESTING IN THE FUTURE

The ROI of partnering with education could be significant for our industry



Katrina Kersch,
Senior Director and
COO, National Center
for Construction
Education and
Research

The U.S. Chamber of Commerce's Institute for a Competitive Workforce states, "The business community is the number one consumer of the public education system and therefore must be an involved and engaged stakeholder in the education of America's children."

It is not unusual to hear employers talk about partnerships with education as having no real return on investment (ROI). I have personally heard the following statements from employers:

- "I attended three career fairs and saw no results."
- "I'm just trying to run a business and do not have the resources to engage with schools."
- "I wish education would just do its job and prepare students to become part of the workforce."

For years, some contractors focused on competing with those in their own industry for workers. Today, with the shifts in population and

an aging workforce, contractors must realize that they are competing with a vast array of industries for workers. Technology, service, energy and manufacturing all face serious shortages.

If the purpose of education is to prepare students for the future, be that college or a career, what role does industry play in making that a reality? Why should contractors focus on career and technical education? The answer is because failing to do so will place our industry in jeopardy. A construction project's success depends on our ability to provide a quality product, on time and within budget. These three factors are largely dependent on our ability to gain new workers and on the skills of the craft professional.

Great craft professionals are not born in a classroom listening to a lecture; they are cultivated, motivated and mentored. They are inspired by interacting with professionals within the industry. We ignite a passion by participating in hands-on experiences in which a future craft professional uses tools, completes a project and begins to understand the relationship between education and a future career.

In the business world, we look for the ROI in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line. An investment of our time, talent and resources to partner with education means that our industry is willing to invest in our own future. ■

NCCER Senior Director and Chief Operations Officer Katrina Kersch says contractors need to focus on career and technical education. "A construction project's success depends on our ability to provide a quality product, on time and within budget. These three factors are largely dependent on our ability to gain new workers and on the skills of the craft professional," said Kersch.



This article is reprinted with permission from "Breaking Ground: The NCCER Blog" at blog.nccer.org. Katrina Kersch is Senior Director and Chief Operations Officer of the National Center for Construction Education and Research (NCCER) and oversees product development, program services, credentialing and compliance services.

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KOMATSU DEMO DAYS

Events give customers a chance to “test drive” a variety of equipment

Komatsu recently held Demo Days events at its Training & Demonstration Center in Cartersville, Ga., giving attendees a chance to see and operate several products and learn how Komatsu uses technology to create real productivity increases and jobsite savings. Komatsu provided new dozers, a motor grader and the world’s first “intelligent” hydraulic excavator, the PC210LCi-10, for demonstration.

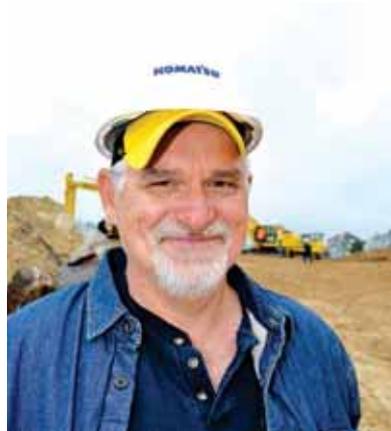
Customers also learned how to optimize production through efficient machine operation, how to more effectively use

KOMTRAX and the benefits of Komatsu’s No Idling campaign. Tours of Komatsu’s Chattanooga Manufacturing Operations were available as well. ■



New wheel loaders were among the many machines available for attendees to test drive.

Customers could demonstrate several of Komatsu’s intelligent Machine Control and traditional dozers, including new, Tier 4 Final models.



Jimmy Smith, Operator with Sunbelt of Alabama, attended Demo Days for the first time. “I enjoyed seeing all of the new technology. It’s amazing what Komatsu has done with the PC210LCi excavator. Operating in the machine-control mode makes it much easier and better to operate. It’s a great machine.”



Cody Dumagan, Plant Manager, Vulcan Materials South Russell Quarry

Komatsu Demo Days attendees could operate several pieces of equipment, including the world’s first intelligent Machine Control hydraulic excavator, the PC210LCi-10.



IMPROVED PERFORMANCE

Enhancements give PC360LC-11, PC390LC-11 increased performance and lower per-ton costs



Kurt Moncini,
Komatsu Product
Manager,
Excavators

Building on the success of the previous models, Komatsu has designed its new PC360LC-11 and PC390LC-11 excavators to increase production. These Tier 4 Final versions have 257-horsepower, environmentally friendly engines that provide high levels of performance, while reducing operating costs and improving fuel efficiency.

Komatsu enhanced the new excavators' Power mode with improved hydraulic-control logic, resulting in better performance, according to Kurt Moncini, Komatsu Product Manager, Excavators. Power is one of six working modes that allow

operators to match the machine performance to the application.

"The enhanced Power mode combines flow from both pumps and has an improved engine power match to the hydraulics when digging," said Moncini. "That creates better cycle times and digging performance and lowers per-ton costs. During testing, we saw up to 4-percent improved performance, although, it would not surprise us to see even greater performance with experienced operators."

Additional new features include an Operator Identification System, which reports key information for different operators, applications or job locations, and the Auto Idle Shutdown function that helps reduce idle time, as well as operating costs. Both features can be tracked through the latest KOMTRAX technology, which provides essential data, such as fuel and diesel-exhaust fluid levels, operating hours, location, cautions and maintenance alerts.

"Snappy response"

The excavators maintain the horsepower of their predecessors, with a less-than-1-percent increase in operating weight. The PC390LC-11 continues to feature a one-class-size-larger undercarriage with heavy-duty components, which gives it high lift capacity and lateral stability. The larger undercarriage has a 6-percent-wider track gauge and offers up to 18-percent-greater over-the-side lift capacity than the PC360LC-11.

"The PC360LC-11 is a good fit, right in between a utility-size machine and bigger excavators," said Moncini. "It's great for site development, trenching, pipeline and general construction applications. It's easy to transport and provides high performance.

The new PC390LC-11 continues to feature a one-class-size-larger undercarriage with heavy-duty components, which gives it high lift capacity and lateral stability. The larger undercarriage has a 6-percent-wider track gauge and offers up to 18-percent-greater over-the-side lift capacity than the PC360LC-11.





Quick Specs on the PC360LC-11 and PC390LC-11

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC360LC-11	257 hp	78,645-80,547 lbs.	.82-2.56 cu. yds.
PC390LC-11	257 hp	87,388-89,248 lbs.	.89-2.91 cu. yds.

Komatsu's new excavators feature an enhanced Power mode with improved hydraulic-control logic, resulting in better performance.

"When a company needs extra lift capacity, that's where the PC390LC-11 comes in," he added. "Even though we didn't change the horsepower, we're seeing a better response from this model. During testing, users described it as 'snappy' and were extremely pleased with the increased production they were getting."

Large, comfortable cab

Both models feature a large, comfortable cab specifically designed for hydraulic excavators. It is both ROPS and OPG Level 1 certified and gains strength from a reinforced box-structure framework. The cab is mounted on viscous isolation dampers, which provide low vibration levels. A standard, heated, air-suspension high-back seat with fully adjustable armrests provides improved comfort. In addition to a standard AM/FM stereo, an auxiliary input for connecting external devices is provided to play music through the cab's speakers. Additionally, both models feature two 12-volt power ports, and optional joysticks are available with proportional controls for attachment operation.

For global support, the high-resolution, 7-inch LCD color monitor has enhanced

capabilities and displays information in 33 languages. The monitor panel provides information on DEF level, eco guidance, operational records, fuel-consumption history and utilization. A new display interface combines vehicle information with a wide landscape view from the standard rearview camera, so the operator can easily view the working area directly behind the machine.

The new excavators are equipped with the exclusive Komatsu EMMS (Equipment Management Monitoring System). The system has diagnostic features to give operators and technicians greater monitoring and troubleshooting capabilities for preventive maintenance, which minimizes diagnostic and repair time.

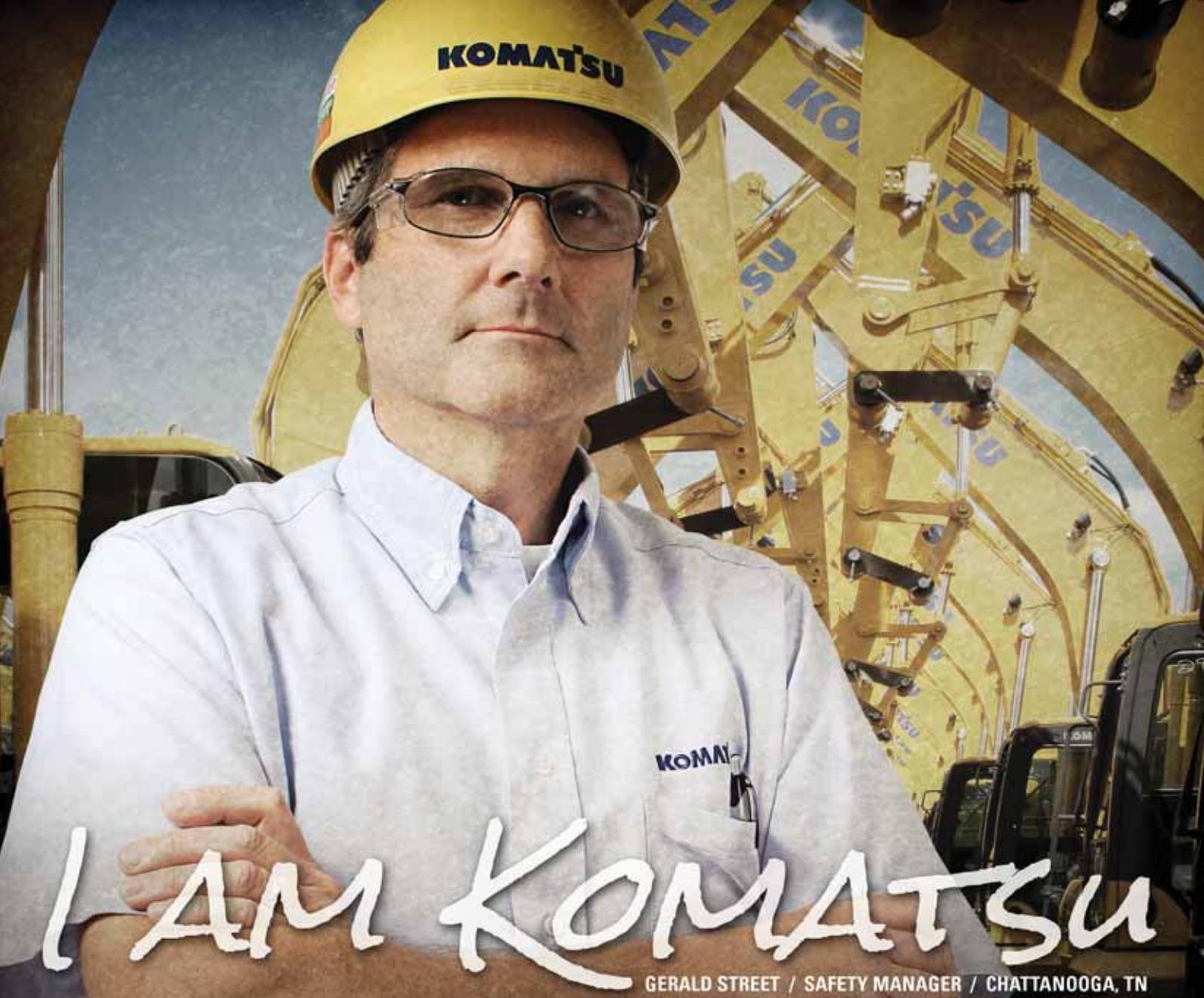
"Komatsu covers routine scheduled service complimentary through our Komatsu CARE program for the first three years or 2,000 hours," said Moncini. "The PC360LC and PC390LC have been among our most popular models for many years due to their productivity and efficiency, and these new models build on the foundation of their predecessors." ■



PC360LC-11



PC390LC-11



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001



STRONG CHOICES

Komatsu introduces new *intelligent* Machine Control, Tier 4 Final version of popular D65 dozer

Komatsu continues to lead by example in dozer automation and integration with its new D65PXi-18. Like the other members of the integrated machine-control family, the new dozer offers automatic blade control from rough-cut to finish grade.

The D65PXi-18 is an *intelligent* Machine Control (iMC) dozer with factory-integrated machine-control system components, which eliminate the need for traditional blade-mounted masts and cables. A Global Navigation Satellite System antenna is

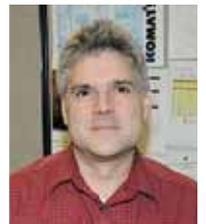
mounted on top of the cab. Additional components include robust, stroke-sensing hydraulic cylinders, an enhanced inertial measurement unit and a touch-screen display mounted inside the cab.

A stroke-sensing angle cylinder measures the actual angle of the blade for high-precision grading accuracy on a cross-slope, whether the blade is angled or not. The dozers are significantly more efficient compared to

Continued . . .



Jason Anetsberger,
Komatsu Product
Manager, Intelligent
Machine Control



Chuck Murawski,
Komatsu Product
Manager, Dozers

Quick Specs on the Komatsu D65i-18 and D65-18 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D65EXi-18	217 hp	45,780 lbs.	7.3 cu. yds.*
D65PXi-18	217 hp	50,420 lbs.	5.8 cu. yds.**
D65EX-18	217 hp	45,628 lbs.	7.34 cu. yds.*
D65WX-18	217 hp	48,760 lbs.	7.72 cu. yds.*
D65PX-18	217 hp	51,960 lbs.	5.78 cu. yds.**

* With standard SIGMADOZER blade

** With standard PAT blade



Komatsu's new D65PXi-18 *intelligent* Machine Control dozer features automatic blade control from rough-cut to finish grade. Operators can also adjust the blade-load settings to match actual material conditions for added efficiency.

The new D65s reduce fuel consumption, increase productivity

... continued

conventional aftermarket machine-control systems, depending on operation and conditions.

“The system senses excess blade load during rough-cut and automatically raises the blade to minimize track slip, as needed, and to maintain momentum,” said Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control. “It also automatically lowers the blade to push as much material as possible until the grade is reached, thereby maximizing production in all situations.”

Selectable dozing modes

Operators can select different dozing modes, which tailor the system response to the machine operation and optimize performance. Operators can also adjust the blade-load settings to match material conditions for added efficiency.

“As with all of our *intelligent* Machine Control dozers, the D65PXi-18 produces results that lower owning and operating costs associated with traditional blade-mounted sensors and makes the next generation of machine operators more productive and efficient,” said Anetsberger.

New Tier 4 Final D65-18 dozers have more powerful engines, and the D65EXi-18, D65EX-18 and D65WX-18 dozers are equipped with a patented Komatsu SIGMADOZER blade that provides large-capacity dozing of 7.3, 7.34 and 7.72 cubic yards, respectively.

▶ VIDEO



New, more powerful engine

The iMC dozers were one of many machines to receive an upgrade. All Komatsu D65PXi-18 dozers, whether iMC or not, feature a stronger, 217-horsepower engine that delivers high performance and low fuel usage and operating costs.

The all-new D65-18 also has an automatic transmission with lockup torque converter, which lowers fuel consumption and raises powertrain efficiency. The lockup mechanics of the torque converter automatically transfer engine power directly to the transmission, reducing fuel consumption by as much as 10 percent. Operators can easily choose from two gearshift modes, Automatic and Manual, to fit the appropriate application: Auto for general dozing and Manual for dozing and ripping in rough ground.

Patented SIGMADOZER blade

The D65-18 SIGMADOZER blade increases soil capture and limits spillage by rolling material to the center of the blade. It also reduces digging resistance, producing smoother material flow; more dozed soil with less power; and up to 15-percent-more productivity, compared to conventional Semi-U blades.

“The D65-18s are great, all-around machines,” said Chuck Murawski, Komatsu Product Manager, Dozers. “They remain among the most popular in their size class because they offer excellent production for large dozing jobs but are small enough for finish grading on most jobsites. They manage to burn less fuel, while being more productive than their predecessors.”

The D65-18 dozers come standard with Komatsu’s new Operator Identification System, which reports key information for multiple operators, and the new Auto Idle Shutdown function that helps reduce idle time and operating costs. The new dozers have the latest version of KOMTRAX, providing data on fuel and DEF levels, operating hours, locations, cautions and other vital information. The machines are also covered by the pioneering Komatsu CARE maintenance and service program. ■

NEW PRODUCT

INCREASED DOZING CAPACITY

New D85-18 features SIGMADOZER blade that ups production by as much as 15 percent

If you use large construction and/or small mining dozers, chances are high that production is your main goal. Komatsu's new Tier 4 Final D85-18 dozers provide that, with the added advantages of greater efficiency and lower fuel consumption, even though operating weight increased by nearly 10 percent, compared to the previous, Dash-15 models.

The D85-18 is now equipped with a 9.4-cubic-yard, high-capacity Komatsu SIGMADOZER blade with power pitch. This improves performance and increases productivity by up to 15 percent, compared to a conventional Semi-U blade. The SIGMADOZER blade's unique frontal design rolls material to the center of the blade and increases soil-holding capacity. Digging resistance is reduced for a smoother flow of material, so larger amounts of soil can be dozed with less power.

"The protruding edge of the SIGMADOZER resembles a spade shovel, whereas the straight cutting edge of a conventional Semi-U blade resembles a flat shovel," explained Chuck Murawski, Komatsu Product Manager, Dozers. "The SIGMADOZER works similar to a spade-nose shovel, because it is easier to push through the soil and requires less energy."

The Dash-18 D85 features a new automatic transmission that reduces fuel consumption by up to 5 percent, compared to previous models, and offers greater power-train efficiency. Two gearshift modes – Automatic and Manual – can be easily selected to fit the application: Automatic for all general dozing and Manual for dozing and ripping rough ground. For added efficiency, operators can choose E mode for all general dozing, leveling and spreading. E mode provides adequate speed and power, while saving up to 10-percent fuel usage.

Large, quiet ROPS cab

The large, quiet cab is more comfortable, allowing operators to concentrate on the work at

hand for increased productivity. It has a high-capacity, air-suspension seat with standard heat, and its mounts reduce shock and vibration, even in adverse conditions. A new, 7-inch, high-resolution color monitor has pull-down menus that enable quick operational adjustments and enhanced service diagnostics capabilities. A new rearview monitoring system can be set to synchronize with reverse operation, and the integrated ROPS cab improves visibility.

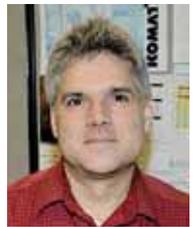
"Of course, as with all Tier 4 models, Komatsu covers the scheduled maintenance for the first three years or 2,000 hours through our Komatsu CARE program," said Murawski. "We believe this is the most efficient and productive dozer in its class size, and we're sure that users will feel the same. It will push mass quantities of material, and we encourage anyone needing a large construction/small mining dozer to try one and see the advantages for themselves." ■

**D85EX-18 with SIGMADOZER blade, D85PX-18 with straight-tilt blade*

Quick Specs on the Komatsu D85-18 dozer

Model	Horsepower	Operating Weight	Blade Capacity*
D85EX-18	264 hp	68,165 lbs.	9.4 cu. yds.
D85PX-18	264 hp	63,800 lbs.	7.7 cu. yds.

Komatsu's new D85-18 dozer features an automatic transmission that provides greater power-train efficiency and lowers fuel consumption. It also has Komatsu's patented SIGMADOZER blade, which will carry up to 15-percent-more material than an equivalent-size Semi-U blade.



Chuck Murawski,
Komatsu Product
Manager, Dozers



PRODUCT IMPROVEMENT

MOTOR GRADER IMPROVED

New Komatsu GD655-6 provides superior grading performance with class-leading wheelbase



Joe Sollitt,
Komatsu Product
Marketing
Manager

Komatsu's new GD655-6 motor grader delivers both excellent production and increased efficiency by combining the strengths of previous models with a new, Tier 4 Final engine. In addition, improvements to the front frame, as well as to the circle and draw bar, increase structural strength and durability.

"The GD655-6 provides superior grading performance, in part because it has the longest wheelbase in its class, at 21 feet 4 inches, and maintains its tight-turning radius of 24 feet 3 inches, so it's extremely maneuverable and productive during tight road work," said Komatsu Product Marketing Manager Joe Sollitt. "At the same time, it's

even more efficient than the previous Dash-5 model. In Power mode, users can expect to burn 5-percent-less fuel and 15-percent-less fuel in Economy mode."

Sollitt said the dual-mode transmission is what sets the GD655-6 apart from the competition. It was designed and built specifically for Komatsu graders and incorporates a powershift transmission with eight forward speeds and four reverse speeds. It is coupled with the engine by both a torque converter and a direct-drive lock-up clutch. This design gives operators high travel speeds, low fuel usage, increased tractive effort and fine control at lower speeds. Engine stall prevention is controlled electronically and automatically by disengaging the lock-up clutch when handling heavy loads.

Ten control valves

Direct-acting control valves provide outstanding operator "feel" and predictable system response. The new motor grader has 10 control valves, including two valves with linkage for additional attachments. Standard features include independent blade lift float, a Turbo II precleaner, front-mounted work lights and a lockable toolbox. It also has provisions for ripper and grade-control installations.

"We maintained the large, low-profile cab with excellent visibility, as well as the tilting, center console, and added a new high-resolution monitor with enhanced capabilities and a new rearview camera," said Sollitt. "We believe the GD655-6 sets a new standard for motor graders, and we encourage anyone who uses graders to test it and see the difference." ■

Komatsu's new Tier 4 Final GD655-6 motor grader provides excellent production with increased efficiency. It has 10 control valves, including two valves with linkage for additional attachments.

Quick Specs on the Komatsu GD655-6 Motor Grader

Model	Horsepower	Operating Weight	Blade Length
GD655-6	218 hp	37,346 lbs.	14 ft.



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A DECADE OF KOMTRAX

Komatsu's remote monitoring system evolves into useful tool for lowering O&O costs

The past decade saw huge advancements in machine technology. One prominent area is remote machine monitoring, and Komatsu led the way with its KOMTRAX system, which was designed for users to track equipment performance and plan for maintenance needs. It is also used as a teaching tool to make operators more productive and efficient.

"The initiative behind KOMTRAX was driven by Komatsu's senior management, and many give the company's legendary former CEO Masahiro "Shank" Sakane credit for the vision," said Ken Calvert, Komatsu

Director, KOMTRAX. "KOMTRAX fits with the 'Komatsu Way,' which is our philosophy of core values that feature seven guiding principles. For instance, one is commitment to quality and reliability. Our design and quality engineers all use KOMTRAX to make sure that Komatsu equipment works well and performs as intended. Another principle is to be customer oriented. KOMTRAX helps customers improve their operations through jobsite efficiencies and lower owning and operating costs."

Continued . . .



Ken Calvert,
Komatsu Director,
KOMTRAX



Rizwan Mirza,
Komatsu Manager,
KOMTRAX



KOMTRAX on Tier 4 machines includes information such as diesel particulate filter levels, idle time and other pertinent information to help reduce owning and operating costs.

KOMTRAX improves to benefit customers' bottom lines

... continued

What users are saying about KOMTRAX

"It allows us to locate a piece of equipment from the office and see vital information, such as hours and idle time. It's a valuable tool."

*Jerry Morgan,
President,
Kart Construction*

"We often work in remote locations, so I can't always be on site. KOMTRAX allows me to see a machine's location, hours, idle time and other necessary information. It helps me be a better manager. I wouldn't have a machine without it."

*Steve McNew,
Vice President,
DKM Enterprises*

"It's a great tool that allows me to see fuel usage and if someone is idling excessively. I also like that Komatsu tracks the machines and alerts me to error codes."

*Andy Fornea,
Owner, A.S. Fornea
Construction*

Komatsu first introduced KOMTRAX as an option that buyers could have installed on their Komatsu equipment. The first generation provided three basic pieces of information – machine location, service meter readings and daily hours of operation.

Within a short time, Komatsu made KOMTRAX standard on almost all new machines, and added even more valuable information, such as cautions; error codes; load frequencies; maintenance notifications; average hourly fuel consumption; fuel level and water temperature readings; geofencing; engine lock for theft prevention; and monthly and annual reports.

Several means of accessing info

Calvert said that the technology used to meet emissions regulations led to even further changes. Tier 4 Interim machines allowed users to monitor the diesel particulate filter's performance. With Tier 4 Final, KOMTRAX provided information on diesel exhaust fluid consumption. The latest iteration, KOMTRAX 5.0, allows users to track idle time and other pertinent information related to owning and operating costs, such as travel hours and distance, working modes and cycle times.



Customers can now access information from smart phones and other mobile devices, which was not available in earlier versions. In its latest iteration, KOMTRAX 5.0, users can track idle time and other pertinent information related to owning and operating costs, such as travel hours and distance, working modes and cycle times. The KOMTRAX team continues to look for improvements to benefit its customers' bottom lines.

Users can access information in a variety of ways from a secure website. Office and home computers, tablets and smartphones can all be used to view specific, detailed information.

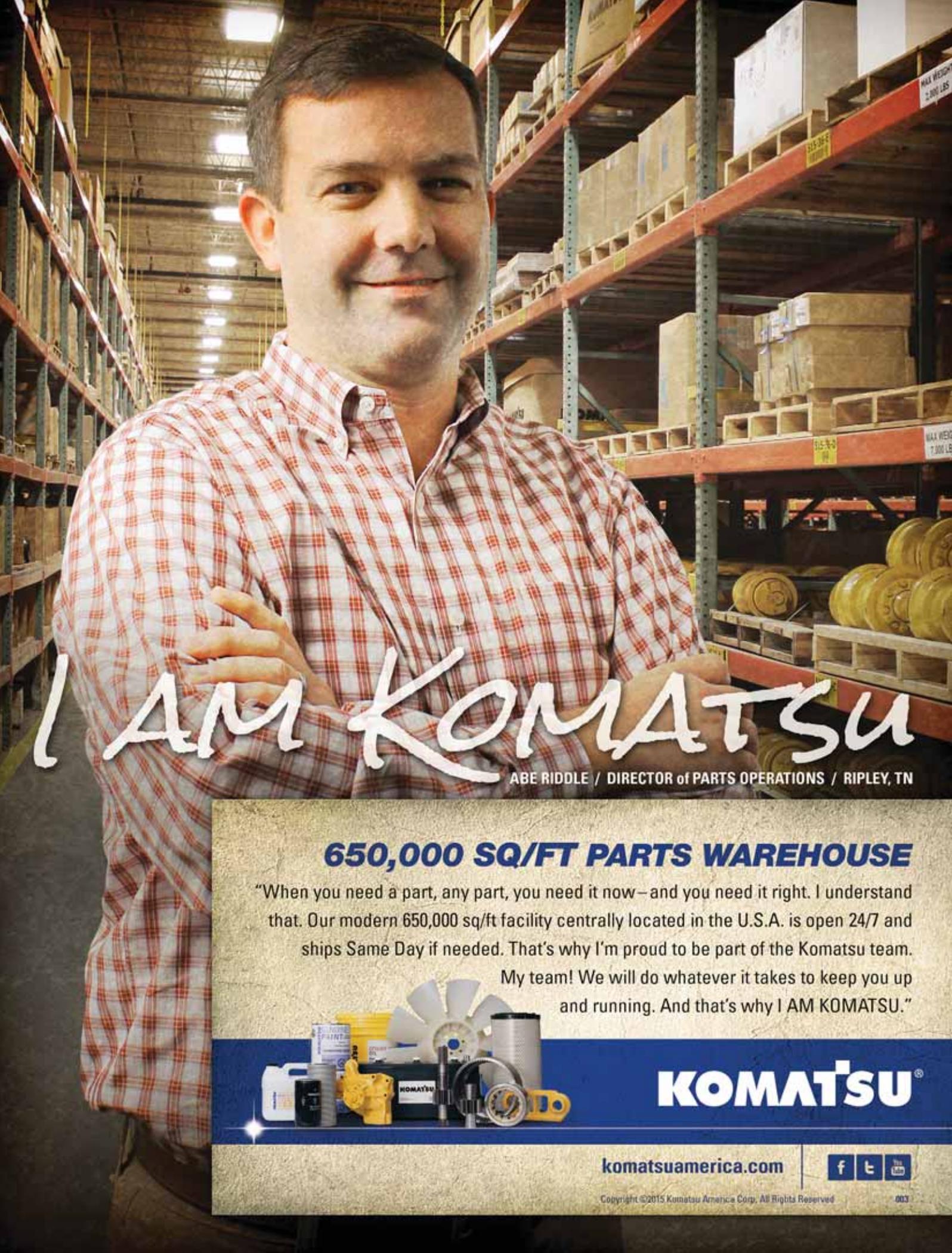
"Construction has always been a highly mobile field, and the KOMTRAX Mobile app plays right into that," said Rizwan Mirza, Komatsu Manager, KOMTRAX. "Similar to traditional KOMTRAX, users can find information through the app that helps them make decisions to potentially reduce their owning and operating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

Proven to work

As always, the evolution will continue. Today's KOMTRAX is much more comprehensive than its first version, and Calvert and the KOMTRAX team continually look for improvements that will benefit their customers' bottom lines. The system is on hundreds of thousands of machines worldwide, all of which Komatsu can track for critical information to help companies see trends, plan inventories, contact customers with information, such as error codes, and more.

"KOMTRAX remains popular because it has proven that it works," said Calvert. "The system is robust, accurate and provides valuable information. It drives decisions and business practices, especially after the Great Recession, when everyone started looking more closely at their operations and balance sheets. A system such as KOMTRAX offers greater information on utilization and proper machine deployment, and it helps owners identify training and coaching opportunities for maintenance staff and operators.

"All forward-thinking business leaders realize that leveraging information from systems such as KOMTRAX will be key to remaining competitive, whether it's an equipment manufacturer using KOMTRAX to track machines for maintenance issues or machine owners who know KOMTRAX will help them get their work done on time, on spec and under cost." ■



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KEEPING IT SIMPLE. BUILDING IT STRONG.

MEETING, EXCEEDING EXPECTATIONS

General Manager Bruce Nelson says Komatsu's CMO is dedicated to high-quality products delivered quickly

QUESTION: What products are produced at the Chattanooga Manufacturing Operation (CMO)?

ANSWER: We currently produce six sizes of hydraulic excavators, ranging from the PC210LC-11 to the PC490LC-11. These models are primarily sold in North America, but we also export one model to Latin America and South America. In addition, we produce three sizes of forestry excavators, from a PC210LL-10 to a PC390LL-10, and four sizes of forestry tracked harvesters and tracked feller bunchers, from the XT430-3 to the XT460-3. We are the only Komatsu plant in the world that builds specialized forestry track machines, and we ship them all over the globe.

QUESTION: Why should a customer buy a machine produced at CMO?

ANSWER: The hydraulic excavators we build at CMO are also built in several other Komatsu factories around the world, in order to better serve local markets. Each factory uses the same parts, designs and quality standards, so users should not be able to tell the difference between an excavator built in a plant in Japan or the United Kingdom versus one built at CMO. In addition to high quality, CMO's mission is quick delivery with whatever options a customer may need. Our staff works regularly with distributors and customers to ensure we meet or exceed their expectations. Being a part of the North American market means we can offer options on our machines that are not normally found in other parts of the world. For example, we offer pipeline spec hydraulic excavators with single grouser tracks and severe-duty revolving-frame undercovers.

QUESTION: How do you prepare for new models, such as the Tier 4 Final products?

ANSWER: We start planning almost a year before our first build date, determining equipment

Continued ...



Bruce Nelson,
General Manager, Chattanooga
Manufacturing Operation

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.

Bruce Nelson started with Komatsu in 1993 as a welding engineer at the Chattanooga Manufacturing Operation. Nearly 20 years later, he became General Manager at CMO, where he oversees production of hydraulic excavators and forestry machines. During his tenure, Nelson served as Fabrication Manager, Y2K Project Manager, Operation Manager, SAP Project Manager and nine years as Senior Manager of Administration.

Nelson helped create Komatsu's Supply Chain Division in 2009 and was General Manager of that division until moving into the General Manager role at CMO in 2012, upon the retirement of Dennis Riddell.

A year prior to joining Komatsu, he graduated from Auburn University with a degree in Industrial Engineering and worked for a small manufacturing company. Nelson is a Certified Supply Chain Professional and is Certified in Production and Inventory Management.

Bruce enjoys vacationing in central Florida and taking cruises. He likes to spend time with his wife and two daughters, who enjoy being anywhere it's warm.

Supply Chain Division focused on quality, delivery, cost

... continued

General Manager Bruce Nelson says CMO has worked hard to reduce lead times to customers. In 2009, that was two months. Now, he says it averages three to five days to get a machine ready to ship after receiving a distributor order.



requirements and laying out a detailed schedule of events. For all model changes, we work closely with the engineering and manufacturing groups to understand the fabrication and assembly differences. We have weekly meetings with all departments involved to understand the status of everyone's activities and ensure we are all on schedule. We invite a staff member from the hydraulic excavator design group to stay at our plant during our first builds, so we have immediate feedback if we have any questions during the assembly process. After completing the first machine, we send it to our Cartersville Demonstration Center for operation and final evaluation. Once everything is complete, the product is released for sale to customers.

QUESTION: What are the markets (construction, utility) like now, and how do you adjust to ensure machines are available?

ANSWER: The construction-equipment market in North America has been growing throughout the last five years. Our plant works closely with Komatsu America's Supply Chain Division to make sure our production plans are in sync with market requirements. We use KOMTRAX to see usage trends by model, which helps us predict and verify marketing forecasts. We have worked hard during the last several years to reduce our lead times to our customers. The time from receiving a distributor order to making the machine ready to ship was two months in 2009. Now, it's three to five days, on average.

QUESTION: Do you encourage customers to visit CMO, and why or why not?

ANSWER: CMO always welcomes customer visits. We have customers at the plant on a weekly basis. A tour can be as small as one contractor with his wife and children passing through the Chattanooga area to as large as 75 people a day as part of Demo Days activities held just down the road at Cartersville. We love to show off our facility and allow people to see how the Komatsu machines, which we consider to be the best, are manufactured. Customers can see for themselves that we strive to keep the plant safe and clean for our workforce. They can also see how we build quality into each step of the process as frames are welded or as machines move down the assembly line. ■



Four sizes of forestry tracked harvesters and tracked feller bunchers are produced at Komatsu's CMO, among them are new Dash-3 models, including the XT460.

Komatsu's Chattanooga Manufacturing Operation produces six sizes of hydraulic excavators, ranging from the PC210LC-11 to the PC490LC-11.



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A ROAD MAP FOR THE LONG HAUL

DOT official says long-term infrastructure funding needed – then lays out plans to get it

U.S. Department of Transportation (DOT) Deputy Secretary Victor Mendez emphasized the need to focus on rebuilding the nation's infrastructure during an address at the Associated Equipment Distributors annual Summit. The speech touched on proposals put forth by the Obama administration to increase funding for areas such as surface transportation.

Mendez outlined the administration's GROW AMERICA Act, which would increase surface-transportation infrastructure funding during the next six years, with an investment of nearly a half-trillion dollars. It would be a significant boost compared to the current highway bill, help create jobs and provide significant economic benefits, according to Mendez.

"Maintaining current levels is not good enough," said Mendez. "We will fall further behind in our infrastructure deficit. The GROW

AMERICA Act provides a strong investment for aging highways and bridges across the nation and ensures that they are safe, reliable and well-maintained."

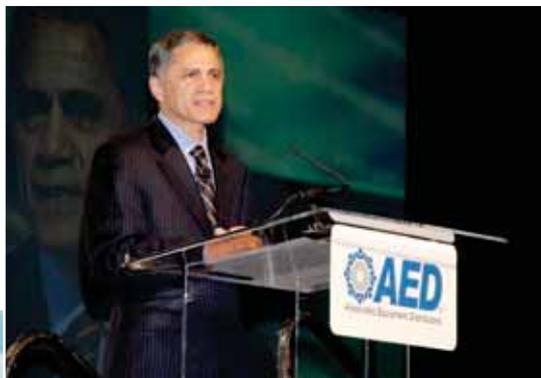
30-year framework

Mendez also spoke about the department's initiative, Beyond Traffic: U.S. DOT's 30-Year Framework for the Future. Beyond Traffic is an invitation to the American public – including users, developers, owners and operators of the transportation network and the policy officials who shape it – to have a frank conversation about the shape, size and condition of that system and how it will meet the needs and goals of our nation for decades to come, according to the DOT's website.

It's a draft framework for the future; it's not prescriptive, the site says. It does not advocate for specific policy solutions. Rather it underscores critical decision points facing the country, by means of data-driven analysis, research, expert opinions and public engagement.

"We must look at all components as part of a larger whole," said Mendez. "We don't want to lose sight of the challenges of today. We haven't invested like we should have. There are a backlog of projects. We have to look ahead too. We need a long-term plan." ■

The United States Department of Transportation Deputy Secretary Victor Mendez (right) said long-term infrastructure funding, including surface transportation through a new highway bill, is critical.



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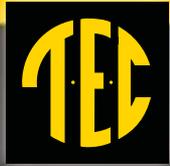
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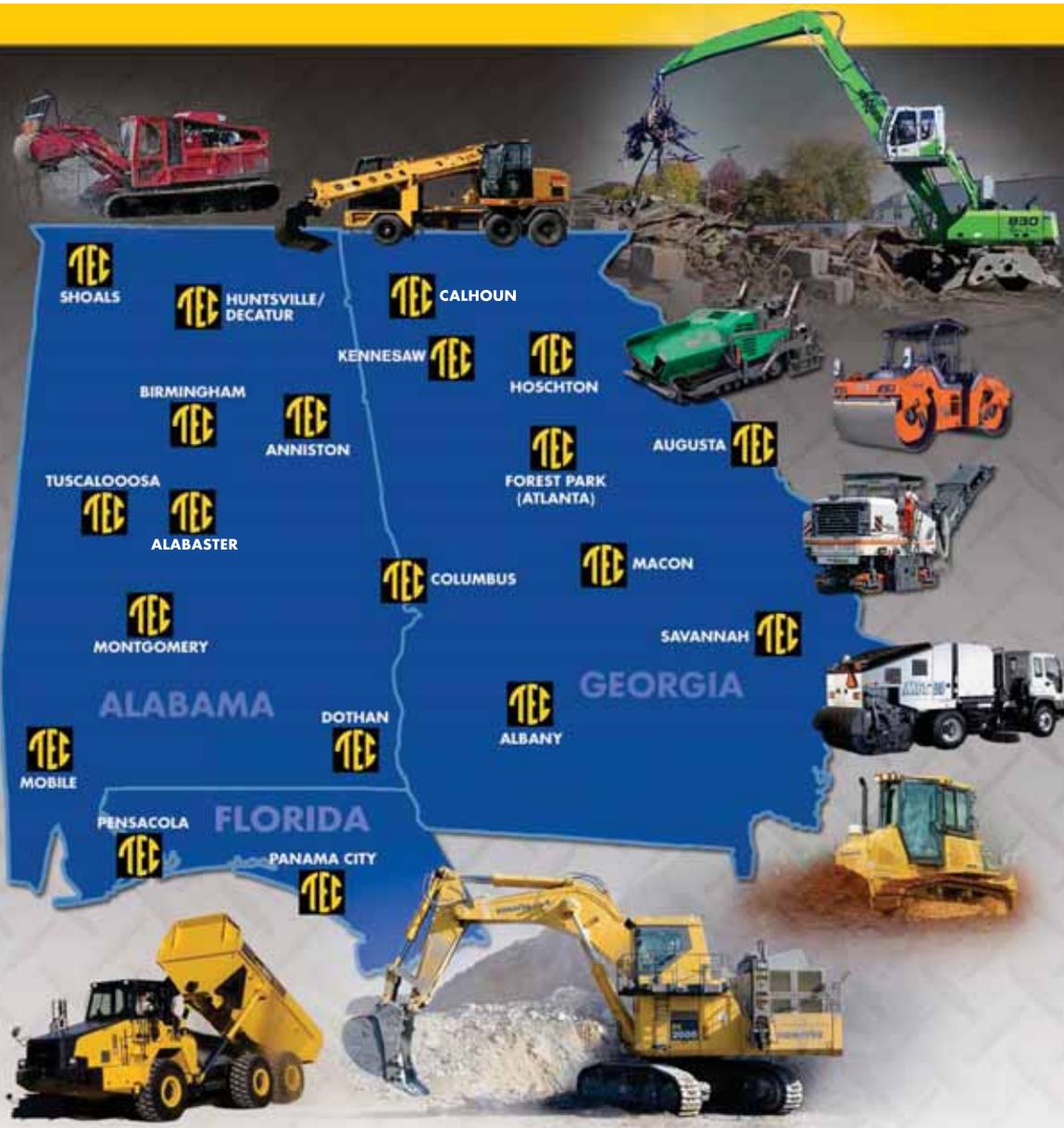
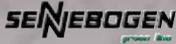
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