



Tractor Times

A publication for and about Tractor & Equipment Company customers

2015 No. 3

DOUBLE P GRADING

A good reputation paved the way for this Williamson, Georgia, site development contractor



Steve Pierce,
Founder

Brandon Pierce,
President

Michael Pierce,
Vice President



TAYLOR CORPORATION

Oxford, Alabama,-based company balances preservation, progress on 370-acre recreation complex



Lance Taylor,
President



KOMATSU®

A MESSAGE FROM THE PRESIDENT



Dan Stracener



Dear Valued Customer:

This issue of your Tractor & Equipment Company Tractor Times magazine showcases the broad range of equipment that Komatsu carries. It features everything from a new tight-tail-swing PC78US-10 excavator to larger equipment, such as the HM400-5 articulated haul truck and the D155AXi-8 dozer.

Yes, you read that correctly – Komatsu introduced an *intelligent* Machine Control (iMC) D155 dozer. The 90,610-pound, 354-horsepower construction/quarry machine is now the largest in the Komatsu iMC-dozers lineup. Like its predecessor, it features the patented SIGMADOZER blade, and like its iMC brethren, it works without the mast and cables associated with traditional aftermarket GPS systems. Read the article to see if the D155AXi-8 is a good fit for your company.

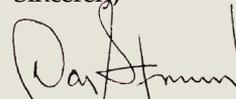
You will also want to read the article on Komatsu's new PC210LC-11 excavator. With this latest model, Komatsu has once again raised the bar for excellence in excavators. The PC210LC-11 offers more horsepower and operating weight, while using less fuel and making less noise.

Finding ways to be more productive and efficient is a big part of doing business for excavation, mining, forestry and other types of companies that use equipment. If you are looking to get the most out of your Komatsu machinery, check out the article about Komatsu's "Kwick Tips" videos, produced to help you better understand the functions and features of your equipment.

This time of year tends to be very busy with multiple projects and deadlines. It can be easy to forget about scheduled maintenance. If you have a Komatsu Tier 4 machine, such as those featured here, rest assured that we're on top of them and will take care of your scheduled maintenance through the Komatsu CARE program. We can help with your older machines too.

Please call or stop by one of our branch locations and let us show you how we can be of service.

Sincerely,



Dan Stracener
President

**A broad range
of new
equipment**



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2015 NO. 3

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IN THIS ISSUE

TAYLOR CORPORATION

See how this Alabama company is balancing preservation and progress during construction of the 370-acre Oxford Recreation Complex.

DOUBLE P GRADING

Learn how this Georgia company used its good reputation to get back into the construction business.

PRODUCT IMPROVEMENT

Discover how Komatsu's versatile new PC210LC-11 excavator is doing more with less.

APPLIED TECHNOLOGY

Komatsu introduced the D155AXi-8, its first *intelligent* Machine Control construction/quarry dozer. Read about it inside.

NEW PRODUCT

Take a look at Komatsu's HM400-5 articulated dump truck and see how its Tier 4 Final engine optimizes performance.

WEB SUPPORT

Do you have a question about your Komatsu equipment? Komatsu's Kwik Tips videos likely have the answer just one click away.

INDUSTRY NEWS

Read about the Department of Transportation's audit of state-highway spending, and the solutions groups are pushing for.

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TAYLOR CORPORATION

Oxford, Alabama,-based company balances preservation, progress on 370-acre recreation complex

Sometimes, there is more to a construction project than moving dirt and putting up structures.

On a current jobsite in the east-central Alabama town of Oxford, a sparkling new 370-acre public sports complex that should enhance the recreational opportunities for local children and adults alike is being built.

At the same time, though, the new park is being built on land that for 10,000 years was home to the Native American Creek Tribe. Striking a delicate balance between building for the future and embracing a cultural history has taken almost 10 years, but now it appears that the new complex will include both the ancient and the modern in a sensitive and educational fashion.

Work at the \$30 million Oxford Recreation Complex has been underway since last August.

Taylor Corporation's Lance Taylor (left) talks with Alan Preston, Tractor & Equipment Company Oxford/Anniston Branch Manager, at the Oxford Recreation Complex.



When completed next spring, it will encompass 11 baseball/softball fields, a state-of-the-art track and field/football stadium, four soccer fields and three miles of walking trails adjacent to Choccolocco Creek. In addition, a 30-acre lake is being created.

The local high school will be the primary beneficiary as the park will provide an upgrade in facilities for the school's five baseball and three softball teams. The new park is designed in such a way that multiple events can take place at the same time.

"I don't know of anywhere else in the Southeast that will have a sports complex as nice as this one," said Taylor Corporation President Lance Taylor.

The project site is being prepped by Oxford-based Taylor Corporation. The firm is working as a sub to the prime contractor, Eugene Turner Construction, which is located in nearby Anniston.

Eugene Turner is building each of the 32 structures at the complex in addition to overseeing the electrical work. Taylor is doing all the earthmoving, as well as the storm drains, curbs and gutters, utilities, landscaping and playing fields. Taylor said that his firm's contract is worth about \$15 million.

Historic obligations

In order to build the complex, the City of Oxford first had to obtain permission from the U.S. Army Corps of Engineers to fill 15 acres of a former sod farm along the creek, which was considered to be wetlands. The Corps of Engineers had to ensure that the project did not affect the archaeological remnants of the native settlements and villages that had existed along Choccolocco Creek for 10 millennia.



Taylor Corporation constructed a 30-acre lake at the Oxford Recreation Complex. Taylor Corporation plans to excavate 1 million yards of dirt from the lake to raise areas of the complex above the Choccolocco Creek's floodplain.

The Creek Tribe may no longer live in Oxford, but descendants include the Muscogee (Creek) Nation, a federally recognized tribe now headquartered in Oklahoma. They, along with the Alabama Historical Commission, were consulted by the Corps of Engineers about the recreation complex's potential impact. The parties signed a formal agreement to ensure the complex would be constructed in a manner that was respectful of the land's past occupants – and that any artifacts, once recovered and analyzed, would be repatriated in accordance with tribal customs.

When city leaders became aware of the historical significance of the site, they unanimously requested a redesign of the project in order to incorporate cultural awareness into the park. As a result, the Muscogee (Creek) Nation and the City of Oxford have forged a new and trusting relationship.

“Our site supervisors are trained to know what to do if any potential artifacts are discovered and, if they are, we have a well-defined plan about how to proceed,” Taylor said.

Taylor adding to cultural legacy

A Native American ceremonial mound was also once located on the project site. But, several decades ago, a previous property owner bulldozed it, presumably to create more cropland. In an effort to rectify that cultural loss, the project's architect designed a new mound that Taylor's company built within the park.



A Taylor Corporation operator uses a Komatsu D61EX with a Topcon machine control system to final grade at the Oxford Recreation Complex in Oxford, Alabama. The 370-acre project includes 11 baseball/ softball fields, a state-of-the-art track and field/football stadium, four soccer fields and three miles of walking trails.

“Based on an old 1930s aerial photograph and remote-sensing conducted by archaeologists that showed where the mound was before it was destroyed, we were able to reconstruct a new mound in the exact position as the original one,” Taylor said.

His company also is building a walking trail around the mound so that people can view it and learn about the history of the native people who used to call the area home.

Water provides a challenge

One of the reasons Native Americans lived at the site for so long was because it was adjacent to the creek, as well as several springs and abundant groundwater, which made for good fishing and provided rich soil for planting. Those same water sources have proven to be a challenge for Taylor Corporation as it grades and preps the site of the Oxford Recreation Complex.

The firm battled four months of wet weather beginning last December as it tried to dig a pit for the lake. Adding to the problem was the fact that the area is completely flat, has little drainage and sits in a floodplain.

The purpose of excavating the lake, which at its deepest point will be 28 feet, is to excavate 1 million yards of dirt to place underneath the ball fields and parking areas in order to raise them 15 feet above the creek's floodplain.

“We are pumping out about a million, to a million-and-a-half gallons of water every day just to keep the lake bed drained so we can

Continued . . .

Wet weather delays excavation of lake

... continued



Tractor & Equipment Company's Ronnie Gallegly makes regular stops at the jobsite to check on Taylor Corporation's equipment. "Ronnie has always been on-point if we need something," said Taylor Corporation President Lance Taylor.

excavate the soil," Taylor said in late April. "In the last four months we have had so much rain that we have had to shut down the pumps and let the lake fill up with water. We are now setting up the pumps again to pull the water out so we can continue to excavate."

Taylor figures his crews have completed about 60 percent of the excavation – working seven-day weeks when the weather allowed. He said the goal is to have all the rough-grading earthwork done by the end of this year. Delays have slowed progress on the west end of the project, but Taylor says the city will begin using the completed part of the complex while his crews finish grading.

His company is using a combination of machines due to the project's complexity.

"There are certain layers where we can use the big farm tractors with the pull-behind pans," Taylor said. "We have moved probably 70 percent of the dirt using those. We have also used conventional push-pan scrapers, and we have had different off-road trucks out here from time to time. As we get deeper into the lake we will probably have to have more off-roads as it is so wet that it is hard for anything else to get in there and haul out material."

Tractor & Equipment is the preference

Taylor's go-to equipment provider of choice is the Oxford/Anniston location of Tractor &

Equipment Company, where Taylor turned to purchase his newest dozer, a Komatsu D61, which will soon be moved from another project to the Oxford site. The machine is equipped with a Topcon MC2 machine control system that is very popular among Taylor Corporation's construction professionals for its precision and ease of use.

Taylor also has purchased a couple of Komatsu PC228 excavators from Tractor & Equipment, which it uses primarily on utility projects. At Oxford, the contractor is using Komatsu PC200 excavators, plus D37, D39 and D41 dozers.

"Our relationship with Alan Preston [Tractor & Equipment's Oxford/Anniston Branch Manager] has been wonderful," Taylor said. "If something breaks down on the jobsite, we can call Alan. He has always gone above and beyond when it comes to locating parts or pieces of equipment to keep the job moving. He has never let us down and he has always been fair with us on sales, too."

The relationship between Taylor and Tractor & Equipment has gone back more than 40 years to when Lance Taylor's father, Tommy, first started the construction company in 1969.

Tractor & Equipment's Ronnie Gallegly visits the Oxford project site periodically to check on the health and performance of Taylor's machines.

"When we first got the new Komatsu D61PX-23, there was an issue with it and Ronnie spearheaded the effort to get a crew up to the site and get it corrected," Taylor said. "Ronnie's crew sent a tractor to get the dozer and bring it back to their shop, then they fixed the problem and sent our D61 right back to us. That is just one example of how Ronnie has always been on-point if we need something.

"In our demanding line of work, if you don't offer good service to us, you are not going to get another phone call from us," Taylor concluded. ■

Well-maintained machines are paramount to the earthmoving processes on the jobsite. Taylor Corporation President Lance Taylor knows he can rely on Tractor & Equipment Branch Manager Alan Preston to go "above and beyond" the call of duty.



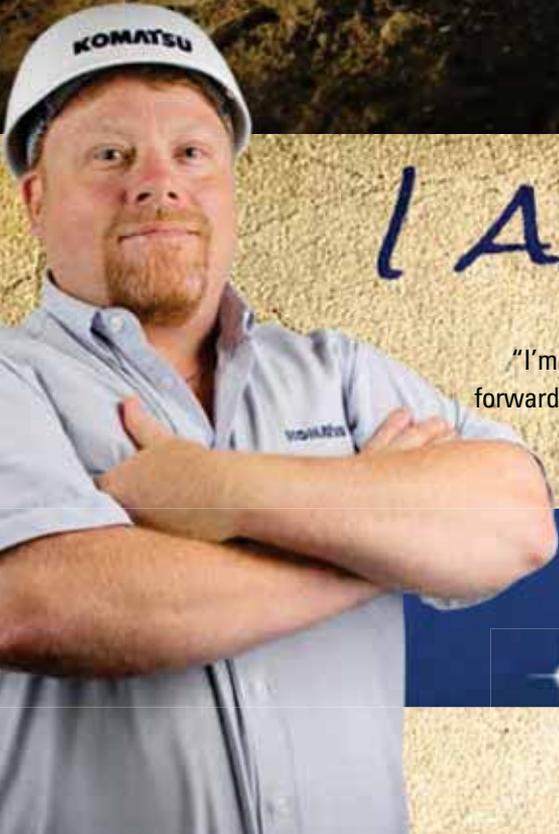
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D61PXi-23



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009



DOUBLE P GRADING

A good reputation paved the way for this Williamson, Georgia, site development contractor



Steve Pierce,
Founder



Brandon Pierce,
President



Michael Pierce,
Vice President

People earn their reputations. Businesses do too. Having a good one, and maintaining it, requires you to do the right thing, even when doing the right thing is going to cost you. It's not easy, and sometimes the consequences are hard to take. Occasionally, however, you're rewarded.

For Williamson, Georgia,-based Double P Grading, brothers Brandon and Michael Pierce freely acknowledge it was their dad's reputation, achieved during a difficult period, that paved the way for their success today.

"Our dad, Steve Pierce, and his brother Eddie started a small grading and pipe company and built it into a nice utility contracting business," recalled Brandon Pierce, President of Double P. "In 1998, they got cheated out of a lot of money on a job. Rather than declare bankruptcy and leave other people holding the bag, they liquidated the business by selling their office and their equipment in order to pay their bills."

"The way they handled that was a large factor in how Double P was able to get started," added Brandon's brother, Double P Vice President Michael Pierce. "Everybody knew they were

owed a lot of money, and it would have been easy for them to file for bankruptcy protection. Instead, they showed some business ethics. It gave Pierce a good name and earned us a lot of respect within the industry."

As a result, when Brandon and Steve started Double P in 2000 (Michael was still in high school at the time), they were welcomed back into the construction community.

"We started doing small jobs – mostly water lines because we weren't big enough to do full sites," said Brandon. "Due to my dad's reputation, the door was open for us with customers, vendors, business associates and even competitors. We were able to buy manholes, pipes and equipment to get going again. Eventually we got back into subdivisions and commercial jobs, doing entire site packages, just like before."

Double P has grown considerably since its start. Today, the company employs 40 people and works throughout the Atlanta metro area and beyond. Brandon and Michael, who joined the company full time in 2003, oversee day-to-day management duties. Steve serves as CEO and continues to work every day, mostly operating equipment.

"I'm near retirement age, but I don't like sitting around," said Steve. "I love operating and being on the job, but the business side – I'll leave that to the boys now."

Quality work by veteran employees

Most of Double P's work is private residential and commercial site development. Services include demolition, clearing, grading, grinding, water, sewer, storm drain and some concrete work. The ideal project size is a 30- to 40-acre site in the \$1 million to \$3 million range.

"That's a good niche for us, and a lot of subdivisions fall within that range," said Brandon. "Subdivision work has come back, and we've built

Co-owners Brandon and Michael Pierce (center) rely heavily on Crew Foremen (L-R) Scott Silver, Robbie Perkins, Gary Bates and Barry Boutwell.





▶ VIDEO

excellent relationships with some large home builders, such as Ryland Homes and Ashton Woods. Based on our previous experience, we try to only work with reputable firms that we know will pay their bills. We're proud to be associated with those two outstanding companies."

"Of course, we have to bid all those jobs, but the nice thing is, there's a lot of trust on both sides," said Michael. "We know they are going to do what they say, and they know we're going to deliver a quality, on-time project, and that we will treat them fairly and honestly."

Both Brandon and Michael believe if a customer hires Double P one time, they have a good chance of keeping that customer for life.

"Quality work done quickly – that's what we're all about," said Brandon. "We do basically everything on a job except asphalt, which we sub out. We have what we think is the best group of employees in the business. We've known most of them for years, and in many cases, grew up with them. They care about our projects almost as much as we do. They're a large factor in how we've been able to get back to where we are now."

"In addition to having top employees, Brandon and I are hands-on owners," Michael noted. "We have to be in the office two or three days each week, but the other two or three days, we're out in the field. We'll get on a tractor when needed, but mostly we make sure everything is moving forward and the guys have what they need to get the job done. A side benefit is that we're often on the job when a customer checks out a site. They like to see us there. It's a chance to assess the job and discuss any potential issues or changes."



This Double P crew uses a Komatsu PC360 to load an HM400 articulated truck (above), and a Komatsu PC390 (left) to place pipe at a subdivision job north of Atlanta. "Komatsu excavators set the industry standard in our opinion," said Double P President Brandon Pierce. "I love the PC390 because it sits on a PC400 frame but is as fast as a PC330."

A switch to Komatsu pays off

Today, Double P's equipment fleet is primarily Komatsu, but that wasn't always the case.

"We started out using another leading brand," said Michael. "One day I was demo'ing a competitive dozer on a job when our TEC Sales Rep, Mack Brice, showed up and said, 'Let me bring you out a Komatsu dozer to try.' He brought out a Komatsu D51, and the rest is history. It was better in every way – visibility, responsiveness, balance, and it was quiet. For finish grading, there was no comparison. From that point on, we've been almost all Komatsu."

Today, Double P has six Komatsu excavators (two PC390s, a PC360, a PC228 and two PC45s); two dozers (a D61i and a D51); two WA270 wheel loaders; and two HM400 articulated haul trucks.

"Komatsu excavators set the industry standard in our opinion," said Brandon. "I love the PC390

Continued . . .

Quality work leads to growth for Double P Grading

... continued



Jennifer Cox,
Office Manager

because it sits on a PC400 frame but is as fast as a PC330. It will sit there and sling dirt. We use our PC390s to lay sewer and storm drain. We lay water lines with the PC228, which is the fastest excavator I've ever been on. It doesn't have a tail, but it digs like it has one. It has excellent stability and really fast cycle times."

"We've become a company that does a lot of GPS grading because it's faster and more efficient," said Michael. "We have traditional Topcon GPS systems on two dozers and our PC360 excavator, and we have the Komatsu D61i *intelligent* Machine Control (iMC) dozer with integrated GPS. We love the D61i because everything is built in – we don't have to worry about snagging and breaking any cables or masts. It also discourages thieves. We've had GPS equipment stolen from our D51, but with the D61i, thieves don't even know GPS is there."

In addition to the equipment itself, Brandon and Michael say the support they get from Tractor & Equipment is far better than what they experienced from other dealers.

"Service-wise, TEC does a great job," said Brandon. "We even take our competitive machines to them. That's how good they are. The Komatsu CARE package, where TEC takes care of all the maintenance for three years or 2,000 hours, is a big deal. And they've helped us learn to use KOMTRAX as a way to reduce idle time, which saves us a lot of money."

"I think we've bought 10 new Komatsus in the past year, and Komatsu Financial has been great to work with," added Michael. "The combination of Komatsu and TEC has really benefitted Double P Grading. I also have to give Mack Brice a lot of credit – anything that comes up, we give Mack a call, and we know he's going to take care of it."

(L-R) Double P Owners Steve, Brandon and Michael Pierce work closely with TEC Sales Rep Mack Brice. "Service-wise, TEC does a great job," said Brandon. "Anything that comes up, we give Mack a call, and we know he's going to take care of it," added Michael.



This Komatsu D51 dozer is the machine that sold Double P on Komatsu equipment. "I was demo'ing a competitive dozer when [TEC Sales Rep] Mack [Brice] brought out the D51, which was better in almost every way," Vice President Michael Pierce recalled. "From that point on, we've been nearly all Komatsu."



Growth is possible

In the past few months, Double P Grading has added about a dozen people and could add more if they so choose.

"We're at 40 employees right now, and we probably have enough work for another pipe crew and another grading crew – about 10 more employees," said Brandon. "But we only want quality guys who will be productive and will help us make money. If they're not the right guys, getting bigger would be more trouble than it's worth."

"The key for us is to continue to do high-quality work and give customers a great job with great service," said Michael. "As an example, at one of our first subdivision jobs north of Atlanta, the guy who was hired to do the curb came onto the site and said, 'Double P Grading – never heard of you guys.' When he left, he said, 'I'd never heard of you when I got here, but now I'm going to tell everybody about Double P because, thanks to the site you prepped, that's the best curb I ever poured.' Comments like that make us feel good. It's also the way we get a lot of work – through word of mouth and referral. As long as we keep that high level of customer satisfaction, I think our future will be bright, and we'll be able to maintain our good name and the good reputation our dad established." ■

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STAY ALERT

AGC urges motorists to proceed with caution in highway work zones

This article is based on a press release from Associated General Contractors of America (AGC).

Forty-six percent of highway contractors reported that motor vehicles had crashed into their construction work zones during the past year, according to the results of a new highway work-zone study conducted by the Associated General Contractors of America (AGC). Association officials urged summer-travel motorists to stay alert while driving through work zones, noting that drivers and passengers are more likely than highway workers to be hurt or killed in work-zone accidents.

“If the thought of saving someone else’s life isn’t enough to get you to slow down, just remember that you and your passengers are more likely to suffer in a highway work-zone crash than anyone else,” said Tom Foss, President of Brea, California,-based Griffith Company and the Chairman of AGC’s Highway and Transportation Division. “In most work zones, there just isn’t enough margin for error for anyone to speed through or lose focus.”

Forty-six percent of contractors reported that motor vehicles crashed into their construction work zones during the past year. AGC is urging motorists to stay alert and obey posted signs.



Foss said that 41 percent of contractors reported that motor vehicle operators or passengers were injured during work-zone crashes this past year, and 16 percent of those crashes involved a driver or passenger fatality. Highway work-zone crashes also pose a significant risk for construction workers, Foss noted. He said 16 percent of work-zone crashes injure construction workers, and 9 percent of those crashes kill them.

Work-zone crashes also have a pronounced impact on construction schedules and costs, Foss said. He noted that 26 percent of contractors reported that work-zone crashes during the past year have forced them to temporarily shut down construction activity. Those delays were often lengthy, as 48 percent of those project shutdowns lasted two or more days.

Tougher penalties would help

Association officials said that 69 percent of contractors nationwide feel that tougher laws, fines and legal penalties for moving violations in work zones would reduce injuries and fatalities. In addition, 80 percent of contractors said that an increased use of concrete barriers will help reduce injuries and fatalities. Additionally, 70 percent of contractors nationwide agree that more frequent safety training for workers could help. They added that many firms and associations have crafted these types of highway safety programs.

Foss suggested that the best way to improve safety is for motorists to be more careful while driving through highway work zones. “Our message to every motorist is this: When you see construction signs and orange barrels, take your foot off the gas, put the phone down and keep your eyes on the road.” ■

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PRODUCT SPOTLIGHT



Discover more

NEW TIGHT-TAIL-SWING MODEL

Komatsu's PC78US-10 increases productivity in limited-space applications

Even on congested jobsites, you expect outstanding productivity. Komatsu's new PC78US-10 hydraulic excavator delivers with a tight-tail-swing radius, offset boom and contoured cab design that allows operators to work with ease in confined spaces.

The PC78US-10 increases productivity up to 3 percent compared to the Dash-8 model it replaced. At the same time, it lowers fuel usage up to 5 percent with no loss of performance, thanks to a Tier 4 Final engine that provides an additional 10 horsepower more than its predecessor. The result is time and cost savings, which are further reduced because the PC78US-10's engine requires no diesel particulate filter or diesel exhaust fluid (DEF).

"The PC78US-10 uses a Komatsu Diesel Oxidation Catalyst after-treatment system that is designed specifically to provide 100 percent passive regeneration," said Kurt Moncini, Komatsu Product Manager, Excavators. "The fact that the PC78US-10 has no diesel particulate filter and uses no DEF really sets it apart. It helps reduce owning and operating costs, and puts more profit back in our customers' pockets."

New cab design

A new cab design comes with several standard features, including ROPS and OPG Level 1 certification with a reinforced framework; high-resolution LCD screen with ecology-guidance data; rearview monitoring system with camera; a secondary shutdown switch; and in-cab-monitor control of up to 10 attachments. Other operator-friendly enhancements include a new side-by-side radiator and oil cooler to simplify cleaning, and placing all major maintenance items in

areas that are accessible from the ground level. These include the engine hood, right-side hood and side-service doors.

"This is the ideal machine for anyone working on urban, utility contracting or homebuilding worksites," said Moncini. "Between the extra horsepower and generous use of boom-area castings, operators should feel confident when trenching, clearing and working on site development projects." ■



Kurt Moncini,
Komatsu Product
Manager, Excavators

Komatsu's new tight-tail-swing PC78US-10 increases productivity up to 3 percent compared to the Dash-8 model it replaces. It also lowers fuel usage up to 5 percent with no loss of performance, resulting in time and cost savings.

Quick Specs on Komatsu's PC78US-10 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC78US-10	65 hp	17,747 lbs	0.37 cu yds





PC210LC-11

MORE POWER WITH BETTER FUEL ECONOMY

- 165 hp with up to 6% better fuel consumption*
- KOMTRAX® equipped for system monitoring
- Komatsu Auto Idle Shutdown feature
- Enhanced working modes



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JEFF MARTIN / PAINTER / CHATTANOOGA, TN

"I've worked for Komatsu for over two decades. My team loves to get feedback from Komatsu owners and operators and hear how satisfied they are. That motivates us every day to take extra pride in the meticulous detailing we put into every product that comes out of Chattanooga. The PC210LC-11 is one of my favorite works of art. And that's why I AM KOMATSU."

MADE WITH PASSION AND PRIDE

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*Compared to previous Komatsu model.

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PRODUCT IMPROVEMENT



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IMPROVED EXCAVATION

New PC210LC-11 features better lift capacity, increased fuel efficiency

More and less. Both words fit when describing Komatsu's new Tier 4 Final PC210LC-11 excavator. More describes horsepower and operating weight. The PC210LC-11 provides up to an additional seven horsepower compared to its predecessor. It also has an increased operating weight thanks in part to a standard heavy counterweight that provides improved lift capacity. Those features contribute to the PC210LC-11's ability to maintain or improve performance and productivity, depending on application.

Less comes in the form of fuel, noise and time. The PC210LC-11 uses up to 6-percent-less fuel than the previous model. Noise levels are lower thanks to a new viscous fan clutch that also improves cooling system efficiency. The wide, spacious ROPS and OPG Level 1-certified cab has design upgrades that reduce noise by two decibels, making the cab one of the quietest in its class. Three travel speeds also help eliminate time lost moving around the jobsite.

"If you need a machine capable of doing many things well – for example, going from loading trucks, to excavating trenches, to placing pipe and back again – this is the excavator for you," said Kurt Moncini, Komatsu Product Manager, Excavators. "For versatility and long-term value, the PC210LC-11 is tough to beat."

Added features, improvements

The PC210LC-11 features six work modes to match engine speed and pump flow to various attachments, as well as Komatsu's Closed-Center Load Sensing System that provides quick response and smooth operation to maximize productivity. Also standard is KOMTRAX Level 5 technology. This feature gives the operator machine data such as fuel and diesel exhaust fluid (DEF)

levels, Komatsu Diesel Particulate Filter (KDPF) regeneration status, location, cautions and maintenance information, all on an updated 7-inch LCD monitor. A split-display mode provides information as well as a rear-camera view. Other upgrades include a standard pattern-change valve, to easily switch joystick patterns to accommodate specific operator preferences, and centralized engine checkpoints that provide easy access to engine oil, filters and drain valves.

"As with other Tier 4 Final construction-size machines that are purchased, leased or rented, it's covered by Komatsu CARE for the first three years or 2,000 hours. It also covers two KDPF exchanges and DEF tank flushes in the first five years," said Moncini. "We encourage individuals looking for a new 50,000-pound-category machine to contact their distributor to find out more about how the PC210LC-11 can be a great addition to their fleet." ■

Quick Specs on Komatsu's PC210LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC210LC-11	165 hp	51,397-53,882 lbs	0.66-1.57 cu yds



Komatsu's new PC210LC-11 features up to an additional seven horsepower and increased operating weight compared to its predecessor. It also has increased fuel efficiency and additional features that reduce noise and help increase productivity.



PC240LC-11

TIER 4 FINAL HYDRAULIC EXCAVATOR

- New higher performance 177 HP engine*
- More efficient through lower fuel costs*
- Larger LCD color monitor panel*
- Wide access service doors



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MICHAEL THOMAS / WELDER / CHATTANOOGA, TN

"Komatsu excavators come with the latest in technology. I'm proud to be part of the production team that builds them to hold up to years of daily punishment. I make sure they're as rugged as Komatsu's quality reputation, because it's not just Komatsu's reputation on the line—it's mine and all my friends' too. And that's why I AM KOMATSU."

MADE WITH PASSION AND PRIDE

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*Compared to previous Komatsu model.

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APPLIED TECHNOLOGY

GREATER INTELLIGENCE

Komatsu introduces its first *intelligent* Machine Control construction/quarry dozer

Komatsu's *intelligent* Machine Control (iMC) jumped into a new class when it introduced the D155AXi-8, the first construction/quarry dozer that features automated operation from heavy dozing to fine grading. Similar to other iMC dozers, the D155AXi-8 senses and controls blade load to optimize the start of a cut and minimize track slip, resulting in up to 8-percent-greater efficiency compared to typical aftermarket systems.

"When Komatsu introduced iMC dozers, the focus was on mid-size and smaller dozers often used on residential and commercial projects," said Jason Anetsberger, Komatsu Product Manager, Intelligent Machine Control. "The automated and integrated system has proven to make operators of all skill levels more productive and efficient, leading to a better bottom line. Contributing to the cost savings is eliminating the process of installing and removing masts and cables, so that time can be better spent in moving more material."

The lack of blade-mounted sensors also means there's no need for an operator to climb on the blade to install or remove antennas, no coiled cables to snag and no electrical connections to worry about at the start and end of every shift.

Reduced fuel consumption

The D155AXi-8 has an automatic gearshift transmission and lock-up torque converter that work together to select the optimal gear range, depending on jobsite conditions and load, and are designed to maximize operational efficiency. The electronically controlled transmission locks up the torque converter to transfer engine power directly to the transmission, eliminating horsepower

loss and cutting fuel consumption by up to 10 percent.

It features Komatsu's patented SIGMADOZER blade, which is designed to dig and roll more soil at the blade's center, hold more material, reduce digging resistance and doze up to 15-percent-more material while using less power compared to a typical Semi-U blade.

"The D155AXi-8 is ideal for highway construction and large residential or commercial site-prep projects," said Anetsberger. "It shares many of the same great features of our standard and popular D155, with the added iMC technology. If you're looking for something that accurately and efficiently moves massive amounts of material, look no further." ■



Jason Anetsberger,
Komatsu Product
Manager,
Intelligent
Machine Control

Komatsu's D155AXi-8 dozer brings *intelligent* Machine Control to its construction/quarry size machines. It is ideal for highway construction and large residential or commercial site-prep projects.

Quick Specs on Komatsu's D155AXi-8 Construction/Quarry Dozer

Model	Net Horsepower	Operating Weight	Bucket Capacity
D155AXi-8	354 hp	90,610 lbs	12.3 cu yds



NEW PRODUCT



Discover more

NEW ARTICULATED TRUCK

Komatsu's HM400-5 delivers high production with Tier 4 Final engine that optimizes performance



Joe Sollitt,
Komatsu Product
Marketing
Manager

The goal of moving materials is to do it as productively and efficiently as possible. Komatsu's new HM400-5 articulated dump truck provides what you need with high levels of performance and minimal operating costs. It includes a low 10-foot, 5-inch loading height, 70-degree dump angle and selectable working modes that allow operators to match its performance to the application or conditions.

The HM400-5 maintains the productivity and performance of the previous Dash-3 model, with a new Tier 4 Final engine to deliver its 44.1-ton payload. The Komatsu-designed engine uses an advanced electronic-control system to manage airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance.

Komatsu's new Tier 4 Final HM400-5 articulated dump truck has a 44.1-ton-payload capacity and matches well with 40- to 60-ton excavators and 5.5- to 7.5-cubic-yard wheel loaders. It features a new standard Payload Meter and easier serviceability.

Quick Specs on Komatsu's HM400-5 Articulated Dump Truck

Model	Net Horsepower	Max Gross Vehicle Weight	Payload
HM400-5	466 hp	165,644 lbs	44.1 tons



"With its low loading height, the HM400-5 matches well with 40- to 60-ton hydraulic excavators and 5.5- to 7.5-cubic-yard wheel loaders," said Joe Sollitt, Komatsu Product Marketing Manager. "It's ideal for a variety of applications, including site prep and large-scale material processing operations with challenging haul profiles. Even in less-than-ideal conditions, it delivers great fuel economy and outstanding production."

Standard Payload Meter

Komatsu's Traction Control System automatically provides optimum traction when operating in soft ground conditions. If conditions worsen and the HM400-5 detects tire slippage, the inter-axle-lock kicks in. If tire slippage continues, four independent brakes are automatically applied to the slipping wheels to regain traction.

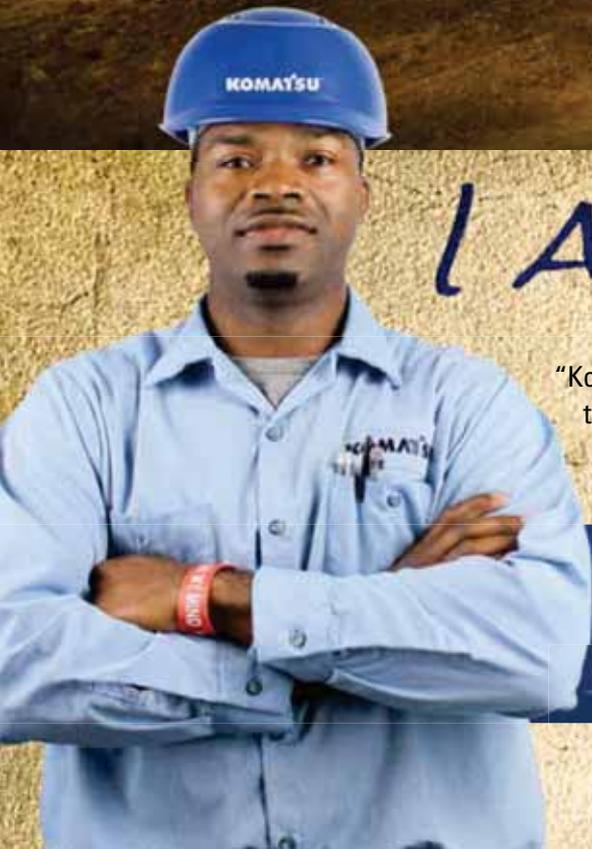
Owners and operators can keep track of production with a standard, integrated Payload Meter that displays loaded-material weight on an LCD monitor inside the cab. A pair of external lamps illuminate green, yellow or red as the payload increases through three different ranges to help prevent under- and over-loaded haul cycles. Data is stored on board and is accessible by plugging a laptop into a port in the truck or remotely via KOMTRAX.

"Users can monitor daily, weekly or monthly production with very detailed data to allow for full production studies," said Sollitt. "We made service more convenient with a lightweight, fiberglass engine hood and a cab that tilts rearward for easy access to the transmission and hydraulics. The HM400-5 is a great fit for anyone looking to move mass amounts of material with lower costs in mind." ■

WA470-8

INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
- Large capacity torque converter with lock-up
- All-new cab for comfort and visibility
- Powerful 272 HP engine



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"Komatsu loaders are tough. The loaders I assemble here in South Carolina are built to high standards. I know because my team and I meet and exceed those standards every day. Our goal is to build you a product that will handle the jobs you throw at it and keep coming back for more. And that's why I AM KOMATSU."

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006

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commitment for becoming a

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FINDING ANSWERS FAST

Komatsu's Kwick Tips videos put valuable machine information at your fingertips

How do I get the most out of my equipment, and what features allow me to do that? Those are questions you probably ask yourself often. Komatsu is making it easier and faster to get answers to those and more with its Web-based Kwick Tips videos.

"People use the Web to immediately access all kinds of information, such as recipes or how to change parts on their cars," said Komatsu Product Marketing Manager Craig McGinnis. "These Kwick Tips videos are just like that. For instance, the equipment owners or operators may want a refresher on how a particular button or feature, such as traction control, affects their productivity and efficiency. The videos are a way for them to quickly get answers, and they can do that from anywhere they have an Internet connection. It could even be while sitting in the cab of the machine using a smart phone or tablet."

Users have multiple avenues to access the videos from Komatsu America's website, www.komatsuamerica.com. At the top of the home page is an icon for YouTube. Clicking on that will take you directly to the Komatsu YouTube channel where you can search for all the Kwick Tips videos, as well as some more in-depth Komatsu training videos on topics such as Tier 4 Final and diesel exhaust fluid.

Another way to access the videos is to use the search box on Komatsu's website to find a specific machine. When the page for that machine pops up, click on the Watch Our Videos tab, which will show a drop-down menu of topics. Click the one that interests you to see the video. If you are looking for a particular machine, you can also click on the equipment tab on the home page and

continue to follow the tabs until you get to the model you are looking for.

Positive feedback

McGinnis noted that the launch of Kwick Tips was well-received by users, as early traffic to the videos was encouraging. "The video series trained almost 1,500 viewers the first few months of availability. That's a good foundation to build on.

"Kwick Tips are short and to-the-point," added McGinnis. "We're constantly adding more. The main focus as we started was wheel loaders. We continue to expand on those, and we're also producing videos for our motor graders, excavators and other products. We envision having a very comprehensive list in the near future." ■



Craig McGinnis,
Komatsu Product
Marketing Manager

Komatsu's Kwick Tips videos provide valuable insight into machine functions and features that can potentially increase production and efficiency. The videos can be accessed anytime at www.komatsusumamerica.com, or by searching for Kwick Tips on Komatsu's YouTube channel.





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INDUSTRY NEWS

FUNDING ASSESSMENT

DOT auditing state-highway spending amid push to pass new legislation

The Department of Transportation recently announced it is launching an audit of state-highway spending. The agency's inspector general said the review is intended to make sure federal funding that's allocated to states is being properly used, noting that the Federal Highway Administration's (FHWA) State Transportation Improvement Program (STIP) provides more than \$37 billion annually for road and bridge construction.

"The objective of this audit is to assess FHWA policies and procedures and to ensure STIPs receive comprehensive, consistent reviews and meet federal requirements, including coordination with the Federal Transit Administration," according to officials with the inspector general's office.

Auditing the states comes at a time when many are pushing to renew and increase transportation funding. The previous highway bill expired nearly a year ago, and Congress has passed short-term patches since. Even with bills in place, funding has fallen short of meeting needs. The current gas tax has not been raised in more than 20 years, and more fuel-efficient cars have led to decreased revenues.

Groups push for solutions

The funding shortfall has put many of the country's roads and bridges in serious disrepair. An American Road & Transportation Builders Association (ARTBA) review of the 2014 U.S. Department of Transportation National Bridge Inventory database showed that more than 61,000 bridges are classified as structurally deficient. Those bridges are crossed 215 million times per day, and data shows a current backlog of more than \$115 billion in bridge and \$755 billion in highway work.

"State and local governments are doing the best they can to address these significant challenges, given limited resources," said ARTBA Chief Economist Dr. Alison Premo Black. "Many of the most heavily traveled bridges are nearly 50 years old. Elected officials can't just sprinkle fairy dust on America's bridge problem and wish it away. It will take a committed investment by legislators at all levels of government."

An Associated General Contractors of America (AGC) campaign known as #DriveBetterRoads highlights the benefits of fixing transportation infrastructure, such as reduced commute times.

"Drivers don't have to settle for bad roads, lousy traffic and unsafe bridges," said AGC member Dale Stubblefield during an organization event to announce the initiative. "As long as drivers speak up, we can all 'drive better roads.'" ■

The Department of Transportation says it is auditing state-highway spending. The agency's inspector general said the review is intended to make sure federal funding that's allocated to states is being properly used. Industry groups are calling for more surface transportation funding.



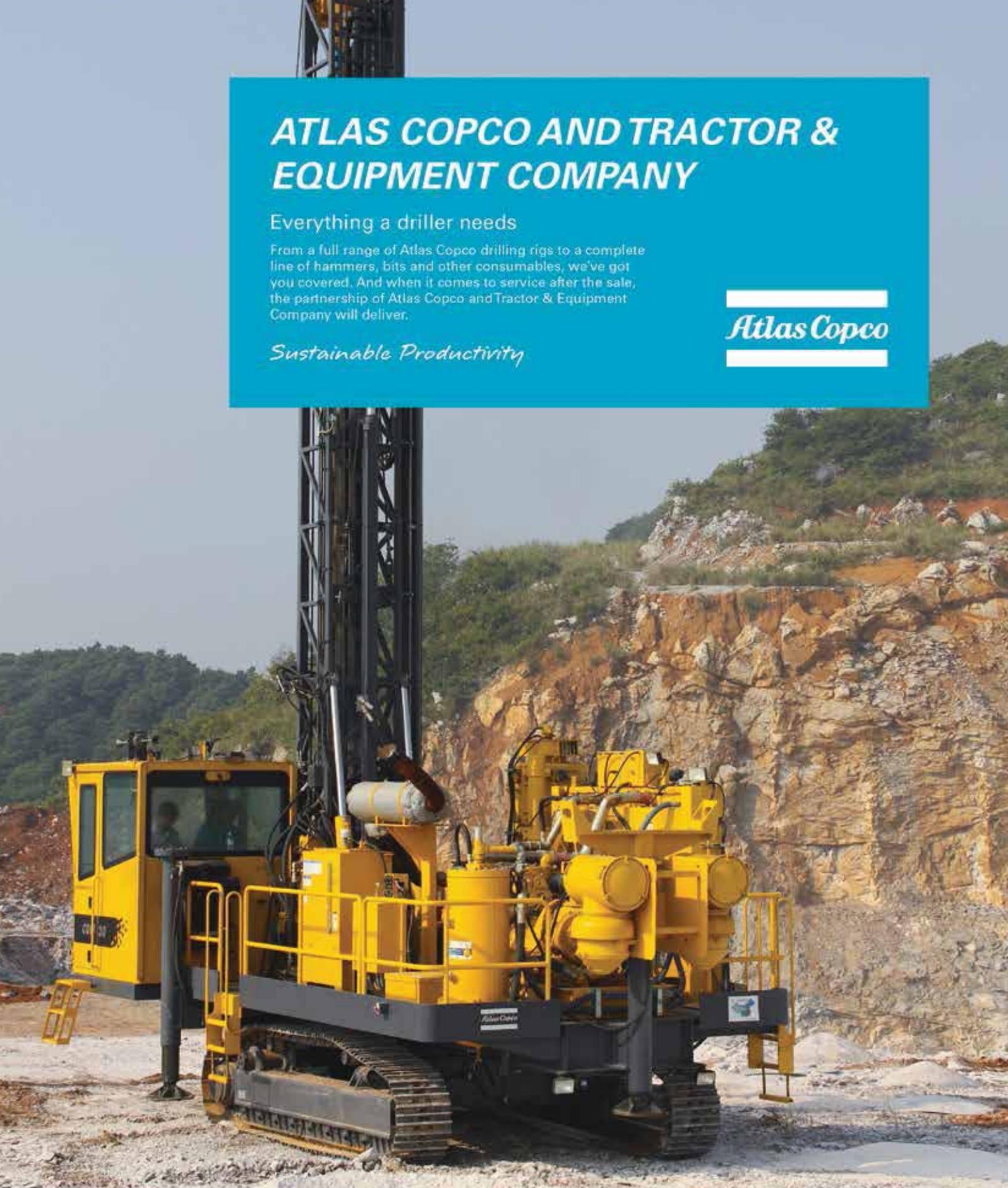
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MORE INDUSTRY NEWS

Poll: More than 70 percent support 10-cent gas-tax increase

A Mineta Transportation Institute poll showed 71 percent of voters would support a 10-cent increase in the federal gas tax if the money was used specifically for transportation improvements. There was also strong support if the increase was spent on projects to reduce accidents and improve safety, as well as for projects to add modern, technological systems.

The federal gas tax has been the traditional source of funding for roads and bridges since the 1930s and was last increased in 1993. Because it didn't keep up with inflation – and cars are more efficient – a gap in transportation

funding was created. Congress typically spends about \$50 billion annually on transportation, but the gas tax only brings in approximately \$34 billion.

“Conventional wisdom says that Americans strongly oppose any increase in the federal gas tax,” said Dr. Asha Weinstein Agrawal, the study's director. “However, this survey shows that significant majorities want the government to provide better transportation infrastructure, are willing to pay for improvements, and want gas-tax revenue spent on public transportation, as well as on roads and highways.” ■

Komatsu announces equity participation in technology firm

Komatsu recently announced its equity partnership in ZMP, Inc. The companies will work together to automate construction and mining equipment, as well as other areas. Komatsu will continue to develop construction equipment and next-generation mining machinery by applying information and communication technologies while collaborating with other companies for innovation.

ZMP has advanced technological expertise in image recognition and in sensing and controls for vehicle automation systems. It has received outstanding evaluations from the automobile industry, as well as from other industries.

Prior to equity participation, Komatsu was collaborating with ZMP to develop control technology for mining equipment. Komatsu expects to further strengthen collaboration in unmanned operation of equipment, vehicle automation and other fields.

“Komatsu will be able to accelerate the pace of providing products and services that are designed to innovate customers' jobsites, and ZMP will be able to expand its business domains and can expect further growth,” Komatsu noted in a press release announcing the equity participation. “Komatsu believes that the two should be able to develop and enjoy a win-win relationship.” ■

2015 World of Asphalt, AGG1 sets records

World of Asphalt and AGG1 broke records for attendance, number of exhibitors, show space and education tickets during the March 2015 event held in Baltimore, Md. Attendance totaled more than 7,600, and 450 exhibitors showcased the latest technologies and products in more than 135,000 square feet of space. More than 10,000 education tickets were purchased.

“Exhibitors and attendees alike cited the value of face-to-face dialog with so many industry professionals and companies in one place and the consistently high-quality environment of the shows,” said Show Manager Rich Prausa of the Association of Equipment Manufacturers.

The 2016 World of Asphalt and AGG1 is to be held March 22-24 in Nashville at the Music City Center. ■

LeeBoy



8616B Asphalt Paver

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8515C Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515C Asphalt Paver. The 8515C incorporates big paver features into a heavy-duty maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend screed system, powerful 84 HP Kubota engine, dual operator controls and high-deck/low-deck configuration, Now available with the new, heavy-duty 815 electric screed.



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Maximizer 3 Asphalt Distributor

Rosco's Maximizer 3 asphalt distributor features an extendible spraybar that smoothly and efficiently moves from 8-foot to 16-foot width in 4 inch increments. The EZ Spray extendible spraybar makes radius and taper spraying, along with maneuvering for obstacles such as bridges, a smooth and efficient operation.



Scan to see the Rosco RA-400 Pothole Patcher in action.



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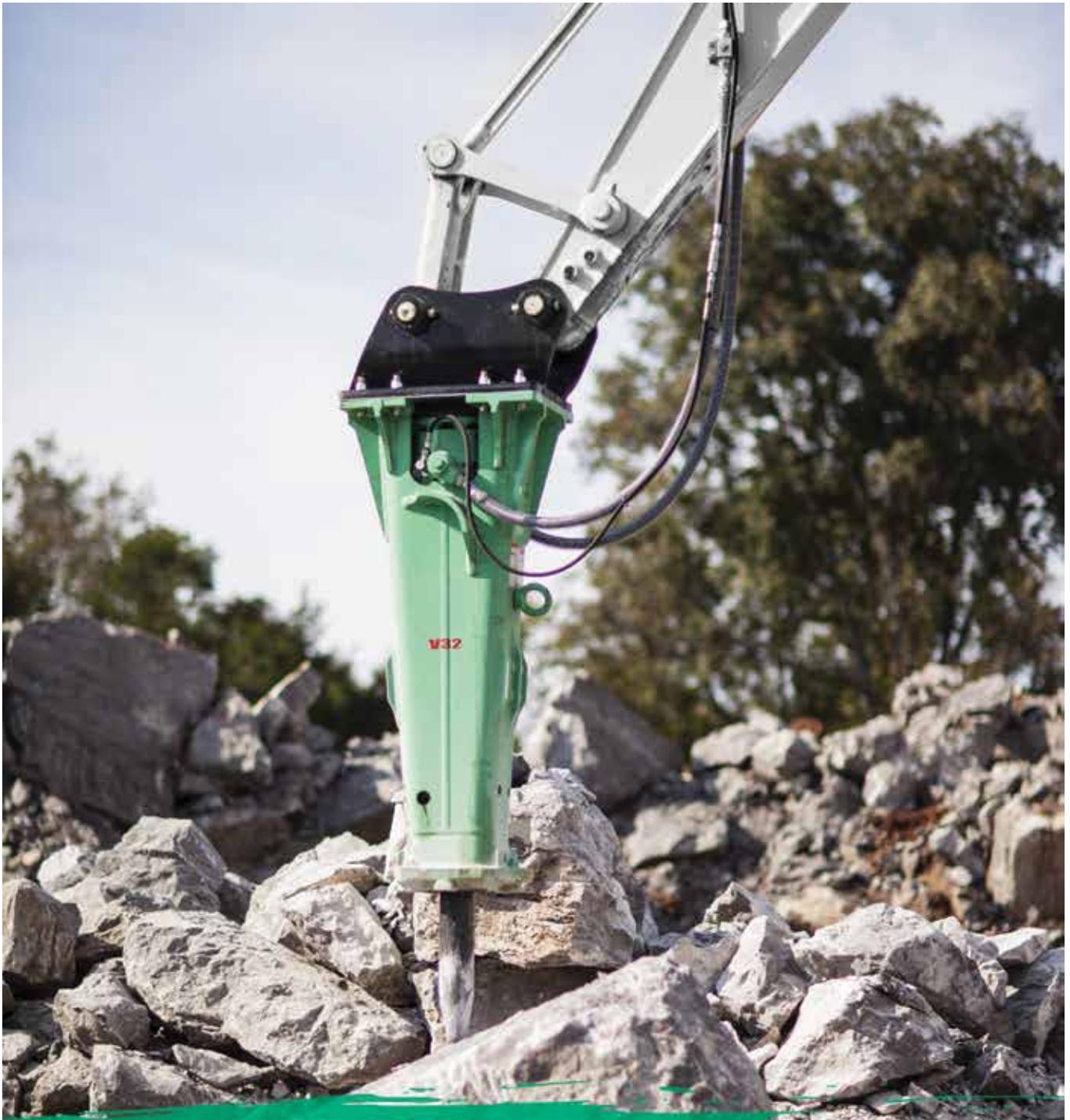
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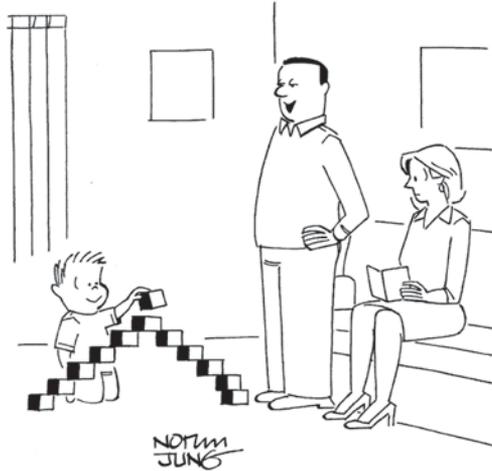
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SIDE TRACKS

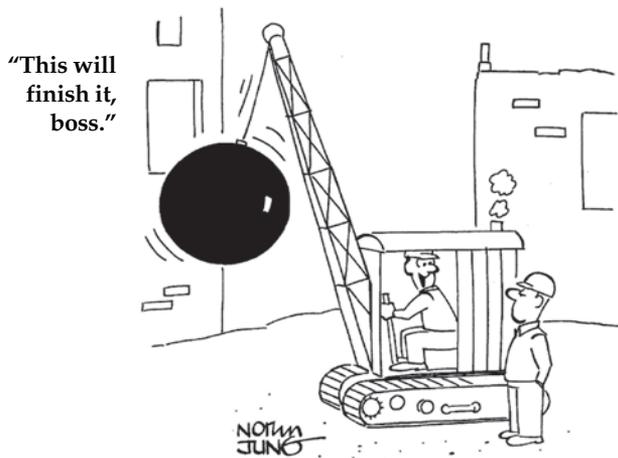
On the light side



“He definitely has a talent in construction.”



“My parents are old-fashioned. We can’t have social media at the dinner table. We’re expected to actually talk.”



Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.TECTractorTimes.com

1. M P U D _ _ _ _ _
2. K T C R U _ _ _ _ _ K
3. G R E Y N E _ N _ _ _ _ _
4. C R T A R O T _ R _ _ _ _ _ R
5. R T A L I E M A _ A _ E _ _ A _

Did you know...

- The letter J does not appear anywhere on the periodic table of the elements.
- The ocean is home to nine out of every 10 living things.
- The tooth is the only part of the human body that cannot heal itself.
- The University of Alaska spans four time zones.
- Avocados have the highest calories of any fruit, at 167 per hundred grams.
- Warner Communications paid \$28 million to copyright the song “Happy Birthday.”
- The roar we hear when we place a seashell next to our ear is not the ocean, but rather the sound of blood surging through the veins in the ear.
- In ancient times, strangers shook hands to show that they were unarmed.
- Everything weighs 1-percent less at the equator.
- A 1,200-pound horse eats about seven times it’s own weight each year.

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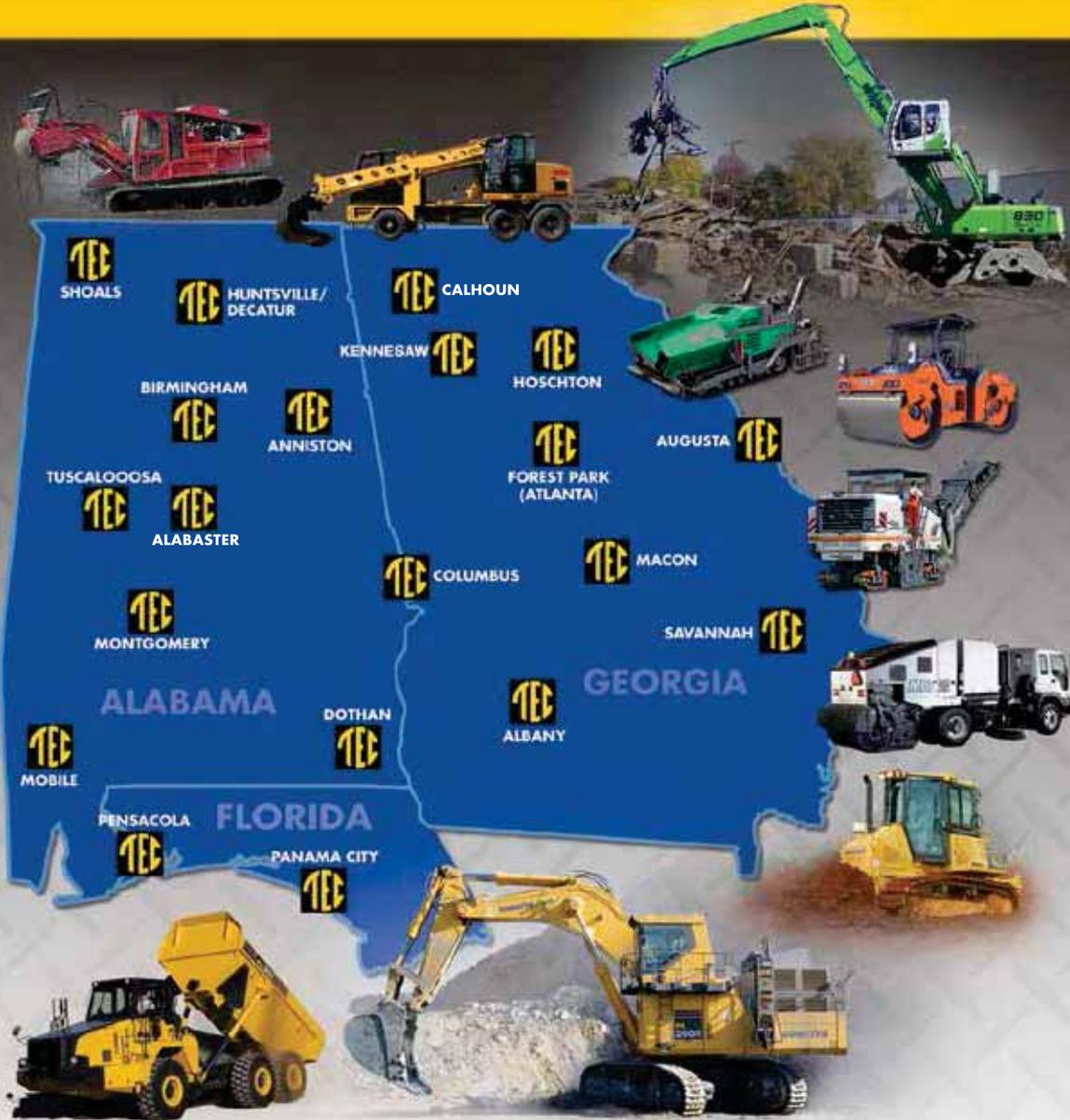


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