



Tractor Times

A publication for and about Tractor & Equipment Company customers

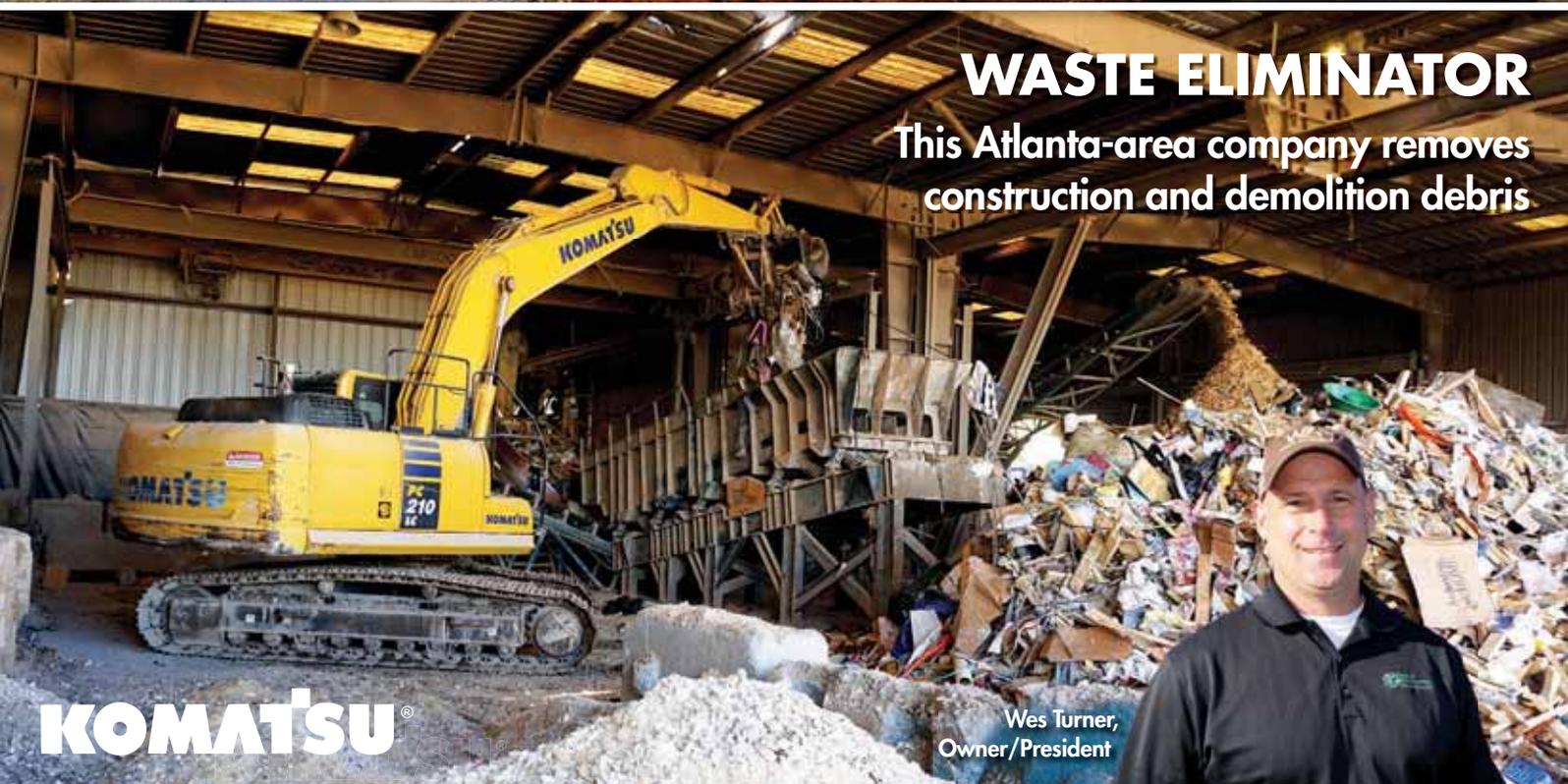
APRIL 2016



TJ CONSTRUCTION

This northwestern-Alabama company specializes in gas main construction in a multi-state territory

Tommy Childers,
Owner/President



WASTE ELIMINATOR

This Atlanta-area company removes construction and demolition debris

Wes Turner,
Owner/President



A MESSAGE FROM THE PRESIDENT



Dan Stracener

**Good news
on the
transportation
front**



Dear Valued Customer:

Finally! After years of short-term resolutions, Congress passed a comprehensive, multi-year transportation bill, and President Obama signed it into law. Known as the FAST Act, the bill provides five years of relative certainty to highway, bridge and other construction industries.

The FAST Act should contribute to an already positive construction industry outlook for 2016. You can read more about the FAST Act in this issue of your TEC Tractor Times magazine. Also featured is Komatsu's newest large construction wheel loader, the WA600-8. It has a Tier 4 Final engine and a new standard bucket that provides increased efficiency in material movement.

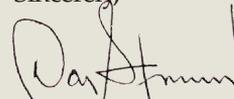
As you know, Tier 4 engines require regeneration to reduce emissions. There are different types of regeneration, and each has specific steps that must be taken to complete the process. It's vital that operators know what to do when that situation arises, so make sure to check out the article on proper regeneration.

One main component of emissions control in Komatsu's larger construction machines is the Komatsu Diesel Particulate Filter (KDPF), which is where regeneration occurs. The Komatsu CARE program covers two KDPF exchange filters on eligible equipment in the first five years, at suggested intervals of 4,500 and 9,000 hours. It also provides complimentary scheduled maintenance for the first 2,000 hours or three years on Tier 4 machines. A TEC technician will perform all of the work, in addition to a 50-point inspection at each service interval. If you have a Tier 4 machine, you can be sure that we'll contact you when a service is due and schedule it at a time and place convenient for you.

Our goal is to minimize your downtime, which is essential as the new construction season ramps up. We hope you have plenty of work on the books. We're here to help you get it done as productively, efficiently and cost-effectively as possible.

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

Sincerely,



Dan Stracener
President



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WASTE ELIMINATOR

See how this Atlanta-area waste hauling/recycling firm removes construction and demolition debris.

SPECIAL EVENT

Ride along with TEC customers as they take a first-hand look at Komatsu equipment during Demo Days in Cartersville, Georgia.

INDUSTRY OUTLOOK

Read about the \$305 billion Fixing America's Surface Transportation (FAST) Act, the first long-term highway, bridge and transit spending measure in more than a decade.

GUEST OPINION

Pete Ruane, ARTBA President and CEO, has mixed reactions to the FAST Act. Check out his outline of the legislation's positives and negatives.

NEW PRODUCT

Discover the enhancements of Komatsu's new WA600-8 wheel loader, which include a larger standard bucket and increased fuel efficiency.

CUSTOMER TESTIMONIAL

Find out why Robcor Contracting says it "wouldn't be doing dirt projects" if it wasn't for Komatsu *intelligent* Machine Control equipment.

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TJ CONSTRUCTION

This northwestern-Alabama company specializes in gas main construction in a multi-state territory



Tommy Childers,
Owner/President

Tommy Childers and his wife, Lisa, started TJ Construction in Arkansas in 1994, before moving to Florence, a town in the far northwest corner of Alabama, six years later. Upon leaving Arkansas, Florence wasn't originally their planned destination – but it turned out to be where they called home.

“We were subbing for some contractors in Tennessee, so that’s where we were headed,” Tommy Childers recalled. “On the way there, we did a job in northern Alabama. We got to know some people in the construction business here and hit it off pretty well.

“We’re willing to travel for work, and from Florence, we’re only a couple of hours to both Nashville and Birmingham. That makes it a pretty good location for the work we do. Plus, we liked it here, so we decided to stay. Our daughter, Bridget, grew up here; she graduated from the University of North Alabama and now is a registered nurse. Over the years, this has become home.”

TJ Construction specializes in gas work – primarily laying pipeline for utilities.

“We’ll work anywhere within about 300 miles of Florence,” said Childers. “If there’s a job that fits our company – we’re interested in doing it.”

Childers notes there’s plenty of competition in gas main construction. He says what sets TJ Construction apart is its people, their experience and the quality of their work.

“We have a lot of top-notch employees. They’re talented, and they care about doing a good job for our customers. We tell everybody, ‘We may not be the cheapest, but we guarantee our work.’ The reason we’re able to do that is because of our people. Due to our reputation, there are three or four engineers in Mississippi and another half-dozen or so in Alabama that request us to bid on all of their jobs. Sometimes they select us despite the fact that there may be lower bids. I estimate that as much as 98 percent of our jobs are ones we were personally invited to bid on.”

In addition to having top field personnel, Childers tries to keep company overhead low so he can bid competitively. He relies on his wife, Lisa, and Office Manager Suzanne Miller to help him do that.

“Lisa and Suzanne handle office work, including payroll, workers’ comp, insurance and bookkeeping,” said Childers. “They even help me with material takeoffs and estimating. We all try to pull together and do multiple jobs, which helps us run lean. It’s a true team effort between the office and the field that allows us to do what we do.”

Big job in Athens, Tennessee

Total employment at TJ Construction today is about 30 people. Just before the Great Recession, the company employed approximately 75 people.

“I tried to hang on to all my employees and equipment during that rough stretch, thinking and hoping that things would turn around sooner

TJ Construction specializes in jobs where work space is at a premium, like this roadside, gas-line job near Athens, Tennessee.





A TJ Construction crew is at work near Athens, Tennessee, where it is using a fleet of Komatsu compact excavators to install 23 miles of eight-inch plastic gas pipe. "Space on this job is extremely limited," said Owner/President Tommy Childers. "Our Komatsu PC88s are ideal for the work. We're able to clear right-of-way, dig trench, lay pipe and clean up. The PC88 is a very versatile, productive machine for us."

rather than later," said Childers. "Frankly, I probably held on too long. In 2011, we regrouped, scaled back, and traded in some old pieces for new equipment. Since then, everything has been looking up. The last four or five years have been some of our best years ever."

TJ Construction's big job right now involves laying 23 miles of eight-inch plastic gas pipe for the Athens Utility Board in Tennessee. Athens is about 250 miles from Florence, which is near the upper end of the travel distance that Childers prefers.

"It's farther away, but it's a good job for us," said Childers. "We started in November and have until the end of July to complete the work. We're running ahead of schedule, which is great. We're trying to average 7,500 feet of pipe per week. Some weeks, we've finished as much as 10,000 feet, but of course, other weeks – when conditions are tougher or wet weather slows us down – we've completed far less than that. Overall, it's going really well.

"We have a majority of our field crew, about 20 people, working on the project," he added. "That's not unusual for us. We put whatever resources are required into every job in order to complete it on time and on budget. Will Munsey is supervising the work in Athens and doing an excellent job of ramrodding it through. Like many of our lead people, he's been with us for a number of years."

The biggest challenge with the Athens job is that it's a very tight space in which to work.

"The roads are so narrow; in some areas, you have to find the right spot just to be able to get by a vehicle that's coming toward you," said Childers. "The right-of-way is also very tight. There are places where there's only eight or nine feet between the edge of the pavement and the farmer's fence."

Komatsu PC88s are "ideal"

Tight-space work like that is a specialty of TJ Construction, which owns four Komatsu compact excavators (a PC45, a PC55 and two PC88s); a tight-tail-swing Komatsu PC138; a PC200 equipped with a Tramac hammer; and a small Komatsu D31 dozer. The company also rents equipment as needed. With the Athens job in full swing, it has an additional three PC88s and another PC55 on rent from Tractor & Equipment Company and Decatur Sales Rep Dwight Swaim.

"Our compact Komatsu excavators are ideal for the Athens job," said Childers. "With the offset boom on those small machines, we're able to work effectively in that type of space. We've found on jobs like this, our PC88s are much more beneficial than a backhoe. We're able to clear right-of-way, dig the trench, lay the pipe and clean up, too. It's a real versatile and productive machine. Plus, we have a full, 360-degree spin with our excavators, so we rarely have to reset our position.

"Because of those advantages, we've reduced the number of backhoes we own from eight to four, and added more Komatsu compact excavators," Childers noted. "The excavators are a little smaller than most backhoes (a Komatsu PC88 is about 19,000-pounds, 65.5-horsepower and can handle up

Continued . . .

TJ Construction is 'a dream come true'

... continued

to a 1.0-cubic-yard bucket), but we've found that on many jobs, they're more productive for us."

Childers has been buying Komatsu machines since about 1999.

"My first Komatsu was a PC200," he recalled. "We put 9,000 hours on it, much of that with a hammer, and never did anything to it but change the oil. I'd had other brands of excavators that needed new undercarriages at half that many hours. That machine made me a believer in Komatsu. I've tried cheaper equipment, but figured out pretty quickly that's not a good long-term strategy. Maintenance and repairs tend to be higher and resale value is a lot less. Whatever you save on the front end by buying a lesser brand, you lose on the back end, and then some.

"Of course, you still have to maintain your machines, and we try to do a good job on maintenance," he added. "We bring every piece into the shop once a year and go

over it head-to-toe. We've found that a strong maintenance program helps us keep repairs to a minimum."

Great relationship with TEC

As big a fan of Komatsu equipment as he is, Childers is equally high on the support he gets from Tractor & Equipment Company.

"Hands down, TEC personnel are among the best people I've ever met in this business. I have only good things to say about Dwight. Some people you have to call two or three times just to make contact. Not Dwight. He answers or gets back to me right away and takes care of any issues promptly. Same with the service department in Decatur. Branch Manager Donnie Burgreen and Service Manager Tim Kohlenberg have always been there for us, and PSSR Ricky Mathis does a good job keeping us stocked with parts.

"We've never had a problem that Tractor & Equipment Company couldn't fix for us, and I've never had dealings with anybody at TEC who didn't do their absolute best to help us," he added. "As a result, we have a great relationship. Once we started with TEC, there's never been a reason for us to go anywhere else."

A dream come true

When Childers started his company more than 20 years ago, it was just him and Lisa. When he moved to Alabama, he estimates he had about five employees.

"To have the company I have today is a dream come true," he says. "I always wanted to grow, but you never really know what's going to happen. I spent the first 10 years putting everything back into the business – taking care of my people and building the company. When we were at 75 employees and doing a large volume of work, the bottom-line profit wasn't much more than it is today, and there were a lot more headaches at that size.

"I'm very pleased with how we were able to reinvent ourselves into the company we are today," he added. "We do quality work at a fair price and always do what we say we're going to do. As a result, I think we have an excellent reputation, which is important to me. As long as we keep that, and maintain a strong work ethic, I'm optimistic about what lies ahead for TJ Construction." ■

Blake Cooper (left) of the Athens, Tennessee, Utility Board meets with TJ Construction Superintendent Will Munsey.



(L-R) TEC Sales Rep Dwight Swaim works with Lisa and Tommy Childers of TJ Construction on equipment matters.





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WASTE ELIMINATOR

This Atlanta-area company hauls away and recycles construction and demolition debris



Wes Turner,
Owner/President

Most successful businesses stem from someone seeing a need and taking steps to meet it. That was certainly the case for Waste Eliminator, the Atlanta-area's leading waste hauling and recycling company. Owner/President Wes Turner started Waste Eliminator in late 2004 with one truck, as a sideline to another business.

"I had a stump-grinding business, but I wanted to do more," Turner recalled. "I worked for many landscapers and tree companies, as well as some grading outfits throughout metro Atlanta. I noticed that at a lot of the jobs I was on, there was a need to haul material off-site. So, I bought a truck and started doing just that – hauling for the same customers I was already stump grinding for. I'd get my crews going in the morning, then I'd get in the truck and haul material from the job to a landfill. Within a few months, I could see there was a lot of growth potential, so I bought a second truck and started hiring drivers."

Turner still has his stump grinding business, and today, Waste Eliminator is a much larger company. He now has 35 trucks and employs 84 people. Seven years ago, he opened a recycling facility in Norcross, Georgia, that

could handle 300 tons of material a day. Today, he recycles up to 75 percent of all the material he hauls. The company is in the process of building a second recycling facility on the south side of Atlanta that Turner expects to be operational this summer.

Although Waste Eliminator hauls some industrial municipal solid waste and some bio-solids for counties, the vast majority of its hauling and recycling focuses on construction and demolition debris.

"We do a lot of demolition-related hauling and recycling," said Turner. "We also do a lot of hauling and recycling that's associated with new construction – both commercial and residential. We primarily work with contractors, but occasionally, homeowners doing remodeling or large clean-out projects need our services, and we're happy to work with them, too."

"We hang our hat on providing exceptional service," he added. "We deliver containers and pick them up on our clients' schedules – when it's convenient for them. We'll deliver 24 hours a day, six days a week. No job is too big or too small."

Waste Eliminator provides 10-, 20-, 30- and 40-yard containers, as well as roll-off dumpsters from 12 to 40 yards. A 10-yard dumpster is great for cleaning out a house, while a 40-yard container is ideal for large construction and demolition jobs. Waste Eliminator meets with customers to determine the sizes of containers that will work best for their projects. Customers who know what they need can place an order online through the company's website, www.wasteeliminator.com, or by calling the office at (770) 979-2688.

In 2008, Waste Eliminator opened this recycling facility in Norcross, Georgia. The facility handles metal, plastic, cardboard, wood, brick, concrete, stone and carpet.





A Waste Eliminator operator uses a Komatsu PC210LC to feed material onto a conveyor, where it gets sorted for recycling. "In this business, we need machines that work, so we can handle the constant flow of material coming to the yard," said Waste Eliminator Owner/President Wes Turner. "Our Komatsu machines help us keep everything running smoothly."

Importance of recycling

Waste Eliminator recycles a wide variety of material, including metal, plastic, cardboard, wood, brick, concrete, stone and carpet.

"Before we started our recycling operation, we hauled everything to the landfill," said Turner. "As our business increased, so did our landfill fees. We originally looked at recycling as a way to cut costs and boost revenue, but it also became clear that it was the right thing to do as a corporate citizen. By extending landfill life and lessening the demand for virgin material, recycling is the environmentally responsible way to dispose of waste. By turning waste into something worthwhile, we absolutely believe we're making Atlanta a cleaner and healthier place."

Waste Eliminator relies on a talented, dedicated workforce to provide the service for which the company is known.

"As a company, you're only as good as your employees," said Turner. "We're fortunate to have a lot of great people throughout our organization. We have a top-notch group. Our managers, especially, do a great job of keeping our production at the level it needs to be for us to remain successful."

"My wife, Julie, is also a crucial part of what we've been able to accomplish," he noted. "She



In addition to six Komatsu excavators, Waste Eliminator has three Komatsu wheel loaders, including this WA270, to push material.

handles the accounts payable and oversees all the office work. She takes care of the things that I'm not good at, such as keeping our paperwork in order and seeing to it that everybody gets paid. Having her oversee our administrative side ensures that everything runs smoothly."

Belief in Komatsu and TEC

For equipment to run his recycling yard and other jobs the business requires, Turner uses Komatsu machines from Tractor & Equipment Company and Sales Rep Mack Brice. Waste Eliminator has six Komatsu hydraulic excavators (four PC210s, a PC270 and a PC138); three Komatsu wheel loaders (two WA320s and

Continued . . .

Waste Eliminator is growing with Atlanta

... continued

a WA270); and two Komatsu dozers (a D61PX and a D39PX).

"In this business, we need machines that work," Turner said. "There's a constant flow of trucks coming to the yard, bringing material in to be recycled. We want to handle it quickly and efficiently because if we fall behind and material starts to pile up, it's tough to catch up. We have 22 people standing around if the system is shut down because a key machine isn't working. Our Komatsu units help us keep everything running smoothly."

Wes Turner, Waste Eliminator Owner/President (left), works closely with TEC Sales Rep Mack Brice. "TEC and Mack stand behind what they sell," said Turner. "They do whatever is needed to make sure we run every day."



Waste Eliminator's recycling operation primarily handles construction and demolition debris. To complement the Norcross, Georgia, facility, the company expects to open a second recycling yard in southern Atlanta this summer.



Turner got started with Komatsu after being referred by a contractor friend.

"We tried it, and there's never been a reason for me to go anywhere else," he said. "We use all of our heavy equipment in our recycling operations. Our excavators are used to pre-process material and load recyclables onto the screen, and our wheel loaders push and load material. The dozers are for miscellaneous work and to help us develop the new recycling site. We like Komatsu because it makes productive, reliable equipment that lasts a long time."

In addition to the quality of the Komatsu product, Turner says the support he gets from TEC is a large factor in the success of Waste Eliminator.

"TEC and Mack stand behind what they sell. They do whatever is needed to make sure we run every day. If we need a part, a technician or even a loaner machine when one of our pieces is down – they take care of us. We count on TEC to do right by us, and they always have. I believe in Komatsu and I believe in Tractor & Equipment Company."

Making Atlanta "a better place to live"

Waste Eliminator has grown considerably since Turner began with a single truck a little more than a decade ago.

"When I started the business, I thought we were just going to be a hauling company," said Turner. "After we started recycling, we discovered that people really liked the idea of reusing valuable material rather than throwing it away. As a result, we've experienced considerable growth – especially the last few years. Since 2012, we've grown by 20 percent each year.

"We expect to continue to grow in the years to come – maybe not 20 percent annually – but we expect solid growth," he added. "It's why we're building a second recycling operation. As long as we continue to provide the top service that our customers require, I'm optimistic about what lies ahead. Recycling, which reduces pollution, conserves energy and saves natural resources, is the present and the future. At Waste Eliminator, we're pleased to be part of an industry that makes Atlanta a better place to live." ■

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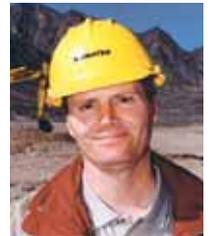
Komatsu held its Demo Days event in late 2015 at its Training & Demonstration Center in Cartersville, Georgia, giving attendees an opportunity to test drive a large number of machines. The lineup included nearly the entire family of *intelligent* Machine Control (iMC) dozers, as well as the world's first iMC excavator, the PC210LCi-10.

"Our customers appreciate that we let them operate machines during our Demo Days events," said Bob Post, Komatsu America Director of Marketing Communications. "It gives them a better idea of what the equipment can do when it comes time to purchase, rent or lease. Of course, the iMC products have been popular during our most recent Demo Days, but there was strong interest in our other Tier 4 products, too."

Komatsu displayed almost 30 machines, including brand-new products such as the WA500-8 and WA600-8 wheel loaders, as well as the recently introduced WA380-8 and WA470-8 loaders. The lineup



(L-R) Geory Cox and Gerardo Rivera of Astra Group Inc. meet with TEC Sales Rep Mike Potts after testing the Komatsu PC210LCi-10. "I love the PC210LCi," said Rivera. "People told me how great it was, but I didn't believe it until I got in it. It is the future of excavating."



Bob Post,
Director of Marketing
Communications



The Training & Demonstration Center's "job trailer" allowed customers to see real-time information about machines working on a jobsite with Topcon's Sitelink3D.



(L-R) Matt Sanford, Chris Scott and Adrian Miller of Kodiak Excavation and Utilities attended Demo Days in Cartersville, Georgia.

Customers operated a variety of equipment, including *intelligent* Machine Control dozers and Dash-11 excavators.



Equipment, information on hand at Demo Days

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also included D61PX-24, D65-18 and D155AX-8 dozers; excavators ranging in size from the tight-tail-swing PC55MR-10 to the PC490LC-11; HM300-5 and HM400-5 articulated trucks; and a GD655-6 motor grader.

In addition to running equipment, attendees could tour Komatsu's Chattanooga Manufacturing Operation or attend presentations that offered valuable information, such as the "Bottom Line Tactics" session that Komatsu's Business Solutions Group held. Another seminar offered insight into tire management.

"We want to help customers increase profitability and also become more efficient and productive," said Post. "Demo Days offers us a chance to showcase the solutions Komatsu has to meet those goals, along with our products. We appreciate that customers take the time to attend these events." ■

Talk to your distributor to find out when the next Komatsu Demo Days will be held.

Johnny Peterson of Russell Lands (left) talks to TEC Sales Rep Jay Wages after test-driving a D51PXi dozer at Demo Days in Cartersville, Georgia. "The D51PXi is the best grading dozer I've ever been on," said Peterson. "I've used a lot of other brands' dozers, but Komatsu has blown them out of the water with its iMC technology."



Earl Dasher (left) and Brian Smith of Dasher Service Company check out the equipment at Demo Days in Cartersville, Georgia.



CarSenn Construction President Jason Senn (left) and TEC Sales Rep Tanner Rhea discuss the PC210LCi-10 excavator. "There's no doubt this is the future," said Senn. "The PC210LCi is so much more efficient. It wouldn't take long to pay for itself."



Medders Construction Owner Nicholas Medders (left) talks with TEC Sales Rep Mike Kinneman. "The iMC technology makes things so much easier," said Medders. "The technology will save us countless man hours."

Among the recently introduced machines available for demonstration were WA380-8 and WA470-8 wheel loaders.

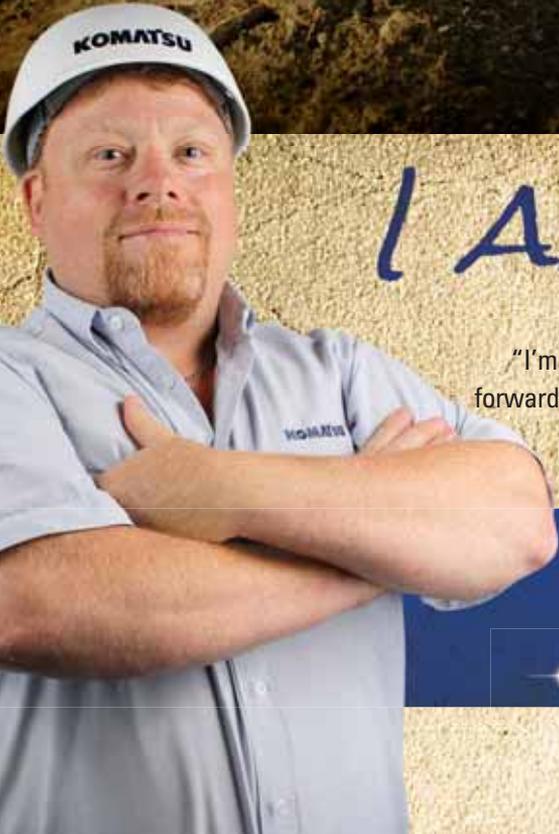


D61PXi-23



PUSHING AHEAD WITH *INTELLIGENT* MACHINE CONTROL

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009

TRANSPORTATION BILL APPROVED

President Obama signs \$305 billion FAST Act, first long-term measure passed in a decade

For the first time in more than a decade, the nation has a long-term transportation bill. Signed into law in December, the Fixing America's Surface Transportation (FAST) Act calls for spending more than \$300 billion on highway, bridge and transit projects over the next five years.

The FAST Act authorizes approximately \$207 billion for highway projects and \$48 billion for transit projects. The remaining money in the bill will go to a variety of projects for ports and railways, and provide almost \$1 billion for the National Highway Traffic Safety Administration's programs. Each state gets a 5.1-percent increase in formula funds for highway investment in fiscal year 2016, followed by annual increases to help offset projected inflation during subsequent fiscal years.

The measure is the first long-term transportation bill since SAFETEA-LU was passed in 2005 and expired in 2009. Since that time, Congress has passed several short-term,

stopgap-funding measures. The only multi-year deal during the past six years was enacted in 2013, a two-year bill known as MAP-21.

"Our roads and highways have gone without necessary maintenance and improvement through years of short-term surface transportation extensions," said Mike Acott, President of the National Asphalt Pavement Association. "This bill gives states and industry the certainty needed to move forward aggressively to improve safety, performance and drivability."

New initiatives

The FAST Act maintains much of the structure of MAP-21 with a few changes, including expanding the Surface Transportation Program into a Surface Transportation Block Grant Program. It still requires a fraction of the money to be distributed by population, and a portion must be used for pedestrian, bicycle and environmental activities.

The National Freight Program and Nationally Significant Freight and Highway Projects Program are new under the FAST Act. The first funds freight-related highway improvements. States are allocated funds by formula. With stipulations, they may obligate up to 10 percent of their freight funds for improvements to freight rail or ports.

The Nationally Significant program provides grants for highway, bridge, rail-grade crossing, intermodal and freight rail projects costing more than \$100 million that improve movement of both freight and people, increase competitiveness, reduce bottlenecks and improve intermodal connectivity. At least 25 percent of the funds must be spent in rural areas. The Secretary of Transportation will

New initiatives under the FAST Act are a National Freight Program and a Nationally Significant Freight and Highway Projects Program.





award all projects, and Congress will have 60 days to reject them by joint resolution.

The new bill is also designed to accelerate project delivery. It reduces duplication of environmental reviews and builds upon MAP-21's efforts to use deadlines to speed up the review and approval process among initiatives.

Mixed reviews

The FAST Act should be good news to Americans frustrated with driving across bridges deemed structurally deficient and congested roads that often have not been properly maintained due to lack of funding. The American Society of Civil Engineers' most recent report card gave America's overall infrastructure a D-plus. Bridges and rail received a C-plus, ports a C and roads a D.

A poll conducted by AAA found that 70 percent of Americans favored more federal spending on infrastructure. Nine out of 10 believe routine maintenance on roads and bridges is important. Roughly two-thirds support both traffic safety training programs and reducing traffic congestion by expanding lanes.

"Potholes and bad roads increase driver stress and can cause significant vehicle damage, requiring costly repairs," said AAA President and CEO Marshall Doney after the poll was released. Upon passage of the FAST Act, he noted, "It is encouraging to see Congress come together to make the compromises necessary to pass legislation of this magnitude. Millions of Americans drive every day, and they deserve a highway system that safely moves people and goods as quickly as possible."

Other industry groups had mixed reviews following the FAST Act's passage. The American Road & Transportation Builders Association (ARTBA) praised the bipartisan bill's five-year funding predictability and reduction of federal red tape for state transportation improvement programs. However, ARTBA was not completely satisfied with the bill.

"Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term," said ARTBA President & CEO Pete Ruane. "(They also) fell short in providing the level of investment that would

The FAST Act authorizes approximately \$207 billion for highways and provides almost \$1 billion for the National Highway Traffic Safety Administration's programs.

Continued . . .

Creative funding key to FAST Act

... continued

result in demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, we will be treading water.” (For more from Ruane, please see the Guest Opinion article in this magazine.)

No gas tax increase

Most of the money for the FAST Act will continue to come from the 18.4-cents-per-gallon gas tax that was reauthorized in the new bill. The gas tax was last raised in 1993, but with rising inflation and more fuel-efficient cars, it has largely fallen short of covering annual transportation spending. That forced lawmakers to tap into general funds to make up the difference. Because the gas tax was not increased, it will not fully fund the FAST Act either.

Additional financing provisions include a requirement that the government use private collection agencies to recoup certain outstanding taxes; denying new passports to individuals owing more than \$50,000 in back taxes; the sale of 66 million barrels of oil from the Strategic Petroleum Reserve; cutting the Federal Reserve’s annual dividend payments to large commercial banks; and using money from the Fed’s rainy-day fund.

Future funding could also come from increased tolling. Congress lifted the ban

imposed 60 years ago on state tolls for existing federal interstates. Three states already have pilot programs in the works, and more are considering the option.

“The good news is that the long winter of uncertainty for state DOTs has come to an end,” said Transportation Secretary Anthony Foxx, who has been touring the country in an effort to raise awareness of surface transportation needs. “The FAST Act also takes the important step of increasing funding. Under the act, funding will go up by roughly 11 percent over five years. This is a down-payment for building a 21st-century transportation system, though it is still far short of the amount needed to reduce congestion on our roads and meet the increasing demands on our transportation systems.”

The FAST Act is about \$173 billion less than President Obama called for prior to its passage and his signing.

“This bill is not perfect, but it is a commonsense compromise, and an important first step in the right direction,” Obama said in a statement prior to signing the bill. “As we applaud the kind of bipartisan compromise (it took to pass this bill), we should also recognize that we still have work to do.” ■

While the majority of funding goes to highways, bridges and other surface transportation, the FAST Act also provides money for a variety of other projects such as ports and rail.



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MIXED REACTION

ARTBA President and CEO Pete Ruane outlines some of the positives and negatives of the new surface transportation bill



Pete Ruane,
President and CEO,
ARTBA

Editor's note: This is excerpted from an article by Pete Ruane, President and CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, www.artba.org.

The overwhelming, bipartisan vote for passage of the Fixing America's Surface Transportation (FAST) Act shows once again that transportation infrastructure is a thread that has the capacity to bind America – whether it is red, blue or purple.

The good news is – from a public policy standpoint – there are a number of things to like about the FAST Act, including:

- Five years of funding predictability and less federal red tape for state transportation improvement programs. This, in turn, will help maintain employment; assist the public and private sectors to plan ahead; and speed up project delivery.
- A reporting process to provide more transparency and accountability. Highway users will now be able to find out how and where their federal fuel taxes are being invested in their community.
- Framework to finally start modernizing our National Highway Freight Network. All that is missing is the money to get it done right.

The flip side

Congress and the Obama Administration again sidestepped a golden opportunity to put the federal highway and transit investment program back on solid financial footing for the long-term. Five years goes by fast. In four years, state transportation departments will again be staring at a looming funding abyss.

The FAST Act also falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system. At best, the industry will be treading water.

Unfortunately, a large orange and black “work ahead” sign still remains standing in our nation's capital when it comes to providing sustainable and game-changing surface transportation capital investment. The American Road & Transportation Builders Association will be there to remind lawmakers of this. ■

American Road & Transportation Builders Association President and CEO Pete Ruane says the new FAST Act provides five years of funding predictability, but falls short of providing the level of investment that would result in a demonstrable improvement in the overall physical conditions, performance and safety of the transportation system.



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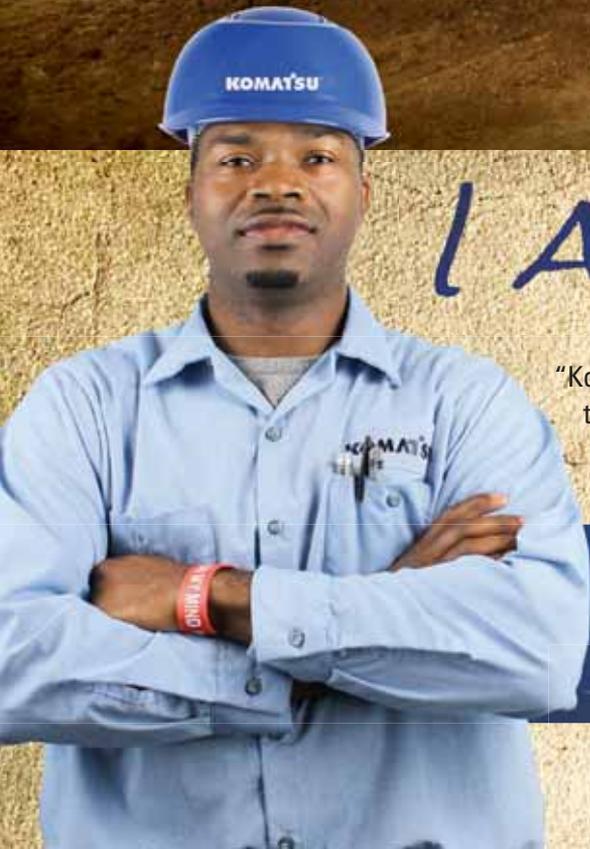
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006

NEW PRODUCT



Discover more

PRODUCTION NUMBERS IMPROVED

New WA600-8 features larger standard bucket and increased fuel efficiency

How do you measure enhanced performance? Komatsu's new WA600-8 wheel loader provides answers with numbers that show you can move more material with lower fuel consumption.

Komatsu optimized engine power control in the Tier 4 Final WA600-8, and improved power train and hydraulic efficiency, reducing fuel consumption up to 13 percent, compared to its Tier 3 predecessor. The loader combines Komatsu's SmartLoader Logic with an enhanced lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

Bucket capacity of the standard WA600-8 increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility. A load-and-carry configuration for the WA600-8 is available with added counterweight and a 10.2-cubic-yard bucket. A new auto-dig function reduces operator effort required to fill the bucket, and Komatsu-integrated load meter data is available on the machine monitor and remotely via the Internet.

"With significant enhancements in production capacity and fuel economy, the WA600-8 is designed to maximize production efficiency in loading off-highway trucks or load-and-carry applications," said Rob McMahon, Komatsu Product Marketing Manager. "Owners and operators consistently tell us they are impressed with the machine's productivity and stability."

Increased cab comfort

The cab features a new air-suspension, high-back, heated seat that softens machine vibration. The seat's cast frame members

increase strength, and seat-mounted electronic pilot-control levers add ergonomic comfort and convenience. The KOMTRAX Plus telematics system provides key machine metrics and performance information that can be accessed remotely by smart phone.

"Full rear fenders and steps with handrails at both sides of the loader add convenience for daily inspections," said McMahon. "Similar to other Tier 4 machines, the WA600-8 is covered by the Komatsu CARE program for the first 2,000 hours or three years, which further reduces owning and operating costs. Add it all up, and the savings are significant. We encourage anyone needing a production loader to check out the new WA600-8." ■



Rob McMahon,
Komatsu Product
Marketing Manager

Komatsu's new WA600-8 features optimized engine power control and improved power train and hydraulic efficiency to help reduce fuel consumption by up to 13 percent, compared to its Tier 3 predecessor. Standard bucket capacity was increased to 9.2 cubic yards, and Komatsu designed it to fill easier, retain material better and give operators greater visibility.

Quick Specs on Komatsu's WA600-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA600-8	529 hp	122,268-124,473 lbs	9.2 cu yds
WA600-8*	529 hp	126,678 lbs	10.2 cu yds

* Load-and-carry configuration with additional counterweight



▶ VIDEO

CUSTOMER TESTIMONIAL



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INCREASED EFFICIENCY

If not for Komatsu iMC machines, Robcor Contracting 'wouldn't be doing dirt projects'



Rob Forman,
Vice President

For more than 20 years, Rob Forman and his wife, Corrie, moved dirt as site-development contractors. About six years ago, they shifted focus and founded Robcor Contracting, a crushing/recycling business in Sebring, Florida.

Processing old building materials into new products accounts for 85 percent of Robcor's volume of work, but the Formans recently added earthwork back into the mix. Currently, Robcor is performing mass grading/dirt work on Reunion Resorts, a 600-acre project that began in the spring of 2015 and is expected to be completed in three to five years.

Robcor Contracting Vice President Rob Forman says the crushing/recycling company would not do dirt work without Komatsu *intelligent* Machine Control equipment, including this PC210LCi-10 excavator. "The PC210LCi allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control."

▶ VIDEO



Robcor will move millions of yards of dirt as it completes mass excavation, preps pads for construction and does finish work. To maximize efficiency, Robcor is using Komatsu *intelligent* Machine Control (iMC) dozers (a D51PXi and a D61PXi) as well as a PC210LCi-10 iMC excavator.

"If it weren't for the iMC machines, we wouldn't be doing dirt projects," said Forman. "The dozers save us so much time and money. I have run a dozer for more than 20 years, and I can't imagine going back. These are by far the best dozers I have ever run.

"The PC210LCi excavator allows us to move more dirt, more efficiently than with a bigger machine that doesn't have *intelligent* Machine Control," he added. "No matter where we excavate on a project, we are on-grade. That's amazing. It eliminates overexcavation, so the time and material savings are significant."

No staking

At Reunion Resorts, Robcor uploads 3D models of the jobsite plans into the machines and lets the integrated GPS technology take over. The company has not used a single stake on the project.

"The machines pay for themselves in the first 500 hours of operation," said Forman. "Normally, we would have to schedule layout and staking. Now, we upload a 3D model of the plans, and 45 seconds later, we're moving dirt to finish-grades. I don't see how we could compete without the iMC machines. They have made us so much more efficient and given us the ability to take on larger site projects. We wouldn't be able to do that with conventional machines." ■



PC210LCi-10

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- Increase hydraulic flow Power Mode
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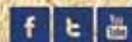
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002

PRODUCT COLLABORATION



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ENSURE PROPER GREASING

Graco Automatic Lubrication System now an available option on some new Komatsu equipment

Greasing your equipment aids in maintaining long-term component performance by reducing unnecessary wear and premature breakdown. A Graco Automatic Lubrication System on your Komatsu equipment can help ensure components are always properly greased. Systems are now available pre-installed on new machines or as a field-install kit for equipment already in production.

“We worked hand-in-hand with Komatsu’s engineering department to ensure our lubrication systems meet machine requirements,” said Gabe Elmhurst, Global Market Specialist, Graco Lubrication Equipment. “We took everything into consideration, including where the components are mounted, what fittings are acceptable, how hoses are routed – even where we can weld on the machine during installation. Our system functions as part of the machine itself.”

The Graco Automatic Lubrication System consists of three main components. Mounted outside the machine is the G3 pump with a translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants. A stir paddle inside the reservoir reduces separation by agitating the grease each time the pump is engaged. A ground-level-access fill port allows new grease to be pumped into the system without the need for climbing on the machine.

Modular series progressive divider valves deliver a predetermined volume of grease to the machine’s lubrication points, and each can be set to a specific amount. Cycle and performance indicators aid in monitoring the movement of grease through the system and inform operators if there is an interruption in the lubrication cycle.

Operators receive both visual and audio alarms in addition to other information in real-time

through the GLC-2200 controller located in the cab. It has a digital display with touchpad controls and LED lighting for simplified programming.

“Operators still need to visually inspect equipment daily to ensure everything is in good working order, but a Graco Automatic Lubrication System reduces the time needed for daily greasing and overall maintenance costs,” said Scott Ruderman, Komatsu Marketing Engineer. “We encourage customers to order it already installed on new machines. If they want to add it to their current fleet of machines, it can be done easily by Graco, through a local Komatsu distributor or on their own. We worked closely with Graco to create detailed machine-specific installation manuals with simple step-by-step instructions, so regardless of who installs the kit, or where they do it, the end result is consistent.” ■



Scott Ruderman,
Komatsu Marketing
Engineer



Gabe Elmhurst,
Global Market
Specialist, Graco
Lubrication
Equipment



The Graco Automatic Lubrication System has three main components (L-R): a G3 pump with translucent blue reservoir that is UV protected and sealed to virtually eliminate the introduction of contaminants; modular series progressive divider valves that deliver a predetermined volume of grease to the machine’s lubrication points; and a GLC-2200 controller located in the cab.

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SAVINGS BY DESIGN



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PUTTING THE 'PLUS' IN DOZING

Komatsu expands innovative undercarriage design to its D85-18 models

A significant portion of dozer operating costs per hour come from undercarriage repair and replacement, so reducing wear and extending component life can make a significant improvement to your bottom line. Komatsu's Parallel Link Undercarriage System (PLUS) helps, with a revolutionary design that virtually eliminates pin and bushing turns. It is now available on the new D85EX-18 and D85PX-18 models.

Both of the shoe widths – 26-inch and 36-inch – are made for extreme service and maximum durability to provide up to twice the life of a conventional undercarriage, lowering repair and maintenance costs as much as 40 percent in certain applications. PLUS components are designed for equal wear life and are built to withstand diverse ground conditions.

"PLUS cuts maintenance costs, extends wear life and excels in high-impact, rocky conditions, as well as low-impact, sandy jobsites," said Chuck Murawski, Komatsu Product Manager, Dozers. "This leading-edge track technology has become standard equipment on all Komatsu dozer models smaller than the D85-18."

Free-to-rotate bushing

PLUS uses oil-lubricated bushings that are free to rotate, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness and have a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to changing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

The Komatsu PLUS undercarriage assurance program covers leakage and breakage due to defects in material or workmanship for three years or 4,000 hours, whichever occurs first. Komatsu distributors can also offer supplemental wear-life coverage.

"The D85-18s are excellent construction and/or quarry machines, and PLUS enhances their value by further reducing the already low owning and operating costs that these highly efficient and productive Tier 4 machines provide," said Murawski. "We encourage anyone thinking about adding a 60,000-pound-plus dozer to their fleet to talk with their local Komatsu distributor and check out the benefits a D85-18 with PLUS can provide." ■



Chuck Murawski,
Komatsu Product
Manager, Dozers



Komatsu's Parallel Link Undercarriage System (PLUS) is now available for its large construction/quarry D85-18 dozers. PLUS eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs.



TEAM EFFORT

Ken Calvert says Komatsu's new Business Solutions Group provides 'tiny solutions' with tangible benefits



Ken Calvert,
Director,
Business Solutions Group

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.

Ken Calvert has been with Komatsu since 2001. He was recently named Director of Komatsu's new Business Solutions Group, which he describes as a "team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel."

Ken's career includes management positions with the world's two most prominent equipment manufacturers, with a major equipment distributor and as an end user. His responsibilities have involved logistics, manufacturing, marketing, sales and finance. He has held previous roles with Komatsu, including Director of Product Support Systems and Director, KOMTRAX.

"My business passions are process and process improvement, and they align perfectly with this new position," said Calvert. "The KOMTRAX team became the Business Solutions Group a few months ago, but it's more of an extension than a replacement. We still rely heavily on KOMTRAX data, which we use as part of our solutions for customers, distributors and manufacturers. We have the ability to offer so many more services now, and what we really like is when someone brings us a new idea or challenge that we can really dig into and find ways to resolve."

QUESTION: What is the Business Solutions Group?

ANSWER: We are a team of individuals working in collaboration to provide service and support to customers, Komatsu distributors and Komatsu corporate personnel. Any one of those three can approach us with an idea, a concern, etc., and we'll tackle it in an effort to bring about a positive outcome.

The Business Solutions Group can do that because our team brings several different perspectives and experiences to the table. Some of us have been with Komatsu for several years in assorted capacities. We also have customer perspectives on board, as one team member worked for a distributor before joining the group. Another was with a large construction company. This allows us to approach solutions from a variety of angles.

We're not here to set the world on fire, only to provide what we call "tiny solutions" with tangible benefits.

QUESTION: Could you give examples of what you have provided so far?

ANSWER: We give customers "bottom line tactics" to improve their productivity and efficiency by providing individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. We offer this service to all types of companies, no matter their size. Each company's needs are unique, so our solutions are as well.

Machine recommendations are a prime example. A customer may be thinking that a 30-ton excavator is the best fit. However, our analysis of the business and the type of work it performs may show that the owner will only use a 30-ton machine 5 percent of the time. We would use this information to let the owner know that



One of the services Komatsu's Business Solutions Group offers is jobsite analysis designed to help customers maximize production and reduce owning and operating costs. "Our team has keyed into a slogan: the right machine, operated the right way and buoyed by superior service," said Director Ken Calvert. "Our aim is to help customers in all three aspects by helping them choose the best machines for their needs; showing them how to be the most efficient and effective with their equipment; and providing world-class support that includes managing parts, service, financing and other items that affect their bottom lines."

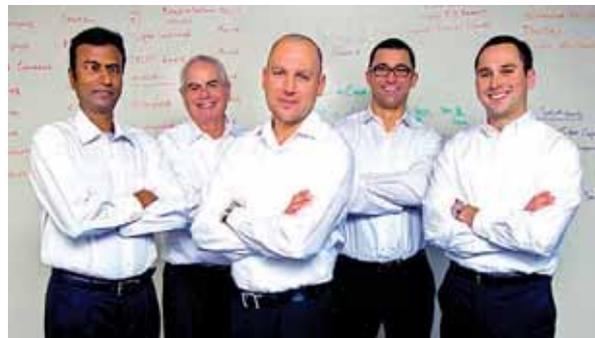
it would be more beneficial to purchase a 20-ton excavator and rent a 30-ton as needed.

One way we helped Komatsu – and, in turn, our customers – was through a campaign to bring greater awareness about regeneration. Tier 4 engines require it, but there are two different processes that need to be carried out depending on the type of alert an operator receives. The concern was that operators weren't taking the appropriate action when they saw a regeneration icon pop up in their Komatsu machine. We designed posters and key tags that outline what to do based on the type of icon that appears.

To go along with that, we created a Tier 4 dashboard for our distributors through KOMTRAX, Komatsu's remote monitoring system. It provides vital information such as how often a customer's machine is regenerating and if it's being done correctly. The distributor can then contact the customer and address the issue to avoid a potentially costly repair down the road.

QUESTION: Where did the idea for forming the new Business Solutions Group come from?

ANSWER: Komatsu believes strongly in listening to customers and visiting their jobsites to understand their specific needs. One common theme we heard was that companies would like to build stronger relationships with the people that design and manufacture their machinery. Our group facilitates that, but we wanted to be more than a liaison between the customers and the factory. We want our customers' relationships with Komatsu to be strong bonds. Our aim is to



(L-R) The Business Solutions Group includes Muthaiya Kiliour, Director Ken Calvert, Deputy Director Matt Beinlich, Goran Zeravica and Robert Hussey. Calvert says the group's aim is to be "a resource for all three legs of the industry stool: customer, manufacturer and distributor."



Komatsu's Business Solutions Group provides customers with a wide variety of services, including "bottom line tactics" to help improve productivity and efficiency through individual machine or fleet recommendations; owning and operating estimates; operator and telematics-based insights; and more. "We offer this service to all types of companies, no matter their size," said Director Ken Calvert. "Each company's needs are unique, so our solutions are as well."

be a resource for all three legs of the industry stool: customer, manufacturer and distributor. Feedback continues to be positive across the board, and we encourage everyone to continue bringing us their needs, ideas and suggestions for ways the Business Solutions Group can be of benefit. Customers can do that through their distributors. ■



Discover more

'REGENERATE' THE RIGHT WAY

Following proper procedures is imperative for Tier 4 equipment – here's how to do it

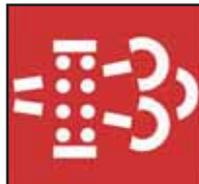


Matt Beinlich,
Deputy Director,
Business Solutions
Group, Products and
Services Division

The advent of Tier 4 ushered in further reductions in machine emissions such as soot. Most Komatsu machines use a Komatsu Diesel Particulate Filter (KDPF) to capture the soot produced by the engine, and these filters have a self-cleaning ability called regeneration, which uses heat to oxidize soot into gases that leave the filter. Regeneration is a normal part of running machines with a KDPF, and the process rarely gets in the way of operating.

“Regeneration falls into two categories – active and manual – and each involves

Operators will know whether active or manual regeneration is required based on the alert symbols indicated by the machine. Yellow means active, and the machine should be worked hard. Red is for manual, and operators need to park and properly idle the machine.



Tier 4 machines require either active or manual regeneration, and proper procedures should be followed. Regeneration is a normal part of running machines with a Komatsu Diesel Particulate Filter, and the process rarely gets in the way of operating.

specific actions that should be taken by the operator,” said Matt Beinlich, Deputy Director of Komatsu’s Business Solutions Group, Products and Services Division. “Operators will know what to do based on alert symbols, which are either yellow or red. Yellow is active, and red is manual.”

During active regeneration, the operator should work the piece of equipment hard because a loaded engine creates hotter exhaust gas, which is better for the process. Shutting down the machine is fine, as it will pick up where it left off at the next restart. If the alert symbol is red, it’s imperative to park the machine in a safe location and initialize the proper idle procedure.

Idle correctly

“If for some reason the operator can’t work the machine during active regeneration, or is following the appropriate course of action during manual regeneration, proper idle is imperative,” said Beinlich. “There are specific instructions for both tracked and wheeled machines. Following these procedures will optimize regeneration.”

Proper idle includes:

- In tracked machines: All lock levers must be in the “lock” position with the throttle dial turned down to minimum.
- In a wheeled machine: The transmission needs to be in neutral, the parking brake applied and the accelerator pedal released.
- If a machine is going to be shut down completely: The operator should let it cool for five minutes before turning off the key. ■





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OSHA FINES ON THE RISE

Federal budget deal could bring massive one-time increase for violations, tie future penalties to inflation

OSHA fines may rise significantly as part of the federal budget bill passed last fall, including a potential one-time jump of more than 80 percent. The bill calls for new rates to take place no later than August 1 of this year.

The fine increases allow for a “catch-up adjustment” to today’s dollars. Fines have remained the same since 1990, but the Consumer Price Index has increased nearly 80 percent during the last 25 years.

With the adjustment, the maximum fine for a serious violation could jump from \$7,000 to more than \$12,700. A repeat or willful violation penalty may rise from \$70,000 to more than \$127,000. OSHA is still reviewing the legislation and has not announced the exact figures for the penalties.

Going forward, the bill would raise fines annually by the rate of inflation, similar to

other federal agencies such as the Federal Highway Administration and the Federal Aviation Administration.

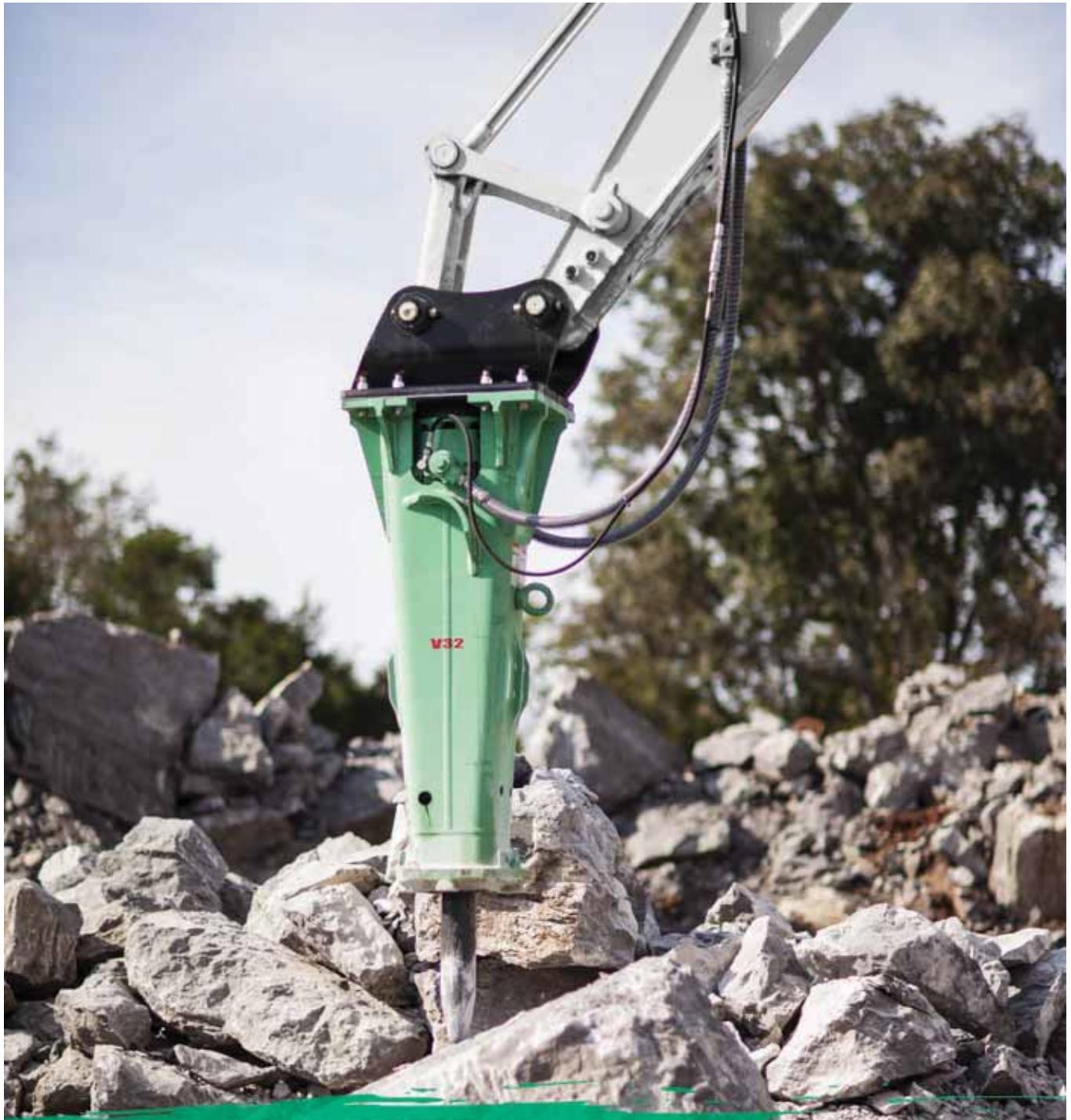
Groups call for education focus

According to a recent [constructiondive.com](#) article, several industry safety experts said that OSHA should focus on education and outreach rather than increasing fines. Some called for a significant amount of the money to be used for those purposes.

“If they want to make more in fines, that’s their prerogative,” said Brian Turmail, Senior Executive Director of Public Affairs for the Associated General Contractors of America in the article. “But let’s not pat ourselves on the back. How much you collect is a measure of how much you haven’t educated the community you regulate.” ■

A section of the federal budget bill passed last fall allows OSHA to increase fines, including a potential one-time catch-up adjustment of more than 80 percent. Going forward, penalties would rise annually based on inflation.





THE ANSWER HAS ARRIVED

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MORE INDUSTRY NEWS

Four Komatsu machines make Construction Equipment's Top 100 list

Komatsu placed four machines on Construction Equipment's Top 100 for 2015, including the *intelligent* Machine Control (iMC) PC210LCi-10, the world's first

excavator to feature integrated GPS technology. The iMC D155AXi-8 dozer made the list as well. Also in the Top 100 were Komatsu's new D85-18 dozer and GD655-6 motor grader. ■

DOT releases annual statistics report

The U.S. Department of Transportation's Bureau of Transportation Statistics released its annual State Transportation Statistics (STS) report, which provides information for all 50 states and the District of Columbia. It includes seven chapters: infrastructure, safety, freight transportation, passenger travel, registered vehicles/

vehicle miles traveled, economy and finance, and energy and environment.

The detailed report consists of 116 tables of data and is a companion document to the quarterly National Transportation Statistics report that the Bureau of Transportation Statistics publishes. The entire STS report can be viewed at www.rita.dot.gov/bts. ■

Largest share of TIGER grants goes to rural projects

Rural projects accounted for the largest share of grants awarded under the Department of Transportation's Transportation Investment Generating Economic Recovery (TIGER) program. Nearly 40 projects across 34 states will split \$500 million in funds, about 30 percent of which goes to road construction. Transit projects receive 29 percent, followed by

passenger rail at 14 percent, freight rail at 10 percent and infrastructure at 7 percent.

"TIGER is increasingly becoming the escape valve for projects that are looking for dollars," said DOT Secretary Anthony Foxx during a conference call with reporters. "That's why I think you see so much interest in the TIGER program." ■

Joplin study leads to new building codes

The International Code Council approved building code changes based on recommendations from the National Institute of Standards and Technology's investigation of the EF5 tornado that hit Joplin, Missouri, in 2011. Codes will apply to the nation's most tornado-prone region – the area located between northern Texas and

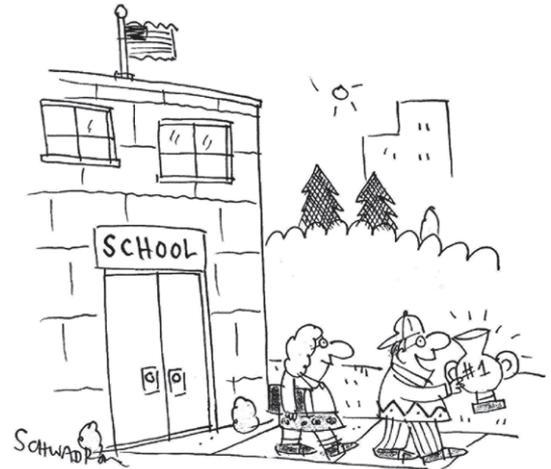
central Minnesota, and western Oklahoma and western Pennsylvania. Changes are intended to protect schools and other high-occupancy buildings from severe tornadoes. The new codes mandate buildings to provide storm shelters that protect occupants from storms with wind speeds of up to 250 miles per hour. ■

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"The GPS told me to' is no excuse."

Did you know...

- There are an average of 800 kernels on an ear of corn.
- In 2008, a New York City hot dog cart vendor paid \$600,000 for the exclusive right to operate outside of the Museum of Modern Art.
- Tug-of-war was an official Olympic event until 1920.
- Approximately 20,000 people are hired to play Santa Claus across the United States annually.
- The average elevator travels the distance equal to half the length of the equator each year.
- An alligator can go through 3,000 teeth in its lifetime.
- There are more English words beginning with the letter "S" than with any other letter.
- An estimated 100 million pounds of guacamole and 14,500 tons of chips were consumed during Super Bowl 49.
- There are approximately 165,000 cars produced every day.

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. L I F L _ _ _ _ L
2. H P T C I _ _ _ T _ _ _
3. N U L E T N _ U _ _ _ _ _
4. A P R C S E R _ _ _ R _ _ _ _ R
5. F N I R K G C A _ F _ _ _ _ K _ _ _ _

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FOND FAREWELL

MORLEY DENBO

Industry mourns the passing of a leader in Alabama's scrap recycling industry

The scrap recycling industry, in particular the northern-Alabama scrap recycling industry, has lost one of its brightest lights. Morley Denbo, an industry leader for more than seven decades, died on February 6 at the age of 88.

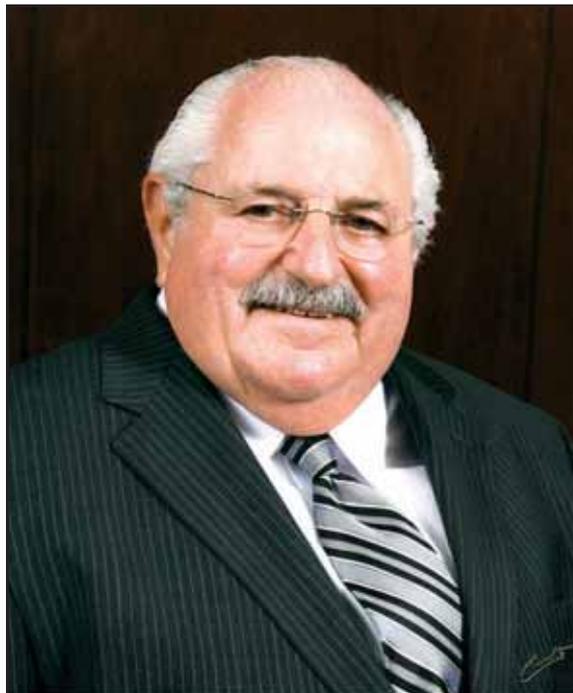
Denbo, who was born in Pulaski, Tennessee, in 1927, moved to Decatur, Alabama, in 1950 after purchasing his uncle's scrap metal operation. He changed the name of the company from B. Denbo Company to Denbo Iron and Metal. In 2000, after merging with several other scrap recycling firms in the region, the company became Tennessee Valley Recycling. With six Alabama locations (Decatur, Huntsville, Sheffield, Russellville, Hartselle and Athens) and another in Pulaski, the new company became the leading scrap recycling operation in northern Alabama and south-central Tennessee.

Widely recognized for his integrity, as well as his business skills, Denbo was a longtime supporter of the scrap industry's national trade association, the Institute of Scrap Recycling Industries (ISRI). For his many years of service and contributions to the organization, ISRI presented him with its Lifetime Achievement Award in 2007.

Under Denbo's watch, Tennessee Valley Recycling grew to become not just one of the leading scrap recycling operations, it was also one of the most successful and respected businesses in the region. He was a lifelong booster of Decatur, having served on the board of directors of BBVA Compass Bank and as a senior member of the Decatur Kiwanis Club.

Denbo served in the U.S. Navy from 1945 to 1947 and was a strong advocate for veterans throughout his life. He was an active member of the Veterans of Foreign Wars, Elks, American Legion and Fraternal Order of Eagles. He was also a member of Temple B'nai Shalom in Huntsville for more than 60 years.

Friends and family say they will remember Denbo for his generosity, outgoing disposition and larger-than-life personality. All of us at Tractor & Equipment Company will recall him as a good customer, but most of all, a good man and a good friend. ■



Tractor & Equipment Company honors Morley Denbo, owner of Denbo Iron and Metal, who passed away February 6. Friends and family say they will remember Denbo for his generosity, outgoing disposition and larger-than-life personality.

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