

FEBRUARY 2017



Tractor Times



intelligent
MACHINE CONTROL

KOMATSU® SMART CONSTRUCTION

A MESSAGE FROM THE PRESIDENT



Dan Stracener



Dear Valued Customer:

Four years ago, Komatsu introduced its first *intelligent* Machine Control product, a D61i-23 dozer. Now, the second generation is available with the launch of the D61i-24 models, which you can read about in this issue of your TEC Tractor Times magazine.

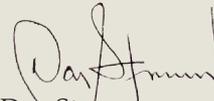
Both of these machines use Komatsu's integrated *intelligent* Machine Control technology, a 3-D-based system with semi-automation, which eliminates masts and cables. The technology does more than keep a dozer's blade on grade. It adjusts loads on the fly and monitors track slippage to ensure that operators are moving as much dirt as possible and are working efficiently.

The same technology was added to three Komatsu excavators with amazing results. The integrated 3-D system takes excavator operation to another level compared to the 2-D aftermarket systems. Find an interesting article inside that highlights the differences between 2-D and 3-D, helping you make an informed choice on which is better for your business.

Many other new machines have sophisticated technology built-in as well, such as Komatsu's KOMTRAX telematics system, which lets you track hours, idle time, fuel usage and machine location. That capability recently came in handy for one contractor whose machine was stolen. Thanks to KOMTRAX and the assistance of his Komatsu dealer, it was recovered within 24 hours.

If you would like information on any of these products or others, please call or stop by one of our branch locations.

Sincerely,



Dan Stracener
President

**A second
generation
heads toward
the future**



Tractor Times

www.TECtractorTimes.com

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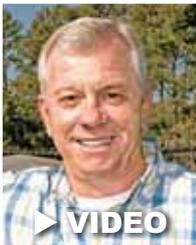
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ALEXANDER CONTRACTING CO. INC.

Changing with the times has helped this 'old-school' company thrive



▶ VIDEO
Lon Alexander III,
President



Jim Kelly,
Vice President of
Outside Operations

The construction industry is constantly evolving. Companies that adapt are well-positioned for future success; those that resist often fall behind. Alexander Contracting Co. Inc., a third-generation site-work contractor in Columbus, Georgia, has skillfully managed change since opening its doors in 1952.

"If you don't adapt, you'll be out of a job," said President Lon Alexander III. "We have been able to do that, but we still consider ourselves 'old-school.' We're honest with our customers and deliver quality results on time and on budget. Continuously doing that has allowed us to be successful."

Family patriarch Lon Alexander Sr. started the business after 25 years in the industry, and his son, Lon Jr., joined him in 1963. The company grew from a small firm with 20 employees, to a large, full-scale site-development company that focused on clearing; grading; installing storm, sanitary and water lines; as well as placing and preparing

stone base. Lon III joined in 1985 and runs the company today. With 100 employees Alexander Contracting typically has 15 jobs underway at a time, ranging from \$200,000 to \$10 million.

Alexander Contracting's path throughout the last six decades has been far from linear. "We've had ups and downs just like any other company," said Alexander. "We really ramped up in the early 2000s and doubled our size during a 10-year span. Since the downturn in the economy, we've scaled back and focused on being more efficient – we're about half the size we were in 2013. We also decided to focus more on private work than we have in the past. It's paid off."

The company's list of assignments includes several large undertakings, including the massive Eastern Connector highway project east of Columbus. The two-year effort saw Alexander Contracting finish all of the site-development activities for the four-and-a-half mile, four-lane highway.

It also completed site development for the 30-acre National Infantry Museum in Columbus. Recently it hauled in 250,000 yards of dirt as well as installed storm, sanitary and water lines on 40 acres at Spencer High School in Columbus.

Alexander Contracting selects its projects based on a certain set of criteria.

"We do a lot of pre-planning in order to make sure we are as efficient as possible," noted Alexander. "We target assignments where every move counts. We keep the lines of communication open with our customers, get the work done and move on. All of this has led to many repeat customers; we've served some of them for 50 years."

Another element to the company's success is quality employees. With very low turnover each

Alexander Contracting uses a fleet of Komatsu HM400 articulated trucks to haul dirt at its jobsites. "We bought four HM400 haul trucks in 2009 and didn't spend any extra money on them other than regular maintenance," said President Lon Alexander III. "That really reinforced their quality to us."

▶ VIDEO





▶ VIDEO

Operator Kenny Whale uses Alexander Contracting's Komatsu *intelligent* Machine Control D61PXi dozer to grade a site in South Columbus, Georgia. "The D61PXi is the Cadillac of dozers," exclaimed Whale. "In my 37 years of operating, it's the strongest one I've run. I can set the elevation, hit the auto button and go to work."



year, Alexander Contracting has built a strong staff with plenty of experience. Alexander lists employees such as Vice President of Outside Operations Jim Kelly, CFO Raines Jordan, Estimators Scott Fowler and Jess Calhoun, Superintendent Charles Grizzle and General Superintendent Tommy Doughman as a few key members of the company.

Intelligent and efficient

One of the latest advancements in the construction industry is GPS technology. Alexander Contracting began using aftermarket-GPS systems nearly a decade ago with impressive results. To remain ahead of its competition, the company turned to Tractor & Equipment Company (TEC) and Sales Rep Jon Lake to purchase a Komatsu *intelligent* Machine Control D61PXi dozer.

"We were one of the first in the area to start using GPS, and we found that we were about 60 percent more efficient with it," recalled Alexander. "We heard a lot of good things about the new Komatsu *intelligent* Machine Control dozers, so we got a D61PXi in 2015 for the Eastern Connector project. It was just amazing. We saved so much time. We used very few stakes and were on grade. It was great."

Since that job, the D61PXi has proven to be a valuable asset for the company.

"Having technology integrated into the machine is nice," noted Alexander. "With an

aftermarket-GPS system, we had to put it on and take it off every night. That required a lot of time and money each day. Plus, if an operator damaged the connector during the process, we would have to buy a new one or take it to the shop. We don't have those costs with the Komatsu dozer."

Consistently impressive results have changed the company's attitude toward the technology.

"When GPS technology first came out, I think a lot of companies resisted, and the operators didn't want to use it," recalled Alexander. "Today, however, if you don't have this technology, you are two steps behind. The results are pretty clear, and I think if you go to any site today, you'll find GPS technology in use."

Great machines, better service

Alexander Contracting turns to TEC to help build its fleet, which features several Komatsu pieces, including four HM400 articulated trucks; six excavators (four PC300 excavators, a PC228 and a PC138USLC); a D39 dozer; and three wheel loaders (a WA270 and two WA250s). Alexander expects to add more Komatsu pieces in the future.

"Komatsu makes a great product," he said. "We've turned to Jon and TEC for our Komatsus, and we've been very happy. Jon is terrific; we can reach him at any time. Komatsu Financial has also been great; we use it to finance almost every machine.

"The machines are dependable, and they last a long time," he continued. "We bought two



Raines Jordan,
CFO



Scott Fowler,
Estimator

Continued . . .

PC228 excavator is 'very versatile'

... continued



Charles Grizzle,
Superintendent

HM400 haul trucks in 2009 and didn't spend any extra money on them, other than regular maintenance. That really reinforced their quality to us. When it was time to trade them in, we got newer HM400s – we didn't think twice about another brand."

The company's most recent purchase was a Komatsu PC228 tight-tail-swing excavator. Alexander says his water crews utilize the machine most often in areas with limited space. "Our operator is extremely impressed with the machine. The excavator offers a great deal of strength in a small frame, and the operator doesn't have to worry about hitting anything with the back end. We've used it to lay 12-inch water lines and 48-inch storm drain. It's very versatile."

(L-R) Alexander Contracting President Lon Alexander III and VP of Outside Operations Jim Kelly turn to TEC and Sales Rep Jon Lake for Komatsu equipment and service. "We are very impressed with the new machines, and the service we get from TEC is extraordinary," said Alexander. "Those are a few of the reasons we feel comfortable adding new machines and technology."



Alexander Contracting operators use a Komatsu D39PX and a Hamm 3412 compactor with a vibratory pad-foot drum at the site for Spencer High School in South Columbus, Georgia.



While Alexander is impressed with the machines, he says the service from TEC and Komatsu has solidified his decision to continue purchasing Komatsu equipment.

"TEC takes care of approximately half of our service and maintenance now," reported Alexander. "Technology changes so fast, and we can't afford to have our mechanics go to a class every six months to learn about it. The technicians at TEC are very good at their jobs, and we are happy to have them work on our machines. They have allowed us to increase the lifespan of our Komatsu machines by roughly five years. We are very impressed with the new machines, and the service we get from TEC is extraordinary. Those are a few of the reasons we feel comfortable adding new machines and technology."

Alexander Contracting also has four Hamm HD 110 smooth-drum rollers, a Hamm 3412 compactor with a vibratory pad-foot drum and a GOMACO GT-3200 sidewalk paver from TEC.

Strong future

After more than 60 years of success, Alexander says the company is poised to continue to thrive in coming years.

"We are fortunate to have several jobs on the books, and our area has many contracts coming up," noted Alexander. "We have more projects lined up to start in the next six months than we've had in the last three years."

Alexander knows that inevitably there will be changes his company will need to address to remain successful. He says the next issue facing the industry is finding qualified people to match the upcoming work load.

"This is a hard, challenging field, and the workforce is shrinking," lamented Alexander. "However, I think the emerging technology will help attract people to this industry. The Georgia Highway Contractors Association is recruiting high school kids and sparking their interest in this kind of work. The joystick controls and GPS technology are interesting to members of the younger generation who may see the equipment on the side of the road, but not know how to get involved. They can make a great living in this industry. The labor shortage is a hurdle, but we've met challenges before." ■

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 - Komatsu traction control system
 - Selectable working modes



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JASON ROGERS / PRODUCT SERVICE MANAGER

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GRAYSON CARTER & SON CONTRACTING INC.

Determination pays dividends for Alabama company



Grayson Carter,
Vice President



Halston Carter,
President

When Grayson Carter started his dirt work company in 1995, he was the only employee, and he completed jobs with a 1987 Dresser TD15C dozer. He knew it would take great dedication and effort to make Grayson Carter & Son Contracting Inc. successful, and his resilience was put to the test.

“For the first three years, it was like I was starving to death,” he recalled. “It was tough, and I didn’t sleep much. Most of the early jobs consisted of digging ponds and farm work, and the project list was pretty light.”

After only four years, Grayson was looking at the impending possibility of closing the business. His determination finally paid off with a pair of contracts that helped the company pull itself out of a financial crisis and sparked healthy growth.

Grayson Carter & Son Contracting uses one of its PC210LC excavators on a recent jobsite. “Komatsu makes quality machines, and that’s why we use them,” explained President Halston Carter.



“We were about to go broke when I landed a job at the Redstone Arsenal in Huntsville, Alabama,” said Grayson. “We dug several defilade holes for the base’s army tanks. Four months later, they had us come back and install some fiber-optic cables as well, and we have been working there ever since. It certainly gave us some momentum.”

That financial freedom allowed the company to pursue other ventures. The firm began installing underground utilities and continued to handle projects at Redstone Arsenal. In 2006, the company expanded its services again and began developing subdivisions.

“We’ve been able to grow and diversify our services, which has been great,” noted Grayson. “We aren’t too focused in one area. I would say we split our work pretty well. Roughly 60 percent of it is commercial site development, and the other 40 percent is governmental, mainly for Redstone Arsenal.”

Today, the business has 38 employees. Grayson attributes the company’s success to its key employees. “We are very fortunate to have a great group of people; we couldn’t do it without them,” noted Grayson.

The firm focuses its efforts in a 75-mile radius of its Athens, Alabama, headquarters. Grayson Carter & Son recently completed the site development for a pair of large projects, Athens High School and the Hazel Green Shopping Center. It is currently clearing a 30-acre area for a new skeet-shooting range at Redstone Arsenal.

“We’ve been fortunate to have a good amount of repeat business thanks to our great customers, and that’s been a strength



Grayson Carter & Son Contracting President Halston Carter says Komatsu *intelligent* Machine Control equipment, such as its D61PXi dozer, has greatly increased the company's production.

for us," proclaimed Grayson. "We deliver quality results, and we can handle all of the site development, up to paving, in-house. Our customers appreciate working with only one person from start to finish."

Going high tech

As the company's name would imply, Grayson is not the only Carter involved in the business. His son, 30-year-old Halston, has been a part of the team since the start. However, his role is a little more significant today.

"From the beginning, Halston was quite interested in this work," recalled Grayson. "He'd come with me and ride on the back of the dozer and stay until he fell asleep on a quilt. Today, he is the President of the company. He's gung-ho about this business."

One area where Halston is really making his mark in the company is with technology.

"All of this technology would have passed us by if it weren't for Halston," said Grayson, who now serves as Vice President of the firm. "That is something that is very interesting to his generation, and he's really brought us up to speed with it."

The company joined the technological revolution full-force when it began running a Komatsu *intelligent* Machine Control D61PXi dozer and installed a TOPCON system on its

Komatsu PC290 excavator. For the Carters, the results were immediate.

"Our machine-control pieces have increased our production greatly," noted Halston. "They help us save a lot on time and material. The biggest advantage for us is that not everyone has these tools. We have used them for less than a year, but they have already paid for themselves. We're able to offer lower bids because our typical cost for staking has decreased dramatically."

The company turned to Tractor & Equipment Company, Inc. (TEC) and Sales Rep Dwight Swaim when it wanted to add the D61PXi and the TOPCON system to the PC290. To maximize the efficiency and productivity of the new machine and positioning system, Grayson Carter & Son Contracting called on TEC Technology Solutions Expert Buddy Averett.

"Buddy was great; he helped us understand what this technology can deliver," stated Halston. "He did whatever we needed him to do. He was always at the jobsite training guys. That was huge for us."

TEC and Komatsu

Grayson Carter & Son's fleet has grown along with the company. After beginning with a single used dozer, the company now owns approximately 45 pieces, and Komatsu machines from TEC are a mainstay for the firm.

Continued . . .

Technology will play a continuing role

... continued



(L-R) TEC Decatur Vice President/Branch Manager Donnie Burgreen, Grayson Carter & Son Contracting Vice President Grayson Carter, President Halston Carter and TEC Sales Rep Dwight Swaim discuss the latest technology available on Komatsu dozers and excavators.



A PC290LC excavator delivers results for this Athens, Alabama, contractor.

This PC200LC is one of four Komatsu excavators in the company's fleet.



In addition to the D61PXi dozer and PC290, the company has four Komatsu excavators – three PC200s and a PC160.

“Komatsu makes quality machines, and that’s why we use them,” explained Halston. “On top of that, TEC provides great service, which adds real value for us. We have different brands in our fleet, but the majority are from TEC.”

KOMTRAX, Komatsu’s telematics system, is also a beneficial service for the company.

“KOMTRAX is valuable because if a code pops up on a machine, TEC is aware of it and ready to fix it,” said Halston. “At times, they even know when something is wrong before we do, and they call us. TEC’s Tim Kohlenberg (Decatur Service Manager) and Dwight are excellent. They get everything diagnosed and fixed as fast as they can. That keeps us running.”

The company’s fleet also includes a Dresser 500E grader, Gradall 8500 excavator, a Dynapac CA150D roller, and Fecon attachments from TEC.

Efficiently into the future

Grayson’s hard work and resolve were responsible for getting the company to where it is today, and now he has handed the reins to Halston. The younger Carter is planning for future success, but not necessarily growth.

“I think we are at the right size,” shared Halston. “My focus is on improving efficiency, and I think we will be able to do that.”

He envisions technology playing an important factor in that equation. “GPS and machine-control technology are going to become more important. I think we’ll have more *intelligent* Machine Control pieces in the near future, and eventually all of the machines in our fleet will have some sort of auto-assist. That will be great for us.

“The one thing that won’t change is our commitment to hard work,” he continued. “There is no substitute for that. We will continue to deliver quality projects for our customers.” ■

D61PXi-24



INTELLIGENT MACHINE CONTROL

- First to last pass grading technology
- Revolutionary track slip control
- External stroke sensing hydraulic cylinders
- New Tier 4 Final technology



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ANDY CHAPMAN / SALES REP

"From financing to product quality to support and training after the sale, Komatsu delivers everything my customers demand. I've been selling their full line, including the PXi and EXi series dozers, for years. Innovation and the exclusive intelligent Machine Control set them apart from the others. And that's why I AM KOMATSU."

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INDUSTRY EXTRAVAGANZA

IMAGINE WHAT'S NEXT

CONEXPO 2017 showcases innovative new products that will shape the future of construction



Visit Komatsu at:
North Hall, Booth N10902
Gold Lot, Booth G4183

It's often said that demolition is the first step to new construction. In May 2015, crews razed Las Vegas' famed Riviera Hotel and Casino, paving the way for an expanded CONEXPO-CON/AGG. Held every three years at the Las Vegas Convention Center – right next door to where the Riviera stood – the event is scheduled for March 7-11, 2017.

CONEXPO-CON/AGG will be the first trade show to use the new space, building on what is already the largest international gathering in the Western Hemisphere for the construction-related industries. It also earned the top spot on Trade Show Executive's prestigious Gold 100 trade-show rankings. The largest show in the U.S. of any industry in 2014 – the last time the event was held – it featured more than 2.35 million net square feet of exhibit space, 2,100-plus exhibitors and approximately 130,000 attendees.

Record attendance is possible at CONEXPO-CON/AGG, scheduled for March 7-11, 2017, at the Las Vegas Convention Center.

Nearly every time the triennial show is held it's bigger than the previous one. That's expected to continue with CONEXPO-CON/AGG 2017. All major areas of the construction industry will be represented in the more than 2.5 million square feet of exhibit space that will house 2,500-plus exhibitors. Almost 700 of the exhibitors are new in 2017. Event organizers expect increased attendance as well.

Technology and more technology

Those visiting will notice a heavy emphasis on cutting-edge innovation. CONEXPO-CON/AGG continues to provide attendees with access to the newest products from every key construction-related sector, including asphalt, aggregates, concrete, earthmoving, lifting and utilities.

To showcase the focus on technology, the theme for the 2017 exhibition is "Imagine What's Next." This theme reflects the vision for the show as it fully embraces applied technologies that help construction companies reduce downtime, maximize efficiency at jobsites and minimize waste, while increasing bottom-line profits and enhancing safety.

"Technology is critical to the future of the construction industry and CONEXPO-CON/AGG has always been a show that helps industry executives keep pace with the latest in new equipment and product innovations," said Rich Goldsbury, CONEXPO-CON/AGG 2017 show Chairman. "But, as the industry is being transformed by technology, our attendees understand the importance it has on the bottom line. It is our responsibility and privilege to connect them with the most cutting-edge innovations in safety, equipment and operations that are reshaping the future."





Komatsu will prominently display its *intelligent* Machine Control dozers and excavators, including the PC490LCi-11, in the outdoor Gold Lot (Booth G4183). There, it will also highlight its SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions.

CONEXPO-CON/AGG brings the Imagine What's Next theme and technology focus to life with a new 75,000-square-foot Tech Experience pavilion dedicated entirely to presenting emerging construction innovations that are driving change and process improvements across the industry. Located in Silver Lot 3, it will feature items such as wearables for health, safety and productivity; the latest skills for careers; and new materials to enhance the nation's infrastructure, according to the Associated Equipment Manufacturers (AEM), the lead sponsor of the show.

"With the Tech Experience, CONEXPO-CON/AGG is advancing to a new level of thought leadership in our industry," said Sara Truesdale Mooney, Show Director and Vice President, Exhibitions and Business Development for AEM. "Attendees will explore three key zones: the worksite of the future, jobs of the future and the infrastructure of the future."

CONEXPO-CON/AGG is co-located with the International Fluid Power Expo (IFPE),

and the two shows are teaming up to unveil the world's first, fully functional 3-D printed excavator and the first large-scale use of steel in 3-D printing, known as additive manufacturing. In addition, attendees can watch as a second excavator is printed live on the show floor.

"We know our members look forward to seeing the industry's most innovative technologies at CONEXPO-CON/AGG and IFPE each show year, and 2017 will not disappoint," said John Rozum, IFPE Show Director. "We're thrilled to bring such a significant technological and first-of-its-kind achievement like the 3-D printed excavator to the show. It will serve as a platform to demonstrate how the latest innovations and applied technologies are changing the future of the construction industry."

Komatsu spotlights SMARTCONSTRUCTION

Komatsu introduced a significant leap in machine technology three years ago

Continued . . .

Learning sessions to focus on technology trends

... continued

with its *intelligent* Machine Control dozers. The Komatsu lineup now includes eight models, including a radio-controlled version of its D155AXi-8, as well as three excavators (PC210LCi-11, PC360LCi-11 and PC490LCi-11). Komatsu will display most of its *intelligent* Machine Control equipment at the company's outdoor exhibit space in the Gold Lot (Booth G4183), as well as a new machine featuring hybrid technology.

The outdoor area will also feature Komatsu's SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions provided by Komatsu. In addition to training and support, offerings include surveying/inspection, 3-D modeling, jobsite-data solutions and setup, as well as optimized operation consultation.

Attendees flock to Komatsu's display at the 2014 CONEXPO. The company will have two exhibit areas at the 2017 show, with standard Tier 4 machines indoors in the North Hall (Booth N10902) and *intelligent* Machine Control equipment outdoors in the Gold Lot (Booth G4183).



Indoors in the North Hall (Booth N10902), Komatsu will prominently feature its standard Tier 4 machines. Among them will be excavators, ranging from utility to production-sized models; Dash-8 wheel loaders; multiple dozers and trucks; plus a motor grader. The 22,000-square-foot space will also have a presentation area; a company store with apparel, die-cast models and other logoed merchandise; as well as a photo opportunity spot.

Learning sessions

At this year's expo, educational opportunities abound with a record 143 sessions across 10 tracks. One specifically focuses on technology and will highlight industry innovations and future growth opportunities in the tech field – drones, autonomous machines, 3-D imaging, smart apps, gamification, big data and the Internet of Things (IoT).

Additional tracks will offer the latest trends and best practices for aggregates; asphalt; concrete; cranes; rigging and aerial lifts; earthmoving and site development; equipment management and maintenance; business practices; workforce skills; and safety.

"Education is a critical component of CONEXPO-CON/AGG, and we encourage attendees to take advantage of the convenience of so many learning opportunities available. They'll be able to work smarter because of the knowledge they gain," said Goldsbury.

Registration for sessions can be completed prior to the conference at the CONEXPO website (www.conexpoconagg.com). Single session, one-day passes and full-session passes are available.

"We're honored to be among the most trusted resources for industry professionals from around the world, and we feel tremendous pride as we take the exhibition to the next level of technological breakthroughs by delving into the future of the construction industry," said Truesdale Mooney. ■

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019

INNOVATIVE PRODUCTS



D61PXi-24



D61EXi-24

SECOND GENERATION

See how Komatsu's new D61i-24 dozers ensure high production from first pass to last

During the past four years, Komatsu has launched several *intelligent* Machine Control dozers that provide greater productivity and efficiency from first rough cut to finish grade. Now, Komatsu introduces the second generation of the dozers that started it all, with the new D61EXi-24 and D61PXi-24, which feature more efficient Tier 4 Final engines.

Like their predecessors, the new D61i-24 models include factory-integrated GPS grade control that eliminates the need for blade-mounted cables and masts. Once engaged, the system automatically starts the cut and lowers the blade to grade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive dozing. This allows the dozers to achieve up to 8 percent greater efficiency in moving materials, based on start-to-finish grade testing against typical aftermarket machine-control systems.

"From first pass to last – rough cut to finish grade – the machine senses blade load, minimizes track slip and ensures that operators get the most from every push," said Sebastian Witkowski, Komatsu Product Marketing Manager. "Also, eliminating the need to install or remove blade-mounted sensors each day not only reduces wear and tear and potential downtime, but it also saves the operator's valuable time that can be used to run the machine longer."

Operators can select from among four distinct machine-control operating modes (cut and carry, cutting, spreading and simple grading) to optimize performance to the application. They can also tailor blade loads to material conditions by choosing from light, normal or heavy-blade load settings.

Lower maintenance, repair costs

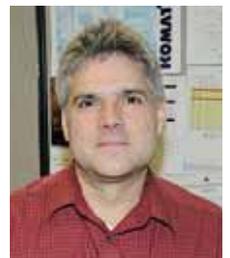
The new D61i-24 dozers feature Komatsu's Parallel Link Undercarriage System (PLUS) that provides up to double the wear life of traditional systems, lowering maintenance and repair costs. A new Triple Labyrinth final drive provides added protection for the final-drive floating seals.

"Standard and *intelligent* Machine Control D61 dozers remain popular because their size makes them a great fit on a wide variety of jobsites and in a broad range of applications," said Chuck Murawski, Komatsu Product Marketing Manager. "D61i dozers combine all the benefits of a base machine with the greater efficiency of our integrated machine control. The new D61i-24 is a great choice for high production, low fuel consumption and decreased operating costs." ■

Komatsu's new second-generation D61i-24 dozers feature factory-integrated GPS grade control that eliminates the need for blade-mounted cables and masts. They achieve up to 8 percent greater efficiency in moving materials, based on start-to-finish-grade testing against typical aftermarket machine-control systems.



Sebastian Witkowski,
Komatsu Product
Marketing Manager



Chuck Murawski,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu D61i-24 Models

Model	Horsepower	Operating Weight	Blade Capacity
D61EXi-24	168 hp	41,094 lb	4.41 cu yd
D61PXi-24	168 hp	43,167 lb	4.98 cu yd



ENHANCED FEATURES

ANOTHER SET OF VERSATILE DOZERS

Komatsu's D39-24s feature customizable settings for maximum efficiency



Jonathan Tolomeo,
Komatsu Product
Manager

Customers have come to expect innovative quality coupled with industry-leading efficiency from Komatsu's dozers. The new D39EX-24 and D39PX-24 crawler dozers deliver on those expectations. The latest editions of the popular dozers continue to produce outstanding power while increasing fuel efficiency.

"If you're looking for nimble, powerful machines that are easy to transport and a breeze to operate, these are the dozers for you," said Komatsu Product Manager Jonathan Tolomeo. "Residential and commercial development, highways or golf courses – the D39-24s get it done in any of these light-to-medium dozing and fine-grading applications."

Quick Specs on Komatsu D39-24 Models

Model	Horsepower	Operating Weight	Blade Capacity
D39EX-24	105 hp	21,891 lb	2.89 cu yd
D39PX-24	105 hp	22,817 lb	3.14 cu yd

The new Komatsu D39-24 crawler dozers feature a variety of customizable performance settings to allow operators to match work modes to application. "Anyone looking for nimble, powerful machines that are easy to transport and a breeze to operate, these are the dozers for you," said Komatsu Product Manager Jonathan Tolomeo.

The D39-24s still sport the award-winning, super-slant-nose design, but feature a host of enhancements. The improved Tier 4 Final-certified, 3.26-liter engine boasts 105 horsepower. Fuel efficiency was improved by nearly 5 percent with the addition of the Selective Catalytic Reduction system and diesel exhaust fluid. The Komatsu Diesel Oxidation Catalyst provides 98 percent passive regeneration, and the new auto-idle shutdown and economy modes help reduce idle time and save fuel.

Customized working modes

The D39-24 dozers also include a variety of customizable performance settings to allow operators to match engine output to application. Operators can work in either a quick-shift, three-speed mode or a 20-speed transmission setting to suit personal preferences.

"Operators now have the ability to work in a mode that is best-suited for the jobs at hand," explained Tolomeo. "Working this way, in conjunction with the other upgrades, helps boost productivity and efficiency."

Monitoring efficiency

The working environment inside the D39-24s provide operators with all the tools necessary to make sure they are working as efficiently as possible. The dozers are equipped with a Level 5 KOMTRAX telematics system that tracks key machine metrics, such as diesel exhaust fluid consumption, fuel level, operating hours, location, cautions and maintenance alerts. The new Operator ID feature makes it possible to display those metrics by operator, application or job.

The cab features a large, multi-lingual, seven-inch, high-resolution LCD monitor with Ecology Guidance, in addition to a standard, rearview-monitoring system. ■





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018

KOMATSU & YOU

KOMATSU CUSTOMER CENTER

Facility provides acres of opportunities to help customers find the best machines for their jobs

QUESTION: What is the Cartersville Customer Center?

ANSWER: Komatsu opened this facility in Cartersville, Georgia, in 2002 as a place to take customers so that they can see and operate Komatsu equipment first hand. It's been known by different names throughout the years, but we recently changed it to the Customer Center as a way to better reflect what it represents. As they say, only the name has changed. The focus and intent remain the same.

QUESTION: What does the Customer Center provide?

ANSWER: The center offers three main things: a demonstration site, training and publications, all of which benefit Komatsu customers. We have 600 acres of property and a wide assortment of equipment available, so that customers can visit our world-class facilities and run machines through their paces before making purchase decisions. One way we do that is by hosting customer-focused events such as Demonstration Days, which are typically in the fall and spring. The added benefit is that customers can talk with other industry professionals and compare notes. Komatsu has product managers and other personnel on hand to answer questions and ensure that customers are operating in a safe environment. In addition to large events, we also host individual customers and their respective distributors. We encourage our dealers to schedule these events through our website: www.komatsuamerica.com/service-and-support/training-and-publications.

Whether a customer or distributor, our center provides complete training and unmatched educational support services. We offer classes for our customers and dealers at our state-of-the-art

Continued ...



Tom Suess, Director of Training and Publications

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.

Tom Suess joined Komatsu's Customer Center about a year ago after working most recently as a National Account Manager for the company. As the Director of Training and Publications, Suess oversees the Cartersville, Georgia, facility's operations related to demonstrations, training and publications.

"I view the Customer Center as a showcase that's dedicated to providing world-class services to Komatsu personnel, distributors, and most importantly, our customers," said Suess. "One of my goals is to increase the number of people who utilize the Customer Center and take advantage of all that it offers. For most of my tenure with Komatsu I have visited our customers; in my current role I am now lucky enough to have them come and visit me!"

Suess began his career with Komatsu in the finance division nearly 20 years ago after graduating from Illinois State University. He later went on to obtain a master's degree in Business Administration from the University of Phoenix. After working in finance, Suess transitioned into sales and served as a District Sales Manager, then as a Regional Sales Manager before earning a promotion to Director of Business Planning and Development. Suess later advanced to Director of the West Region and finally into national accounts. His diverse background allowed him to easily transition into his new role and provide a valuable customer perspective.

"I truly enjoy working with customers and helping them find the right pieces of equipment," Suess said. "I believe the Customer Center is a perfect complement to our machinery as it shows customers our commitment to providing more than a product."

He and his wife, Erin, recently celebrated their 14th anniversary. The couple has three children, and they enjoy spending time together as a family. Suess also likes to play basketball, read, golf and fish.

Center's goal is maximum productivity and efficiency

... continued



center, or we can conduct either operator or technical training at a company's facility or dealer site. Customers can set up this training through their distributors. We have in-house operator trainers who work closely with clients from the moment they arrive on site, both in our classrooms and during machine operation, to ensure that operators have a full understanding of how to get

The Customer Center provides classroom training to customers as well as to Komatsu distributor technicians so that they can properly diagnose and resolve issues quickly to minimize downtime.



Komatsu personnel are available to help with demonstrations and provide hands-on training.



Komatsu's Customer Center offers a variety of machines available for demonstration, including wheel loaders, dozers, excavators, trucks and motor graders.



the most out of a machine. For example, they can learn which operating mode to use for the best match to an application and soil conditions.

Finally, the publications team is responsible for printing and distributing all technical documents, including shop, operating and maintenance manuals as well as field assembly guides. All of these are critical to the success of both customers and distributors as they support Komatsu products in the field. These materials provide a wealth of knowledge about Komatsu machines, so again, our customers can get the most out of their equipment. Our focus is on providing comprehensive, accurate information.

QUESTION: Does the Customer Center offer more from a training standpoint?

ANSWER: Yes. Not only does this facility conduct training for Komatsu distributors and our customers, but we also focus on providing our Komatsu customer-facing employees with routine training from the Customer Center. For instance, we held a cross-functional training course this year that provided the opportunity for our sales, service, and parts teams to collaborate in a classroom setting by working together on case studies. In addition, we also offer specialized, technical training for Komatsu's large, electric-drive trucks that are used in mining operations.

Additionally, we design online classes through our learning management system. These classes are a good way to obtain background knowledge that can then be applied in the more hands-on setting provided in the Customer Center.

QUESTION: How does that benefit customers?

ANSWER: Our goal is to maximize productivity and minimize downtime. Komatsu makes world-class machinery, but even the best can experience an occasional issue or breakdown. Technicians with comprehensive knowledge of Komatsu machinery know how to resolve issues quickly to reduce downtime. If an issue or error code pops up, they know the proper procedures to diagnose and repair a machine quickly so that customers are up and running again as soon as possible. ■



Booth C32663



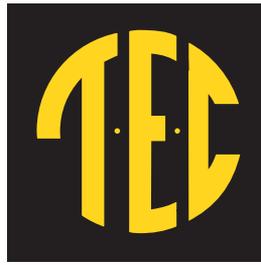
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TECHNOLOGY TALK

KOMTRAX LOCATES MACHINE

Telematics system helps Ates Construction recover stolen PC55MR excavator

Emergencies come in many different forms. Sometimes it's a water line break. Or, it could be finding out that the machine you need to help fix the water line has gone missing. Such was the case for Alan Ates when he went to pick up his Komatsu PC55MR excavator.

"We were doing a job and had parked the machine for the night at a designated yard," explained Ates, Owner of Ates Construction. "I got an emergency call to repair a ruptured water line the next morning and sent my guys to pick up the machine and take it to the new job. When they told me the excavator and the trailer it was on were missing, I called the police and then my Komatsu Sales Rep."

Using Komatsu's KOMTRAX telematics system, within minutes the distributor was able to pinpoint the PC55MR's location in another state about three hours away.

By simply entering the serial number of the machine, KOMTRAX showed the exact location of the stolen excavator. The police department in the city where the excavator was taken quickly confirmed the PC55MR's location and secured the machine.

Will use it more

Using information from KOMTRAX, as well as surveillance and other video, police were able to trace the time line of the machine's theft to its recovery, helping them build a case against the thieves.

"I knew the PC55MR had KOMTRAX, but I never really used it," said Ates. "That will change after this experience. I don't

think I would have seen the excavator again if it weren't for KOMTRAX. I appreciate everything my Komatsu distributor and the police did to ensure the machine was recovered." ■



Ates Construction Owner Alan Ates (second from right) is pictured with his crew and the company's PC55MR excavator, which had been stolen. Ates recovered it with the help of Komatsu's KOMTRAX telematics system. "I knew the PC55MR had KOMTRAX, but I never really used it," said Ates. "That will change after this experience. I don't think I would have seen the excavator again if it weren't for KOMTRAX."

A CLOSER LOOK



Discover more

THE NEXT DIMENSION

Learn how 3-D GPS-technology from Komatsu provides full picture for excavator operators



Mike Salyers,
Senior Product
Manager

Aftermarket grade-control systems revolutionized the construction industry by slashing project times, wasted material and labor costs in the late 1990s. When Komatsu's integrated *intelligent* Machine Control with semi-automation hit the market in 2013, it took the industry to another dimension, literally.

"Komatsu's *intelligent* Machine Control technology works in 3-D, so the machine knows where its reference points are in all directions, at all times," said Komatsu Senior Product Manager Mike Salyers. "With a 2-D only system, the machine simply knows where target grade is relative to a known elevation and only in the posture that the known point was measured."

When Komatsu introduced *intelligent* Machine Control on the PC210LCi-10 excavator in 2014, the improvement was dramatic. Grading efficiency increased by as much as 66 percent compared to conventional grading on a sloped surface.

The excavator's integrated, 3-D GPS technology was a massive upgrade over 2-D aftermarket machine control systems as well. The 3-D system doesn't require operators to re-establish elevation after moving the machine.

"With 2-D, every time operators move their machines – either to a new spot or to dump a load – they have to re-establish their positions using the bucket to define certain elevations," explained Salyers. "With the GPS system, the machine's position is updated in real time providing information so the operator can focus on digging.

"The *intelligent* Machine Control equipment can have the project plans uploaded to its computer, providing all of the information the operator needs to cut and grade even the most complex designs accurately," he continued.

For example, many house pads today have unique designs that present challenges to even the most experienced field personnel. Carving detailed bump outs can be easily and accurately performed because the machine's position is continually updated without the need to re-establish its position.

The *intelligent* Machine Control excavators are pre-programmed with the bucket's full dimensions. In combination with the semi-automatic function of the boom, the operator is ensured not to undercut the target surface no matter the position of the bucket, giving full control of cutting and grading applications.

"In conventional 2-D systems, the bucket can only be referenced from a single point – usually the bucket teeth. This can be an issue if the body of the machine is sitting on a slope; one edge of the bucket may be below the target surface and one edge above," Salyers explained. "A 3-D bucket allows the system to determine the closest point to target surface to prevent any undercut."

Komatsu is the only manufacturer to offer excavators with integrated 3-D *intelligent* Machine Control with semi-automation – the PC210LCi-10, PC360LCi-11 and PC490LCi-11. ■

Komatsu's line of 3-D *intelligent* Machine Control excavators with semi-automation, including the PC360LCi-11, recognize the full dimensions of the bucket and how it works with the boom and arm to curl when excavating dirt. This ensures that operators maintain grade and limit overexcavating.



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CERTIFIED EQUIPMENT DELIVERS

Komatsu's Tier 4 machines offer peace of mind for buyers of used equipment

When Komatsu introduced its Tier 4 machines in 2011, it also launched Komatsu CARE, a complimentary program that provides factory-scheduled maintenance for the first three years or 2,000 hours of the machine's life. "Today's buyers understand that the better a machine is maintained, the longer it will last and, in the long run, lower their owning and operating costs," explained Senior Manager, Komatsu ReMarketing Josh Alters.

Under the Komatsu CARE program, machines receive Komatsu Genuine fluids, filters and coolants. They also undergo a 50-point inspection at each interval, and certified technicians log the information from the services. "We are now seeing owners trading in machines that were covered under the program," said Alters. "This careful monitoring paints a very clear picture about the machine, providing a detailed history compared to other used equipment."

Just as Komatsu CARE assures that late-model Komatsu equipment receives proper maintenance, Komatsu CARE Certified Equipment offers peace of mind for buyers in the secondary market.

"Only machines with less than 6,000 hours of operation on them and that have been maintained for by certified technicians at regular service intervals are selected for our rigorous certification process," noted Alters.

The program covers all eligible Tier 4 machines, which includes Komatsu's *intelligent* Machine Control line.

"Those who purchase CARE Certified Equipment will also receive a CARE Report that shows the machine's service history

and complete records, eliminating many of the unknowns that are associated with purchasing used machines. This way customers know exactly what they are buying," shared Alters. "Additionally, if a machine has any Komatsu CARE coverage remaining, the balance will transfer with the machine to the new owner. That's a lot of added value, which provides peace of mind for customers looking to purchase a used machine." ■



Josh Alters,
Senior Manager,
Komatsu
ReMarketing

Komatsu CARE Certified Equipment gives customers a chance to purchase used equipment that has been maintained by certified Komatsu CARE technicians for the first 2,000 hours or three years of operation, providing a much clearer picture of the machine's history.



EXPANDING TO SERVE YOU

MINING THE FUTURE

Komatsu announces agreement to acquire mining equipment manufacturer Joy Global Inc.

Komatsu and Joy Global announced an agreement in which Komatsu will acquire Joy Global Inc., a leading mining equipment manufacturer based in Milwaukee, Wisconsin. The companies are working to finalize the transaction by mid-2017.

“Our customers are sharing very positive feedback about the agreement,” said Tetsuji (Ted) Ohashi, President and CEO of Komatsu Ltd. “We are working closely with Joy Global and relevant authorities to move the process forward.”

Ted Doheny, President and CEO of Joy Global Inc. agreed, noting industry recognition of the complementary nature of the two companies’ product and service offerings.

“Many of our customers and other business partners see the benefit of combining companies: a broader offering of products, systems and solutions across a wider scope of mining and construction applications,” Doheny

said. “Both companies believe in having the best products, offering direct service, being operationally excellent, and having the best people in the world.”

Joining Joy Global with the Komatsu Group will offer several benefits to customers, including:

- A broader line of industry-leading mining and construction equipment for drilling, earthmoving, loading and hauling systems, as well as solutions for both underground and surface mining. Joy Global’s best-in-class rope shovels, for example, pair well with Komatsu’s best-in-class large electric dump trucks.
- Enhanced global customer support through the companies’ mutual commitment and expertise in direct sales and service directly connected via embedded personnel in the mines and electronically connected with world-class fleet management systems.

“The synergistic collaboration between the companies will drive our innovation and enhance our capacity to provide quality products and solutions that improve the safety and productivity of mining operations,” Ohashi said. “We will, together, strive to become an even better, more invaluable partner for our customers.”

“The combination of two world-class companies offers exciting opportunities to enhance and expand the solutions and services we provide customers,” Doheny said. “With strengthened capabilities and a continued focus on solving our customers’ toughest challenges, we look forward to working together to advance the mining industry.” ■

President and CEO of Komatsu Ltd. Tetsuji (Ted) Ohashi (left) and President and CEO of Joy Global Inc. Ted Doheny meet at MINExpo INTERNATIONAL® 2016 in Las Vegas. Joy Global is the largest independent manufacturer of underground-mining machines.





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NEW FUEL RULES

EPA, DOT finalize tougher fuel efficiency, emissions standards for larger trucks

The Environmental Protection Agency (EPA) and the Department of Transportation (DOT) set stricter fuel-consumption and carbon-emissions standards for medium- and heavy-duty trucks. The 1,690-page rule is the second and final phase of regulations called for by President Obama's Climate Action Plan and is in response to the President's directive in early 2014 to develop new standards that continue into the next decade.

The program promotes a new generation of cleaner, more fuel-efficient trucks. It does so by encouraging the wider application of currently available technologies and development of new and advanced, cost-effective technologies through model year 2027, according to the DOT. It will be a three-step process with the first coming in 2021, followed by further steps in 2024 and 2027 to provide lead-time compliance.

This rule is expected to lower CO₂ emissions by approximately 1.1 billion metric tons, save nearly \$170 billion in fuel costs and reduce oil consumption by up to 2 billion barrels during the lifetime of vehicles sold under the program. The DOT and EPA claim the new rule will provide \$230 billion in net benefits to society, including favorable payback periods for truck owners. Buyers of a new long-haul truck in 2027 would recoup the investment in fuel-efficient technology in less than two years through fuel savings, according to the DOT and EPA.

"This ambitious, but achievable announcement is a huge win for the American people, giving cleaner air, more money saved at the pump, and real benefits for consumers across the supply chain," said Transportation Secretary Anthony Foxx. "Today's action preserves flexibility for manufacturers to

deliver on these objectives through a range of innovations and technology pathways."

The final rule builds on the fuel efficiency and greenhouse gas emissions standards already in place for model years 2014-18, which the agencies anticipate will result in CO₂ emissions reductions of 270 million metric tons and save more than \$50 billion in fuel costs.

Trucking industry groups are hopeful the new standards can be met.

"We are pleased that our concerns, such as adequate lead time for technology development, national harmonization of standards and flexibility for manufacturers, have been heard and included in the final rule," American Trucking Association President Glen Kedzie said in a statement. ■

The EPA and DOT finalized emissions and fuel-efficiency standards for medium- and heavy-duty trucks, which is the second-largest segment of U.S. transportation in terms of emissions and energy use, according to the agencies.



GUEST OPINION

LET'S INVEST IN 'SMART CITIES'

How the Smart City Challenge helps meet the need for more infrastructure investment



Daniel Castro

Daniel Castro is the Vice President of the Information Technology and Innovation Foundation and Director of the Center for Data Innovation. This article is excerpted from an opinion piece Castro wrote for and was originally published by Government Technology. To see the full version, visit www.govtech.com/opinion.

The U.S. government has committed approximately \$160 million in the next five years to support smart city initiatives. Calling that a pittance, Daniel Castro says the United States needs to address this funding shortfall.

The United States has woefully underinvested in smart city efforts compared to other leading countries. To address this shortfall, federal, state and local governments should come together to create a new funding stream to help U.S. cities increase investment in the digital infrastructure needed to ensure that our cities are modern, sustainable and competitive. The U.S. government has committed approximately \$160 million in the next five years to support smart city initiatives. This is a pittance compared to some of the investments other countries are making to develop smart cities.

One of the single largest U.S. investments in smart cities occurred in June 2016, when U.S. Department of Transportation (USDOT) Secretary Anthony Foxx announced that Columbus, Ohio, had won the Smart City Challenge – a \$50 million federal prize awarded

to one city to address important issues such as safety, mobility and climate change through better use of data and technology. This is a significant milestone because most smart city initiatives in the United States have been small-scale projects focused on a particular application or problem, rather than the broad integration of sensors, data and analytics across virtually all public services.

The most impressive aspect of the Smart City Challenge was that so many cities responded to the call. From Anchorage to Atlanta and Albuquerque to Albany, the USDOT received 78 applications representing 85 cities in 36 states. Many of these cities identified important challenges facing municipalities and proposed novel solutions that leveraged technology to improve the community.

Unfortunately, the Smart City Challenge only funded one city's proposal, even though many more were also deserving. This is an inadequate approach for funding critical digital infrastructure. Just as it would be unwise to only fund bridges and highways in one U.S. city, it makes no sense to limit investment in the sensors, systems and networks needed to build smart cities to a single location. Instead, policymakers at the city, state and federal levels should work together to fund promising proposals and develop strong partnerships with the private sector. This could take the form of new grants or repurposing existing funding for physical infrastructure to include digital initiatives.

While there is enormous potential to leverage data-driven innovation to improve the quality of life in urban environments, the United States will need to take action soon if it does not want to fall behind in the race to build smart cities. ■





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INDUSTRY NEWS

PLANTING SEEDS

New 'Build America Bureau' aims to increase efficiency for federal funding of infrastructure projects

The U.S. Department of Transportation recently announced the opening of its Build America Bureau, which is designed to help speed up repairs of roads and other infrastructure projects. The new bureau aims to streamline the application process for federal funding and assist public and private investors in obtaining loans, support and expertise.

One of the bureau's initiatives is to make government more efficient and help private donors contribute to large projects. It brings together officials from a variety of agencies to offer a one-stop shop for loans and streamlined access to existing funding sources.

"By opening the Build America Bureau, we're planting seeds for future projects across the nation," said Transportation Secretary Anthony Foxx at a press conference announcing the bureau.

Report shows funding gap

The announcement of the bureau's opening coincides with a new report from the American Society of Civil Engineers (ASCE) that showed U.S. infrastructure needs will outpace projected spending by \$1.4 trillion during the next decade. ASCE's study says that if current spending levels continue, the gap will grow to more than \$5 trillion by 2040.

"Our nation's infrastructure bill is overdue," said ASCE Past President Greg DiLoreto. "Poor infrastructure is inefficient, and it puts a drag on America's economy."

Surface transportation accounts for \$1.1 trillion of the \$1.4 trillion shortfall. The 10-year deficit for electricity is \$212 billion,

followed by \$113 billion for water and wastewater, \$46 billion for aviation and \$18 billion for ports and waterways.

DiLoreto said all means of new funding should be on the table, including increasing the gas tax, introducing fees on vehicle miles traveled, continuing efficiencies in the expenditures that utilities make and hiking utility rates. Foxx also says more infrastructure funding is necessary.

"We still have a chronic problem in this country of underinvesting, and that remains part of our challenge," Foxx told reporters during a briefing on Senate transportation appropriations in 2016. ■

The U.S. Department of Transportation aims to accelerate road repairs and other infrastructure projects with its Build America Bureau. A new report from the American Society of Civil Engineers showed U.S. infrastructure needs will exceed projected spending by \$1.4 trillion during the next decade with surface transportation accounting for \$1.1 trillion of the shortfall.



MORE INDUSTRY NEWS

DOT announces \$484 million in TIGER grant awards

The U.S. Department of Transportation awarded \$484 million, including \$193 million to road and bridge projects, in its latest round of TIGER (transportation investment-generating economic recovery) grants. Forty transportation projects obtained funding out of nearly 600 applications.

Pedestrian and bicycle paths received \$97 million, followed by \$93 million for transit, \$54 million for maritime infrastructure and

\$47 million for freight and rail. The largest single grant went to the Chicago Transit Authority that will collect nearly \$25 million of the \$50.4 million needed to upgrade the Garfield Station on the El's Green Line.

The future of TIGER funding is uncertain, and this latest round could be the last. The program, started a few years ago, is appropriated by Congress on a year-by-year basis. ■

Report: private investment in water systems may increase

A Bluefield Research Report says it's likely that private investment in public water systems will increase. Currently, 15 percent of the systems in the United States are privately owned.

The Congressional Budget Office estimates federal spending on water

utilities fell by 75 percent since 1977, leading to an investment need of more than \$532 billion in the next decade to meet the nation's water-infrastructure needs. States and municipalities have increasingly assumed a larger portion of water systems funding as a result. ■

Green building materials could hit \$255 billion in three years

The global green building materials market is on pace to hit \$255 billion by 2020, according to Zion Research and reported by Construction Dive. Public facilities, education, commercial and industrial sectors lead demand for green

materials, which was valued at more than \$127 billion two years ago. The report points out that North America accounted for more than 40 percent of the total green building materials market. ■

Article notes rise of crowdfunding in real estate construction

A recent article on the National Real Estate Investor website noted that crowdfunding has become an important part of real estate financing, especially for apartments. A growing number of developers are using this source of funds to help build or renovate properties, in part

because banks are less likely to lend due to financial-reform regulations.

"Certainly from where they started, the growth of these crowdfunding portals seems exponential," said Lee Weaver, Senior Vice President for Northmarq Capital, a commercial real estate debt and equity provider. ■

SIDE TRACKS

On the light side



"This will be my first experience in a 'Gated Community!'"



"It's very important for every organization to have someone to be able to bounce ideas off of, Benson."

Did you know?

- Bubble wrap was originally intended for use as wallpaper.
- Tears caused by sadness, happiness and onions look different under the microscope.
- Any month that starts on a Sunday will include a Friday the 13th.
- Caterpillars have approximately 4,000 muscles.
- A pumpkin is a fruit. Most people think of it as a vegetable.
- Auburn is the only school where John Heisman coached and has produced a Heisman Trophy-winning player.
- A day on Venus lasts nearly a year; it is 243 Earth days.
- The highest waterfall in the world, Angel Falls in Venezuela, has a total drop of 3,212 feet.

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

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2. NROTIOM _____ T _____
3. AMUNLA _____
4. SSMESIONI _____ S _____
5. AZER _____

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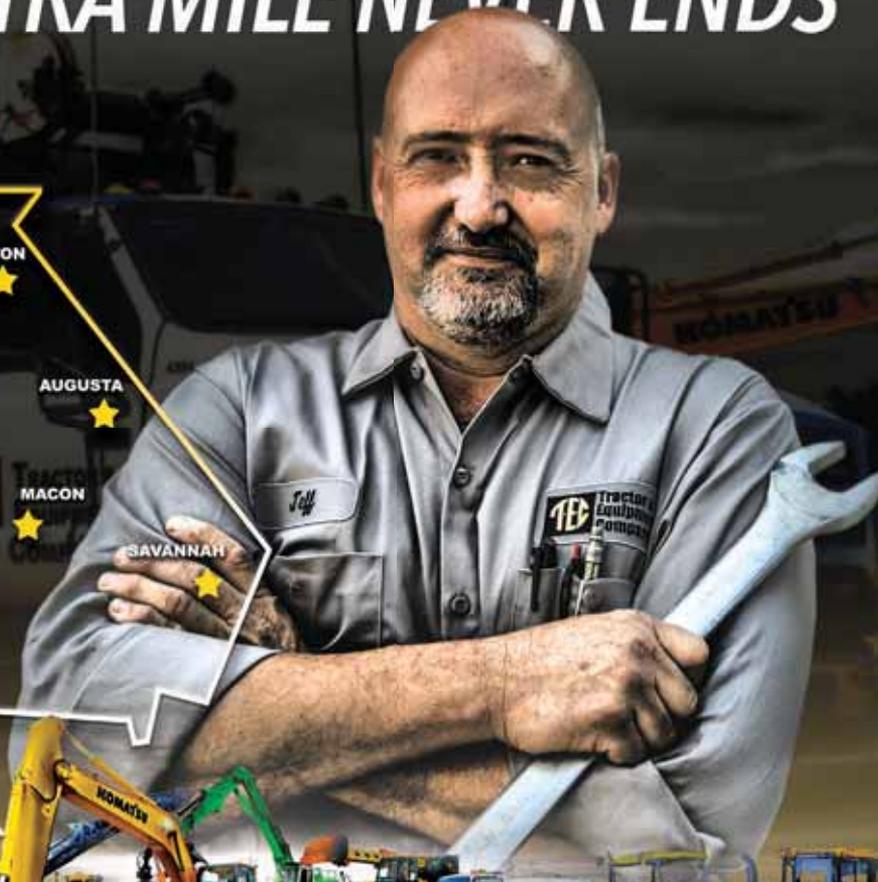
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