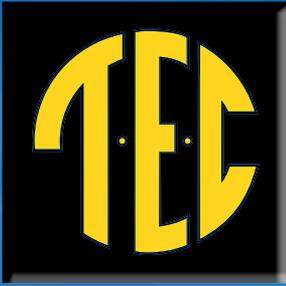


October 2020



# Tractor Times



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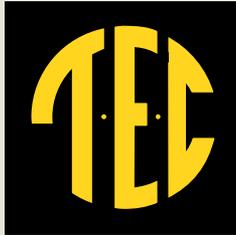
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## A Message from the CEO



Dan Stracener

**We're here  
in uncertain  
times**



Dear Valued Customer:

Like most every industry, construction has been affected by the COVID-19 pandemic. No one knows for sure what tomorrow will bring in these uncertain times. One thing you can count on, however, is that we at Tractor & Equipment Company will continue to offer around-the-clock sales and service support.

This issue of your Tractor Times magazine highlights the diverse lineup of Komatsu equipment that we carry. Some of it is very technologically advanced, such as the intelligent Machine Control (iMC) dozers and excavators that were introduced several years ago. Read about iMC 2.0, which has new features including Proactive Dozing Control, that can make dozing up to 60 percent more productive than previous generation models.

Komatsu's smallest standard excavator, the PC130-11, performs its role like a champion. It is a basic digging machine that fits into nearly any operation and can be hauled on a tag trailer. Find out more inside.

Komatsu builds impressive specialty machines as well, such as the new WA800-8 wheel loader – made for big applications. The WA800-8 is a great loader for quarries, and with features like automatic dig, semi-auto approach and semi-auto dump, it can make operators more effective in V-cycle loading.

As always, if there is anything we can do for you, please contact us. We're always here to help.

Sincerely,



Dan Stracener  
CEO



# Tractor Times

TEC1943.com

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Explore the ways that one contractor benefits from the spot-on accuracy of Komatsu intelligent Machine Control equipment.

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# Sample & Associates provides C&D and organic material recycling services for Augusta, Ga., companies and residents



**Alfred Sample,**  
Owner

In 1974, Alfred Sample used the skill set he learned from working with heavy equipment while serving in the U.S. Army to start a land clearing and demolition business in central Georgia. By 1998, he had purchased enough property and acquired a permit to open a C&D landfill near Augusta.

"In addition to clearing and demolition, I installed septic tanks," said Alfred. "Eventually, I wanted to have a place to take the trees and excess material, so I bought the land where the company is today and set up a burner. Once I opened the landfill, I quit doing land clearing and focused on handling the material coming into the facility."

Alfred named the business Sample & Associates as a nod to his family members who help run the landfill today. Both Alfred's son, Brian, and grandson, Tim, have worked there for many years and today serve as President and Vice President, respectively.

"We all wore a lot of hats when it first started, because it was really just us," noted Brian. "Tim started fresh out of high school and took on some of the more labor-intensive jobs, while I did most of the maintenance. Eventually, the company grew to where it was too much for us to handle ourselves, and we brought on some additional help."

Today, Sample & Associates has 12 employees and services a 50-mile radius. The firm takes in a wide array of C&D material, which it mostly recycles for reuse. It also sells crushed granite and topsoil and offers one of the best dump truck and roll-off services in the area.

"We strive to provide a convenient and efficient service for all who use our facility," noted Tim. "A lot of our customers are local companies and homeowners that we've created relationships with during the last couple of decades. We appreciate their business."

## Recycling material key

Sample & Associates recycles a large portion of the 300 tons of material that arrives daily. The recycling efforts have a compound effect of reducing environmental impacts while also extending the landfill's life.

"We recycle all of the yard waste and concrete that enters our site," said Tim. "Very little of that material takes up space on the property because most is recycled and sent back out the gate."

The recycled topsoil sold by Sample & Associates is recognized as some of the highest quality material in the area.

"We get our soil tested yearly through the University of Georgia," explained Brian. "A lot of landscapers and businesses around Columbia County and some from out of state prefer to use our topsoil. They basically call it super dirt."

Any material that cannot be recycled is placed into cells throughout the landfill. To increase each cell's capacity, crews dig into the granite bed. Removing the rock creates another resource for Sample & Associates.

"We have granite to get rid of from the process of creating the cells for the C&D material," said Tim. "We ended up making a quarry while removing the rock, which we crush down and then sell."

## Komatsu, TEC reliable

Working with C&D material means Sample & Associates' equipment frequently comes in contact with unpredictable objects. To find the right machines that can stand up to the



**Brian Sample,**  
President



**Tim Sample,**  
Vice President

At Sample & Associates' facility, an operator loads crushed rock into a customer's trailer using a Komatsu WA320-8 wheel loader. "We tested several competitive brands and chose Komatsu because of its comfort and capabilities," said Vice President Tim Sample.

## ▶ VIDEO





An operator uses a Komatsu PC240LC-11 excavator to move logs and other organic material. “We use the PC240 and 290 like Swiss Army knives to load granite rock, yard waste, concrete and all other sorts of things,” said Vice President Tim Sample. “With the new equipment, we’re able to get a lot more work done.”

challenging environment, the firm turns to Tractor & Equipment Company (TEC) and Sales Rep Brent Harmon for its equipment needs.

“We do a lot of dirt work in the yard, but we’re not just sitting in dirt running pipelines and storm drain,” stated Tim. “We’re digging granite and running the landfill with our machines. We’ve worked with TEC for a while and have several types of equipment from them.”

Sample & Associates recently added new Komatsu machinery, including PC240LC-11 and PC290LC-11 excavators as well as a WA320-8 wheel loader.

“We have several older Komatsu machines that we’ve acquired through the years and have always liked the way the equipment runs,” said Tim. “We especially like the new Komatsu equipment. It’s super smooth, runs well, is very powerful and makes it easy to switch out attachments.”

“We use the PC240 and 290 like Swiss Army knives to load granite rock, yard waste, concrete and all other sorts of things,” continued Tim. “The wheel loader has an internal scale system that makes it easy for the operator to weigh and load material for customers. We also really appreciate that the machines are durable, which means we can run them hard all day long, and they won’t break down.”

The company also added a KLEEMANN MC110R jaw crusher and MC09i EVO mobile cone crusher to break the rock that is pulled out of the quarry.

“We’ve had hydraulic crushers in the past that gave us a lot of headaches,” noted Tim. “One of the biggest problems was the inability to use our old crushers in tandem, which meant we were running two separate operations. Now, we can run



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Continued . . .

# With the new equipment, we're able to get more work done

... continued



President Brian Sample (left) and Vice President Tim Sample (center) work closely with TEC and Sales Rep Brent Harmon (right) to find the right equipment for their C&D operation. Also pictured is Tim's son, Connor.

one crusher directly into the other, and that saves time and money."

Sample & Associates relies on the service and support from TEC to stay running if a machine does need a repair.

"Our biggest problem before we added the new equipment was downtime," explained Tim. "We spent more on that and fixing old machines than what we did on new machinery. With the new equipment, we're able to get more work done."

## Staying consistent

Throughout the last 20 years, Sample & Associates has struck a healthy balance between the amount of material coming in and the speed at which we can get it back out of the facility.

"We like how busy we are now with 200 to 300 tons of material per day," said Brian. "Construction debris is the only business that we're in that really takes up space. We want this to last as long as possible, which is why we also focus on recycling and hope to continue what we're doing into the foreseeable future." ■

Sample & Associates recently added a KLEEMANN MC110R jaw crusher and a KLEEMANN MC09i EVO mobile cone crusher to break down granite from its quarry. "We've had hydraulic crushers that gave us a lot of headaches," said Vice President Tim Sample. "Now, we can run one crusher directly into the other, and that saves time and money."



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## Tuscaloosa's ST Bunn Construction Co., Inc. finds success with wheeled pavers, split-drum rollers

A major Alabama contractor is seeing success by adopting innovative paving equipment technologies. This includes the use of wheeled pavers instead of tracked, as well as unique split-drum, crab-steer rollers that provide special benefits in the kind of jobs that ST Bunn Construction Co., Inc. undertakes.

### Wheeled pavers boost mobility

ST Bunn Construction just marked 80 years of business in its hometown of Tuscaloosa, Ala. However, the asphalt contractor and producer is anything but old-fashioned in its pursuit of new technology to improve pavements. For example, the firm has chosen a platform of wheeled asphalt pavers.

In 2017 and 2019, Bunn acquired two 10-foot Super 2003-3i pavers with VR 600 rear-mounted screeds and an 8-foot Super 1703-3i paver with a VF 500 front-mounted screed, all are wheeled pavers from VÖGELE.

An operator uses a HAMM DV+70i VV-S roller on a recent ST Bunn Construction paving project in Tuscaloosa County, Ala. "The split drum keeps the mix from tearing on tight curves, and the crab steering gives the operator better visibility while compacting a wider area than the roller itself," explained Operations Manager Guy Watkins.



"I've owned tracked pavers and wheeled pavers, and in our experience, wheeled pavers are less expensive to operate," said President ST "Sonny" Bunn Jr. "However, there will always be times we need a tracked paver. Just north of here we can get into some very steep roads where we need the traction of a tracked paver, and other times we work in soil conditions in which we need a tracked paver."

While both wheeled and tracked pavers put down fine mats, it's the mobility of the wheeled paver that appeals to ST Bunn Construction.

"I can't tell the difference in the quality of the work between wheeled and tracked," Bunn shared. "We don't see any appreciable difference in the smoothness of the mat with a tracked paver versus a rubber-tire paver. However, if you are working multiple jobs in small towns, or even in the city of Tuscaloosa, we can 'road' the wheeled paver from one job to the other faster than we can a tracked paver."

"We had such great success with the WIRTGEN cold planers – they are superior to any other planer we've owned – so I decided to give the VÖGELE pavers a try," recalled Bunn. "We've always had a great relationship with Tractor & Equipment Company (TEC), which stands behind their products. So, we purchased the two pavers from them at the same time and have won several awards due to their performance."

The mobility of the wheeled pavers was made clear last year when the company paved a parking lot for a new school under construction in Buhl, Ala., in west Tuscaloosa County. There, its Super 1703-3i placed asphalt on a base course within tight radii around curves and parking lot curbs and also handled long pulls in one direction, which required the paver to back up for another run in the same direction.

### Roller 'split decision'

Following the 8-foot wheeled paver, an innovative HAMM DV+70i VV-S roller with split drums front and rear was used to compact the parking lot.



**ST Bunn Construction Company pairs its VÖGELE Super 1703-3i paver with a VF 500 front-mounted screed on a school parking lot in Buhl, Ala. Here, crews used the wheeled paver to place asphalt on a base course within tight radii around curves and parking lot curbs.**

ST Bunn acquired the DV+70i VV-S roller from TEC in July 2018. The compactor features all-wheel steering with two smooth vibratory drums, but with a twist: each is split into halves, which can turn at different rates. That provides ST Bunn with trouble-free compaction when negotiating the common, tight curves found in cul-de-sacs and parking lots.

As an added plus, the roller swaps steering via conventional articulated joint for all-wheel steering that permits precise movement on mats, including “crab” steering for the ultimate in mobility.

Add to this a fleet of WIRTGEN cold mills – including W 200i, W 210i, W 250i and W 2200 models – and it’s clear that ST Bunn Construction has chosen a WIRTGEN GROUP fleet for productivity and profitability.

ST Bunn Construction’s purchase of the DV+ roller was the end of a long search. “We do a lot of jobs where we go around cul-de-sacs or commercial parking lots and are rolling around islands. Turning the machine has a tendency to tear the mat,” Bunn says. “Normally we would run a rubber tire roller on one of those jobs to close the mat.



**The wide operator platform on the VÖGELE Super 1703-3i wheeled paver provides excellent visibility to the pavement below.**

“I remember years ago, when rollers turned with the drums instead of an articulated joint, we didn’t have near the problems we have now with tearing of the mat,” Bunn reported.

*Continued . . .*

# 'WIRTGEN GROUP equipment is top-notch'

... continued

"I started trying to find a new roller that turned with the drums instead of articulation.

"I was fortunate enough to be invited to go to the HAMM factory in Germany, (HAMM Vice President) Richard Evans told me, 'I've got something I want to show you.' He had several rollers lined up that we walked by; he showed me a DV+ roller, and I said, 'that's exactly what I've been looking for, a roller that turns with split drums!'"

A few months later, Bunn was walking alongside a DV+70i VV-S demonstration as it compacted a cul-de-sac. "Sure enough, it didn't break the mat or leave a roller mark," Bunn noted. "One of our senior operators was able to show the rest of the crew how it would perform in the field. We acquired the roller and use it nearly every day."

The split drum roller has become a fixture in ST Bunn Construction's fleet. "It's met all my expectations," Bunn said. "In downtown Tuscaloosa we ran the DV+70i VV-S in low frequency to avoid shaking the buildings, and it got density right away. It gets density well, rolls asphalt in tight places and is a good size."

**(L-R) ST Bunn Construction Company President ST "Sonny" Bunn Jr. shows Tractor & Equipment Company (TEC) Branch Manager Jody Thomason some of the paving awards his company has won as Construction Operations Manager Guy Watkins looks on. "We've always had a great relationship with our distributor, TEC, so in 2017 I bought two VÖGELE Super 2003-3i pavers with the VR 600 rear-mounted screeds," said Bunn. "We purchased both units at the same time and have won several awards due to their performance."**



Because the DV+ series turns via drums, rather than an articulated joint, it can meet some difficult compaction challenges. When the opportunity presents itself, the "crab" steering offset enables the machine to compact a wider area than the roller drums. However, ST Bunn Construction likes the drum-steering for an additional reason.

"Crab steering works when we are working against a stand-up curb or curb and gutter," Bunn said. "The operator can put the front drum right up against the curb and not worry about the back drum getting on the curb."

Front-and-back slat windows in the floor of the DV+ series rollers permit a clear view of the drums from the operator's platform. "If he can see his drum, he can tell if it's picking up asphalt," Bunn declared.

"The floor windows allow our operators to see the drums, and in particular, whether the water system has stopped working," said Guy Watkins, Operations Manager. "The split drum keeps the mix from tearing on tight curves, and the crab steering gives the operator better visibility while compacting a wider area than the roller itself, especially in getting rid of roller marks."

ST Bunn Construction also utilizes vibration/oscillation compaction in its two HAMM HD+120 VO tandem asphalt rollers and HAMM H13i VIO soil compactor, which combines oscillation with vibration in a single drum to get superior compaction.

Bunn added, "I really like the oscillation because if you don't quite get the desired density, you can go back and roll it again in oscillatory mode and get a little bit higher density on a cooled mat without cracking the aggregate."

## Pride in performance

The company's VÖGELE pavers have performed so well in recent years that they have won multiple awards for paving performance. More than that, they allow ST Bunn Construction put its mark on the community in a rewarding way and lets it express pride in what crews are doing.

"We live here and try to do the very best job we can," Bunn says. "I have always tried to buy the equipment that I think will do the best job. It takes attention to detail, more care and a little extra work to do a really good job. The WIRTGEN GROUP equipment, like our VÖGELE pavers, make that possible. It's top-notch equipment." ■

# Nucor Steel's Birmingham, Ala., facility builds capacity, gains reliability with new SENNEBOGEN Green Hybrid scrap handler

Space is at a premium at the Nucor Steel scrap yard located next to the company's mill in Birmingham, Ala. In total, the yard moves about 4,000 tons per day to feed its nearby melt shop.

Scrap Yard Supervisor Amy Alford and Scrap Yard Lead Brandon Keller oversee the process of unloading and loading 40 to 50 trucks plus 15 rail cars every day. "We're melting everything we take in," said Alford. "The rail cars are basically our storage. If we get 15 in one day, they have to be ready to be picked up the next day. And, if they aren't unloaded, we're getting charged for them."

To keep the material moving, the yard operates three purpose-built material handlers. The latest addition is SENNEBOGEN's new E-Series 855 M Hybrid scrap handler.

*Continued . . .*



Members of the scrap yard crew at Nucor Steel in Birmingham, Ala., gather in front of the company's new SENNEBOGEN E-Series 855 M Hybrid scrap handler. The staff is responsible for loading and unloading 40 to 50 trucks plus 15 rail cars every day.



An operator with Nucor Steel moves material with a new SENNEBOGEN E-Series 855M Hybrid scrap handler. "One of the things we really looked at when we were buying was the accessibility for maintaining the machine," recalled Scrap Yard Lead Brandon Keller. "With the 855 everything is 'right there.' I think we'll also see a cost reduction in basic service parts."

# Hybrid system can reduce energy costs up to 30 percent

... continued

“We were looking at other machines; seeing what was available for an early delivery,” recalled Alford. “Robert Boehme from Tractor & Equipment Company has been coming here for years, really putting in the effort, so we gave it a try.”

## Hybrid technology

The 855 M is one of SENNEBOGEN’s new-generation machines, featuring the unique Green Hybrid energy-recovery system.

Green Hybrid models are easily recognized by their large energy-recovery cylinder, mounted between the two hoist cylinders on the lifting boom. On every downstroke of the boom, this oversized hydraulic cylinder captures the energy produced by the lowering action and stores it in compressed nitrogen cylinders located in the rear of the machine. The stored energy is then used during the next upstroke to supplement the hydraulic power that lifts the load. The system performs best in operations that frequently cycle through up and down strokes. In such circumstances, it can reduce energy costs by as much as 30 percent.

## Focus on uptime

Equipment reliability is crucial to an operation on such a tight schedule. “If we aren’t running, the melt shop isn’t making steel,” Keller says. “One of the things we really looked at when we were buying was the accessibility for maintenance.

“I tend to look most closely at the maintenance side of things to make it easy on the crew. This SENNEBOGEN is a lot simpler to work on than the other machines. Our technicians were working down in tiny holes and were really fighting to put parts on and replace things. With the 855, everything is ‘right there.’ I think we’ll also see a cost reduction in basic service parts.”

Before the 855 was delivered, Boehme arranged for the Nucor scrap yard staff to take technical courses at SENNEBOGEN’s training center near Charlotte, N.C. “Two maintenance people attended, and we also brought one of our operators so he can help out with some of the service,” shared Alford. “The training was unbelievable.” ■

**Nucor Steel’s scrap yard in Birmingham, Ala., trusts its SENNEBOGEN E-Series 855 M Hybrid scrap handler to keep the yard on pace to feed the steel mill with 4,000 tons of melt material every day. The company purchased the machine from Tractor & Equipment Company and Sales Rep Robert Boehme.**



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# Response and recovery plans are key to successfully weathering a variety of emergency situations

One of the main factors in successful project completion is preplanning. That's also a key element in responding to an emergency situation or crisis, according to Troy Tepp, Director, Safety Services with Sentry Insurance.

"Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans; thoughtful preplanning that addresses potential scenarios is vital," said Tepp, whose webinar for the Associated Equipment Distributors titled, "Developing Your Emergency Response & Recovery Plans – Before They're Needed" outlined what businesses need to focus on during a crisis. He suggests starting by establishing goals and priorities.

"The top priority within any emergency response plan must always be developing procedures that prioritize the protection of

lives and the safety of your staff, customers and any other visitors to your facilities," said Tepp. "Keep in mind your procedures also need to account for employees outside of your fixed-based operations, such as field personnel, drivers and equipment operators."

Once life-safety priorities have been addressed, a focus on procedures to stabilize sites and protect buildings, premises and other key assets is the next step. Plans to protect sensitive records, monies kept on site and other assets should follow.

### Primary risks

Tepp emphasized that risk assessment is fundamental to the preplanning and development process. He advises firms to take into account three primary risks, including natural events such as tornadoes, fires, severe storms, hurricanes, ice and snow and



Troy Tepp  
Director,  
Safety Services,  
Sentry Insurance

Continued...

Response and recovery plans help ensure your business is well-prepared to handle risks and emergency situations. "Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans; thoughtful preplanning that addresses potential scenarios is vital," said Troy Tepp, Director, Safety Services with Sentry Insurance.



# Develop an action plan to mitigate risks

... continued

*Editor's Note: This article contains information from a webinar Troy Tepp of Sentry Insurance created for the Associated Equipment Distributors and from a conversation with Tepp. It is for information purposes only and provides insight for businesses in our industry.*

**Natural events, such as severe weather, happen across the United States. "These are the most likely risks firms face," said Troy Tepp, Director, Safety Services with Sentry Insurance. "Where you conduct business should be factored in. If you are a contractor who works across various regions, or all of the country, you must have every type of weather in your plan."**

flooding. "These are the most likely risks firms face. Where you conduct business should be factored in. If you are a contractor who works across various regions, or all parts of the country, you must have every type of weather in your plan."

Additional risk considerations are human incidents such as medical injuries, robbery or even bomb threats, according to Tepp. The final type of risk is technological occurrences, such as data breaches.

Pre-incident planning and awareness is another important step. Items under consideration can include alarms, public-alert and surveillance systems; site communication capabilities; communication with remote staff; municipal agency support resources; staff expertise, skill development and special needs; and evacuation routes and shelter spaces.

Tepp used a tornado as an example of how to align risk assessment with planning and awareness. "If that is one of your foreseeable emergencies, begin to create a plan by identifying the alarms and alerts that identify these events," said Tepp. "Then, you develop action that mitigates the risk, such as designating a shelter or shelters. You will also want to clearly identify them as such with signage and train staff to know where shelters are located and that they should immediately proceed to the shelters if they hear the alarms. You also need to designate and train staff members to assist those with special needs. If

personnel are off-site, have a communication plan to check on their safety and well-being."

The example outlined above is part of the phase that Tepp calls Designing Your Response Procedures. Responses should be specific, define roles and responsibilities and activate an assigned response team.

"These procedures will be unique for each scenario – no response is likely to be identical for any two emergencies," said Tepp. "Along with response procedures and staff responsibilities, document specific steps for notification, ongoing communication and your planned role for municipal emergency response services. These service providers can help in developing plans and are often willing to assist with annual training and drills. Monitoring staff performance and identifying areas to improve and modify may be part of assessing training and drills."

To prepare effectively, a business-recovery plan is needed, according to Tepp, who said the plan should designate a preassigned business-recovery team. Other elements of the plan can be determining essential versus support staff, creating recovery operations, outlining IT needs, looking at communication considerations, preparing daily progress updates and phased recovery, testing and training.

"Reporting the incident to your insurance carrier in a timely manner should be your first step (after an incident has occurred); the faster it's reported, the quicker an investigation can occur, and reimbursements can be made. Your team will oversee a successful recovery by putting the plans in place that you developed to deal with emergency events."

## Covering COVID

In addition to his formal presentation, Tepp touched on how to respond to major unforeseen incidents, such as the COVID-19 crisis. He said that an addendum to plans already in place or a section devoted to infectious diseases is a good idea, with a caveat.

"This event really came out of nowhere, so most people had not addressed something like it," said Tepp. "Businesses should consider having some personal protective equipment on hand such as masks, but not go overboard. It can be expensive, expiration dates come into play for items stored long term and having large numbers of such items is likely unnecessary in most cases." ■



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# New excavator offers fast cycle times, high productivity in machine designed for easy transport on tag trailer



**Andrew Earing,**  
Komatsu Product  
Manager

Whether you're a contractor just starting out or an established firm running multiple pieces of equipment, a basic digging machine likely suits your operation. Easy transport from job to job is an added bonus.

"Not all projects involve moving massive amounts of dirt; for instance, agriculture applications such as field tile repair to light utility and municipality work," said Andrew Earing, Komatsu Product Manager. "With fast cycle times, a maximum digging depth of more than 17 feet and high productivity, the new PC130-11 is a good fit."

Earing added that the excavator is highly portable. Komatsu's smallest conventional tail swing can be moved with a tag trailer and still have capacity to spare for additional support equipment.

"Mobility is a real asset with the PC130-11," said Earing. "When a contractor finishes one job, they can quickly load this excavator and be on the way to the next. When they get there, it's a matter of minutes to unload and start digging. That increases production time."

### Ready for the challenge

Earing added that like all Komatsu equipment, the PC130-11 is built for the long haul, as well as for versatility.

"It has steel castings in the boom foot, boom nose and arm tip," he said. "That provides durability for years to come. Additionally, the excavator is available with plus-one piping as an option, so you can run attachments, such as a thumb or hammer, providing the capability to perform multiple applications and potentially boost profits." ■

### Brief Specs on Komatsu's PC130-11 Excavator

Model	Operating Weight	Horsepower	Bucket Capacity
PC130-11	28,660 lb	97.2 hp	0.76 cu. yd

Komatsu's smallest conventional tail-swing excavator, the PC130-11 is a versatile digging machine for projects such as field tile installation, light utility and municipal work. It can be moved on a tag trailer with capacity to spare.



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**Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS**

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# Contractor keeps moving with a fleet of intelligent Machine Control and standard equipment



**Kelly Fulfer,**  
Owner/President



Discover more at  
[TECTractorTimes.com](http://TECTractorTimes.com)

**B**efore earning his high school diploma, Kelly Fulfer was an experienced operator who had chosen a career path in construction. As a teen, he worked part time for a contractor and was running a backhoe by his junior year.

“During my senior year I had only a couple of classes, so I worked during the day, too,” recalled Fulfer. “If the project was close to the school, I would just drive the backhoe between there and the jobsite.”

Today, Fulfer spends less time on machinery and more on overseeing his business, Superior Construction & Excavating, which is a full-service sitework company that also has its own gravel pits. The business typically runs 12 to 15 jobs at once. Recent assignments included a subdivision that called for excavating a pond with close to 270,000 cubic yards of dirt that was kept on site and spread for fill and grading.

### Spot-on accuracy in all materials

Superior Construction & Excavating operators used Komatsu intelligent Machine Control (iMC) D61PXi-23 and D61PXi-24 dozers

to construct the ponds, build subgrade for roads and level lots.

“The accuracy is spot-on, no matter the application,” said Operator Justin Bollinger. “I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it’s a matter of getting in the machine, doing a quick calibration and letting it do the work. If you have an area to fill, it will place the materials as fast as the truck drivers can dump them. The blade holds grade no matter how fast I push or what material I’m placing.”

Fulfer acquired the iMC dozers not long after he started using standard Komatsu equipment in his fleet. He now has more than 20 machines, including excavators, dozers, wheel loaders and articulated dump trucks.

“We had hydraulic component issues with another brand and that led to a need to rebuild several engines in a short time, so we took a look at Komatsu,” said Fulfer. “(Our distributor) put together an impressive package of machines. Equally important is service. (They) have been excellent to work with.” ■

Superior Construction & Excavating Operator Justin Bollinger fine grades dirt with a Komatsu intelligent Machine Control D61PXi-24 dozer. “The accuracy is spot-on, no matter the application,” said Bollinger. “I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it’s a matter of getting in the machine, doing a quick calibration and letting it do the work”

▶ VIDEO



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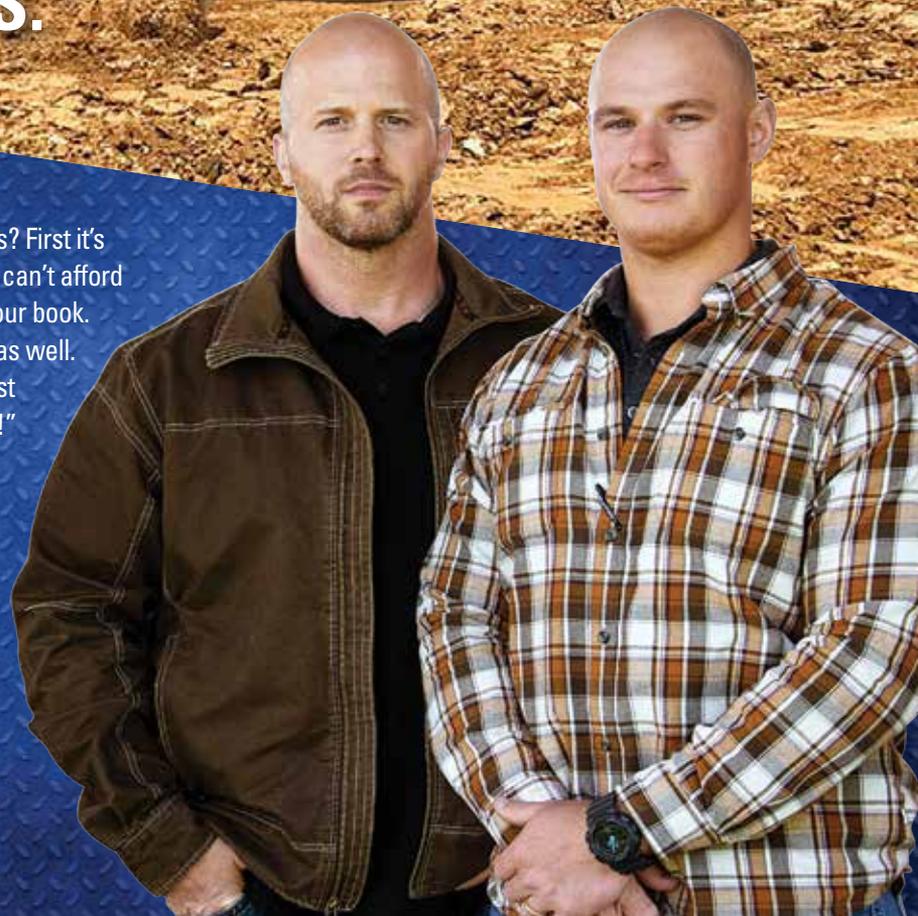
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# Automatic, semi-auto systems in new wheel loader assist operators during V-cycle loading



Robert Hussey,  
Komatsu Product  
Marketing Manager



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Experienced operators know that V-cycle loading can be a challenging application that takes time to master. One way to speed up the learning curve is with machinery features that assist in automating the process, according to Robert Hussey, Komatsu Product Marketing Manager.

“Several factors are part of a successful loading cycle, including proper digging into the pile to get a full bucket, approaching the truck, dumping, backing up and turning,” said Hussey. “Helping new operators become proficient as quickly as possible is essential. We took that into account when designing our updated quarry, aggregate and mining loaders, including the new WA800-8.”

Hussey highlighted three key systems that contribute to productivity and efficiency, which can be used together or separately to automate the work phases when V-cycle loading haul trucks:

- **Automatic dig** optimizes bucket load, actuating the bucket tilt and lifting operations by sensing the pressure applied to the work equipment.
- **Semi-automatic approach** raises the boom automatically when reversing out of the pile. The lift arms elevate until reaching the upper setting of the boom positioner, allowing the operator to focus on the travel path of the loader.
- **Semi-automatic dump** automatically raises the lift arms and dumps the bucket with the push of a button. After dumping, it levels the bucket and returns the lift arms to the lower boom positioner setting; however, the lift arms will not lower until the bucket has cleared the truck.

### New bucket design, customer-requested features

The WA800-8's bucket has a new shape that includes an increased radius and floor inclination that make it easier to fill and retain material. The spill guard was adjusted to give operators improved visibility to the pile, and sweeper wings on either side protect the front tires.

“We also responded to customer requests by introducing a modulation clutch for optimal tractive effort and throttle lock that improves cycle times by maintaining high work-equipment performance and saves fuel with auto-deceleration.” ■

### Quick Specs on Komatsu's WA800-8 Quarry, Aggregate, Mining Wheel Loader

Net Horsepower	Operating Weight	Bucket Capacity	Ideal Truck Match
854 hp	254,700 lb	15 cu yd	60- to 100-ton

With automatic dig, semi-automatic approach and semi-automatic dump systems, the WA800-8 assists operators in V-cycle loading. “Helping new operators become proficient more quickly is essential. We took that into account as we began designing our updated quarry, aggregate and mining loaders, including the new WA800-8,” said Robert Hussey, Komatsu Product Marketing Manager.



# Powerful, versatile VÖGELE pavers are designed for highway, large-scale projects

VÖGELE's new SUPER 2000-3i and SUPER 2003-3i 10-foot pavers are designed for large commercial projects like highway construction. Developed specifically for North American customers, both the tracked 2000-3i and wheeled 2003-3i deliver power and versatility in one package.

The driving force behind the machines is the powerful 6-cylinder, 250-horsepower diesel engine. With the VÖGELE EcoPlus low-emissions package, intelligent engine management supports low fuel consumption and low noise operation.

The large cooler assembly guarantees that the power unit delivers full output at all times. With innovative air routing and a variable-speed fan, temperatures are continually kept in the optimum range. This positively influences engine life and oil consumption, enabling the pavers to work in all climate regions.

Additionally, self-diagnostics and sensors for all critical engine functions virtually eliminate daily maintenance checks.

Each model is equipped with the latest version of VÖGELE's ErgoPlus 3 operating

system, which includes several ergonomic and functional features. The screed console has a large color display that can be conventionally shifted to either side of the operator's platform.

### Paving efficiency

Both the SUPER 2000-3i and 2003-3i have large material hoppers with a capacity of 16.5 tons. The hydraulically operated hopper front prevents mix from spilling when feed trucks change and ensures complete emptying, without requiring any manual work. A wide conveyor tunnel and powerful separate hydraulic drives support a laydown rate of up to 1,540 tons.

The pavers feature VÖGELE's Niveltronic Plus Automated Grade and Slope Control – a unique system that provides the basis for efficient paving that is true-to-line and level on any kind of base.

Efficient machine operation can be enhanced with the addition of VÖGELE 600-series Extending Screeds to meet any application. The VF 600 improves the pavers' maximum paving widths to 25 feet, 6 inches; the VR 600 extends to 28 feet, 3 inches; and the AB 600 allows for coverage of up to 27 feet, 11 inches. ■

### Quick Specs for VÖGELE's SUPER 2000-3i and SUPER 2003-3i Pavers

Model	Paving Width	Laydown Rate	Max Weight	Horsepower
SUPER 2000-3i (tracked)	9 ft, 10 in	1,540 ton/hr	49,490 lb	250 hp
SUPER 2003-3i (wheeled)	9 ft, 10 in	1,540 ton/hr	49,420 lb	250 hp

Developed specifically for North American customers, both the VÖGELE tracked SUPER 2000-3i and wheeled SUPER 2003-3i deliver power and versatility in one package.



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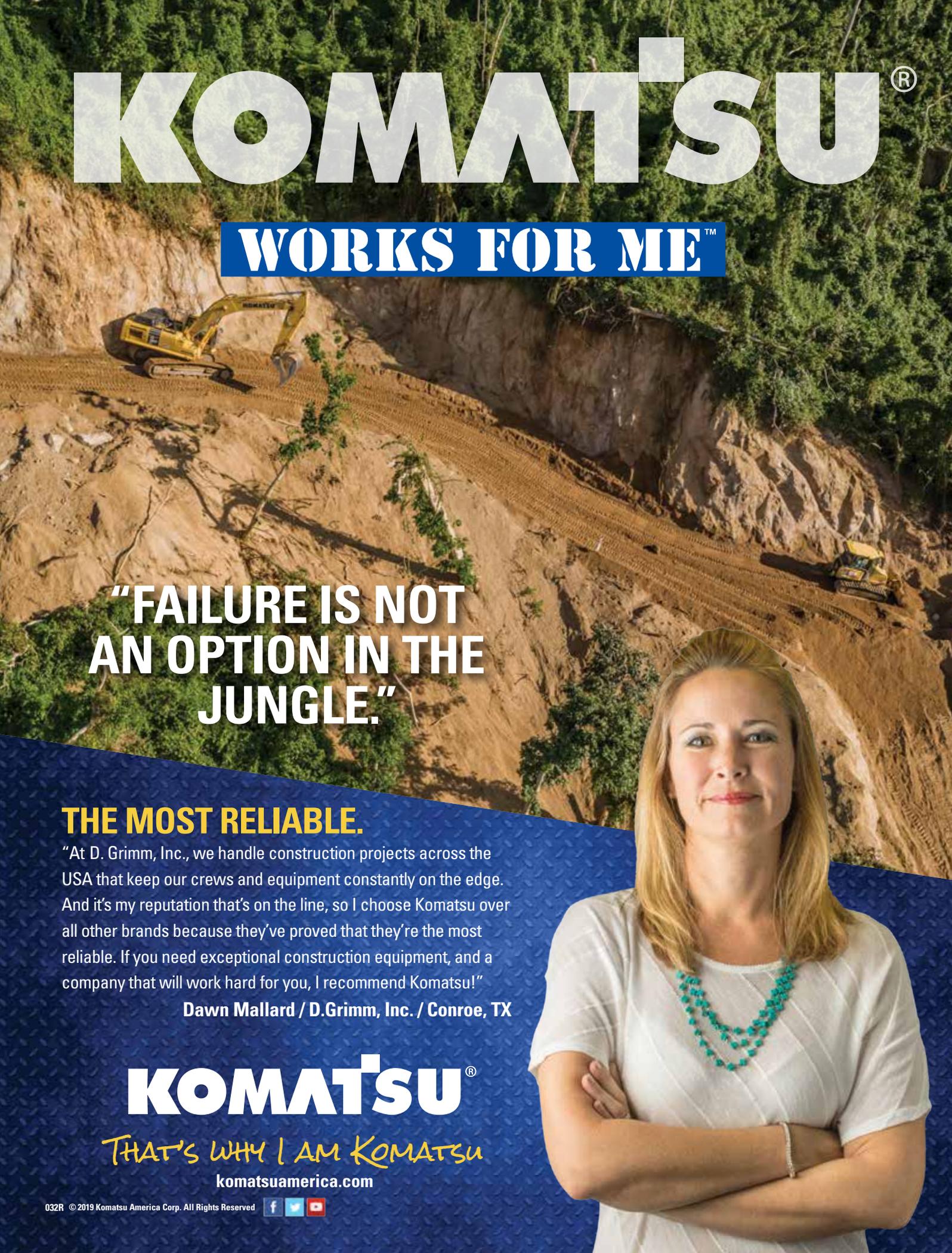
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# Mike Gidaspow says that the features and technology in today's equipment are the result of connecting with customers

**QUESTION:** During the past few years, Komatsu has emphasized talking with customers in the field. Why is that so important?

**ANSWER:** Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve. What challenges are they facing? What are their pain points with equipment? We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable.

**QUESTION:** That's surely been a challenge with COVID-19. How are you adapting?

**ANSWER:** Much like everyone else, we are doing a lot of remote video conferencing. There have been some growing pains, but also positives, such as the ability to "meet" and talk with more people each day. It's not the same as talking face-to-face, shaking hands and being on a jobsite – and we hope to be able to get back to that very soon – but it's a fair substitute.

At CONEXPO, we placed a strong emphasis on Smart Construction and its ability to increase efficiencies with technology. A big component of it is having fewer people on the jobsite and more people working remotely. That seems to have gained acceptance faster with the current situation. Customers have really embraced remote technology, such as KOMTRAX and intelligent Machine Control, to monitor and manage their machinery.

**QUESTION:** Do you see this as a long-term trend?

**ANSWER:** We were already seeing it to some degree, but it appears to have accelerated under the circumstances. Customers are asking what tools we have to help them better function in this situation, and we believe they will continue to do more and more going forward.

**QUESTION:** Will technology continue to play an ever-increasing role?

**ANSWER:** It certainly will, and the faster equipment users accept and implement

*Continued . . .*

*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.*



**Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions**

Mike Gidaspow said that when he joined Komatsu it fulfilled a childhood wish. He started with the company as a test engineer executing performance and stress testing of equipment.

"Growing up, I had visions of working for a car-review magazine and performance testing automobiles," said Gidaspow. "Construction equipment was pretty close, so it was a bit of a dream come true."

Komatsu was Gidaspow's second job after graduating from Illinois Tech with a degree in mechanical engineering. It has since led to a 20-year career with the company and an MBA from the University of Chicago. During that time, he has held several positions in design engineering, strategy, product marketing and sales.

In his current role as Director, Sales and Marketing, U.S. Central and Canadian Regions, Gidaspow works directly with Komatsu distributors to acquire equipment and assists them in helping their customers find the right machinery to fit their needs.

"There are new challenges and opportunities every day in this industry," Gidaspow stated. "When you work with an individual or a company to come up with solutions that make their business more efficient and potentially more profitable, that's a real win for everyone. And, the equipment is fun. That's what makes this career so enjoyable."

When he's not in the field with distributors and customers, Gidaspow enjoys spending time with his family traveling, biking and doing other outdoor activities. He and his wife, Julie, have two sons. ■

# Technology is changing the landscape

... continued

it, the faster they will see the positives. Technology is transforming construction. It's giving companies the ability to get results in less time. Drone surveys provide actionable data that can be acted on much more quickly



Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions, says technology will continue to play an ever-increasing role in construction machinery, including GPS grading systems, such as Komatsu's intelligent Machine Control.

than with traditional surveying methods. Remote file transfer to an intelligent machine delivers real-time information about changes to plans. That replaces driving to the jobsite. Those are just a couple of the numerous ways technology is changing the landscape.

**QUESTION:** Komatsu Chairman and CEO Rod Schrader serves on the board of the Associated Equipment Manufacturers (AEM) and you are on its I Make America committee. Why is this involvement important?

**ANSWER:** These groups are comprised of individuals and companies who advocate for common causes. For instance, AEM has all types of manufacturers, including our competitors, who want to bring awareness to issues such as increased infrastructure investment. We know we have a stronger voice, and, if we work together, we can hopefully get Congress to pass meaningful legislation that has a positive effect on the country, such as better roads, bridges and utility systems.

Another area we are supporting is increased investment in workforce development, so we can get the word out that manufacturing and construction are great, well-paying career choices. ■

In-the-field conversations provide Komatsu with first-hand feedback on what customers seek to make their operations more efficient and productive. "Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve," said Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions. "We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable."



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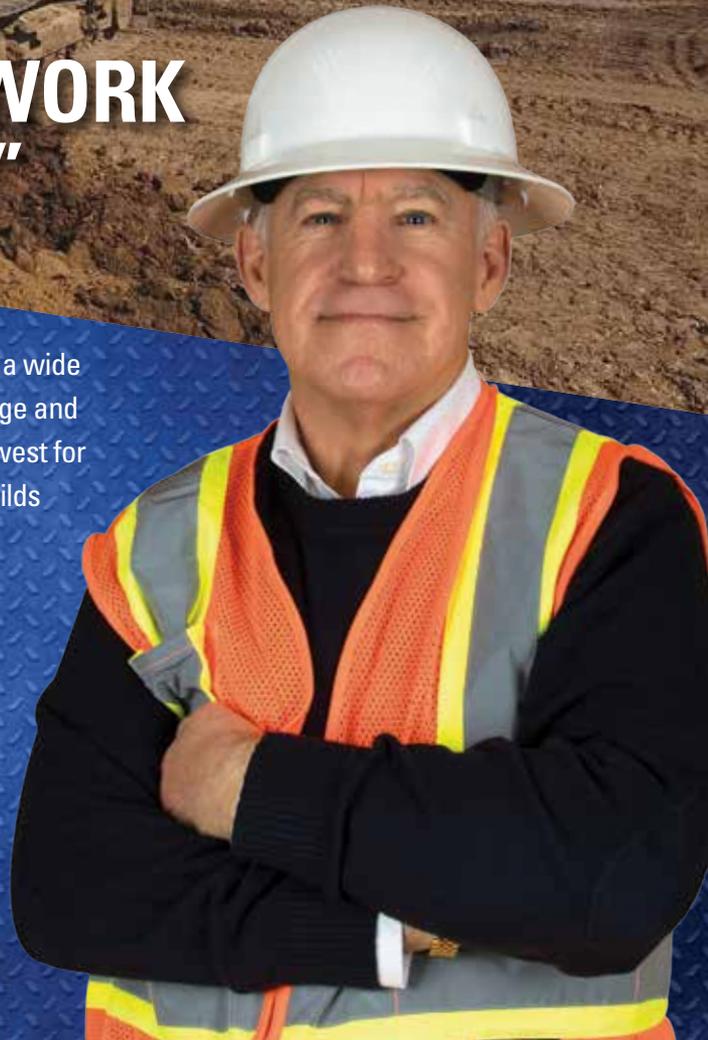
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**Marv Selge / Selge Construction, Inc. / Niles, MI**

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# intelligent Machine Control 2.0 increases dozer productivity with grass-to-grade automatics

Construction companies are always seeking ways to boost production. The combination of today's equipment and technology elevates the ability to do so like never before.

"Aftermarket GPS add-on systems started the trend toward automated grading, and we built on that with the first generation of our integrated intelligent Machine Control (iMC) dozers," said Derek Morris, Komatsu Product Marketing Manager, intelligent Machine Control. "Now, we're introducing the second generation with products that deliver iMC 2.0."

Morris describes iMC 2.0 as a suite of productivity features that utilize advanced machine technology to improve dozer production. It debuted at CONEXPO and was previewed on the D71PXi-24, Komatsu's newest and largest hydrostatic dozer to date. The D71 will be available later this year, and iMC 2.0 will be available on other dozers later this year as well.

One of the key attributes of iMC 2.0 is the previously introduced patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator, 100 percent of the time. During operation, the dozer measures the terrain it tracks and uses the track-level data to

plan the next pass, making it 60 percent more productive than previous-generation iMC models, according to Komatsu.

### Improved automation

New features of iMC 2.0 include patent-pending lift layer control, which automatically spreads fill from existing terrain with one press of a button. Much like proactive dozing control, this option also tracks the terrain and uses that data to plan the next pass, which doubles production and achieves consistent layers for quality compaction.

Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80 percent.

Quick surface creation creates a temporary design surface with one press of the button. When combined with other iMC 2.0 functions, operators can begin stripping or spreading using automatic without waiting – or the need – for a complex 3D model.

"iMC 2.0 uses a new system architecture to deliver automatics from grass to grade," said Morris. "It really is the next evolution of iMC and further enhances operators' ability to increase production." ■



**Derek Morris,**  
Komatsu Product  
Marketing Manager,  
intelligent Machine  
Control

Komatsu introduced intelligent Machine Control 2.0 during CONEXPO and previewed the D71PXi-24, which features the second-generation technology. The system allows operators to run fully automatic from first-to-last pass with key features that boost productivity by up to 60 percent.



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# MyKomatsu web-based solution simplifies fleet management and e-commerce

Fleet management is essential to machine health, ensuring maximum uptime and, in turn, production. Keeping track of data across multiple jobsites and ordering maintenance items through various online platforms can make it a challenge.

“Quick access to critical information is vital,” said Rizwan Mirza, Komatsu Manager, Telematics, Products & Services Division.

“Customers told us they wanted to be able to access their fleet data at any time, from a single site where it’s organized in a standard way. We responded with MyKomatsu, a complimentary web-based solution that integrates many legacy systems to deliver intelligence that assists customers in running their businesses.”

## Actionable resources at your fingertips

MyKomatsu enables users to visualize and evaluate their assets with fleet-wide or equipment-specific information from any device and order Komatsu Genuine Parts. “Combining parts ordering capabilities and telematics allows customers to monitor machine conditions and quickly order parts when needed,” said Tom Hergenreder, Komatsu Marketing Manager, Parts.

Hergenreder added that ordering parts is easy with checkout similar to that of online shopping sites. “Customers receive a tracking number to keep tabs on the order. With flexible shipping options, they can conveniently have their parts delivered virtually anywhere, including directly to their jobsites or have them waiting at their local distributor’s parts counter.”

Fleets can be viewed on a map or list and highlighted with quick statistics from the past day, week or month. “Starting from a fleet view, users can easily check the performance of their fleet or an individual machine,” Mirza explained.

“Working hours, fuel, idle time, working modes,

CARE reports, standard and extended warranty details, recommended parts lists based on machine hours and more are available,” added Hergenreder. “The parts recommendation feature makes it easier to quickly identify the maintenance items that are coming due for service, without the need for extensive searching.”

Customers can register for a complimentary account on the MyKomatsu website (MyKomatsu.komatsu). After inputting some details, a notice is sent to the local distributor who provides the customers with access. Once activated, users can begin to reap the benefits.

“We are working to add customers’ competitive machines to be able to track them, too,” said Mirza. “This really does simplify fleet management, marrying it with a simplified e-commerce. We are also working on a mobile app with the same features, which will be available in the near future for both Android and Apple devices.” ■



Rizwan Mirza,  
Komatsu Manager,  
Telematics, Products  
& Services Division



Tom Hergenreder,  
Komatsu Marketing  
Manager, Parts



# Adding automatic lubrication system can sustain vital components' performance, longevity



Scott Ruderman,  
Komatsu Product  
Marketing Manager



Dan Varon,  
Graco Market  
Specialist

Proper greasing completed at recommended intervals is vital to the performance and longevity of components. Komatsu Product Marketing Manager Scott Ruderman emphasized that one way to stay on schedule is with an automatic lubrication system.

“Equipment has several grease points, and it takes time to manually hit them all,” said Ruderman. “In some cases, those tasks are done multiple times a day. The chance of missing one can potentially be very costly. An automatic lubrication system eliminates that possibility by dispersing a metered amount of grease to each individual point at set intervals during operation.”

### Easy to use

Ruderman said systems from Komatsu-allied vendors, such as Graco, should be considered and are available for trucks, wheel loaders and excavators. They are pre-installed on new machines or come as a field-install kit for equipment already in the field. Working together, the two companies ensured that a Graco automatic lubrication system meets Komatsu's recommended grease intervals.

“Ideally, once it's set to Komatsu's recommendation, no additional adjustment is needed,” said Dan Varon, Graco Market Specialist. “However, you can manually regulate the amount of grease. For example, if

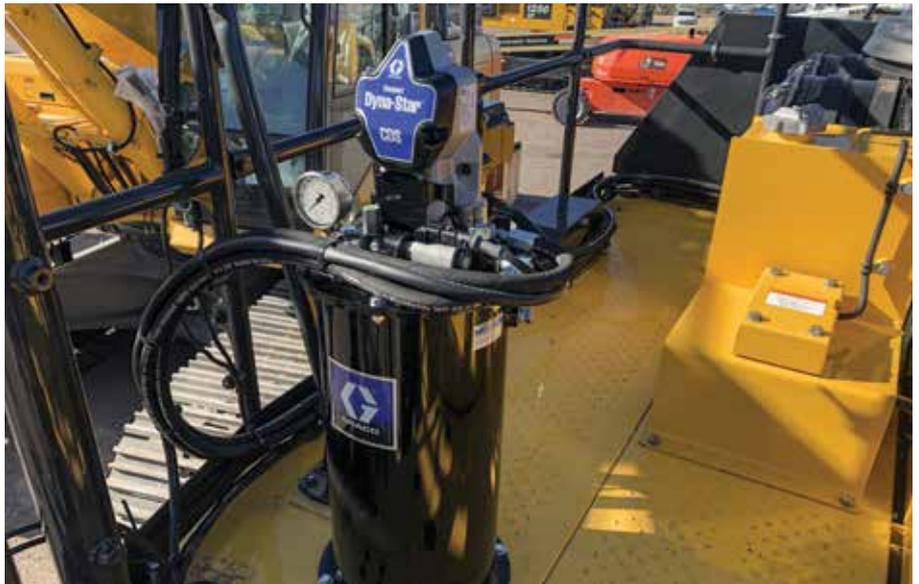
operators notice that they are raising the dump body more than usual, they can increase the interval for that individual point.”

Varon added that newer Graco systems, such as the one used with a Komatsu HD605 haul truck, have enhanced features. Its GLC X controller and Auto Lube™ app are Bluetooth-enabled for remote condition monitoring and data logging. Information can be tracked via the smartphone app and exported to a common data file for maintenance records. Additional components include the new Compact Dyna-Star® pump that reduces weight, increases platform space and has continuous level monitoring.

Wheel loaders and excavators use a GLC™2200 controller to control the pump and monitor the level of grease and system performance. Working in conjunction with the controller is Graco's G3™ pump, featuring an 8-liter translucent reservoir with stir paddle and a low-level monitoring switch. The series progressive system feeds a set of divider valves to deliver the predetermined volume of grease to each point.

“Both systems have convenient ground-level ports for refilling the reservoir quickly without the need to climb on the machine,” Ruderman noted. “Using auto lube is highly recommended for keeping vital parts moving and preventing premature failure.” ■

Automatic lubricating systems for trucks, wheel loaders and excavators are pre-installed or come as field-install kits for equipment already in the field. The systems ensure greasing at recommended intervals to maximize component performance and longevity.



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**Tractor & Equipment Company**

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# TEC employees first in North America to complete initial training in WIRTGEN’s Master Technician Program

Thirteen Tractor & Equipment Company (TEC) technicians successfully completed the foundation level of WIRTGEN’s new training program, making TEC the first distributor in North America to have staff members certified by WIRTGEN.

“I think it’s in TEC’s DNA to strive to be first, and we are all better – WIRTGEN GROUP, TEC and customers – for their all-out effort to develop technicians and recognize their achievements,” said Bill Stetar, Director, Service Training, WIRTGEN America.

Members of the inaugural group of technicians to earn the WIRTGEN Master Technician Foundation Certification credential include Aaron Wildes, Albany; Charlie Gilbert, Mobile; Cliff Boothe, Birmingham; Duane Bailey, Forest Park; Jeremy Taylor, Tuscaloosa; Josh Prater, Columbus; Kenneth Branson, Calhoun; Kristopher Shannon, Macon; Oscar Suarez, Hoschton; Randy Mooney, Decatur; Steven Monroe, Savannah; Toby Green, Montgomery; and Woody Higginbotham, Anniston.

“This certification benefits TEC customers because these well-rounded technicians have seen and completed training to service and repair their type of equipment,” explained TEC Training Administrator John Holley. “Our

techs have hit a big milestone as the first to earn this designation.”

### Equipment-specific learning

Prior to WIRTGEN America’s introduction of the training on a national level, it relied on a program that TEC initially developed to provide its technicians with WIRTGEN-specific training.

*Continued . . .*



**Bill Stetar,**  
Director, Service Training,  
WIRTGEN America



**John Holley,**  
TEC Training  
Administrator

## Thirteen TEC techs complete five courses, 112 hours



**Aaron Wildes**



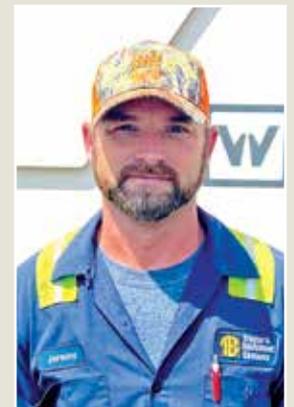
**Charlie Gilbert**



**Cliff Boothe**



**Duane Bailey**



**Jeremy Taylor**

# Program provides a clear-cut career path for techs

... continued

## TEC leads the way with WIRTGEN training



Josh Prater



Kenneth Branson



Kristopher Shannon



Oscar Suarez



Randy Mooney



Steven Monroe



Toby Green



Woody Higginbotham

“The forerunner of this program started with TEC in 2017,” said Stetar. “TEC management expressed interest in developing something parallel to the Komatsu Master Technician program for the WIRTGEN road-building business. With TEC helping to pave the way, we were able to adapt the TEC-specific program, refine it and roll out a pilot last fall and then to all WIRTGEN America dealers in January 2020.”

WIRTGEN offers two additional levels – Master Technician and Master Technician Specialist, which has five components: KLEEMANN, HAMM, WIRTGEN, VÖGELE and the WIRTGEN GROUP. The training sequence was developed in response to both technicians’ desire for a clear-cut career path and dealerships’ need for highly skilled technicians. WIRTGEN personnel lead the hands-on courses.

“We heard our dealers speak loudly and clearly regarding the need for a career path and road map for their technicians supporting the WIRTGEN America products,” shared Stetar. “The Master Technician Program is our response to help dealers navigate the equipment-specific learning needs associated with supporting the divergent types of WIRTGEN GROUP equipment and machines. At the same time, the program recognizes technicians for meeting defined training milestones.”

Courses cover the principal machines used in constructing roads: milling, paving and compacting. Requirements for foundation-level completion include five courses and 112 hours of equipment-specific training on large and compact WIRTGEN mills, VÖGELE -3 pavers and HAMM HD/HD+i compactors.

The increasingly technical and complex nature of the equipment highlights the importance of specialized training.

“Our machines are precision-production equipment,” said Stetar. “A WIRTGEN GROUP machine’s complex network of controls, sensors and software all work synchronously to maintain and meet quality requirements, whether it’s milling, paving, compacting or crushing. We don’t usually think of road building that way, but with the requirements that today’s contractors have to meet, the machine must be up to the task. Across the board, TEC recognizes that equipment-specific competency is crucial to be able to support customers.” ■

# Travis Heseltine loves the daily variety, challenge that come with inside parts sales career

**W**hile some tasks are occasionally repeated, no two days are ever exactly the same for Travis Heseltine, who handles inside parts sales for a Komatsu distributor.

“It’s hard to believe such variety after 21 years in a parts department, but that’s a great advantage to this job,” emphasized Heseltine. “Sure, there are some jobs I do on a routine basis to keep things in proper working order; however, I never have that sense of ‘here we go again’ doing the same thing over and over, day after day.”

Working in a parts department has been the one constant in Heseltine’s life since he joined the distributor in 1999 after serving in the U.S. Army for five years. While in the service, he was a radio operator and worked with computers and automation.

“That training fit right into the current parts world, which has become increasingly automated, Heseltine pointed out. “When I started, parts books on CD were the big thing. Now, pretty much everything is online. Today, when a customer places an order by phone or online, we can find what they need in seconds after a few mouse clicks. I put the order together and send it to the warehouse for them to pull the part or parts to be ready for pick up, delivery or shipping.”

### Priority on speed, affordability

Heseltine helps locate and secure parts for both internal use – which includes the distributor’s shop – and for external customers either through his company’s warehouse locations or directly from the inventories of Komatsu and other manufacturers.

“The sooner we can get machines back into production the better, and that’s why most common items are kept in stock, as well as a large inventory of replacement parts,” Heseltine explained. “If we don’t have something, in most instances, we can get it in fairly short order. I try for the fastest, most cost-effective means for the customer.”

Case-in-point involved a recent order from a mine for radiator coolers. Heseltine worked with a freight company to ensure delivery

of the coolers to the customer within its specific timeframe.

“It was a challenge, but anytime you deliver for the customer and make them happy, it’s a good feeling,” said Heseltine. “I enjoy what I do, or I would not have stayed with it this long. The equipment industry is great, and parts are a critical piece of the puzzle. You can’t fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I’m glad I found this job and made a career out of it.” ■

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**“I’m glad I found this job and made a career out of it.”**

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Travis Heseltine (below) looks up a part on his distributor’s inventory. “I enjoy what I do, or I would not have stayed with it this long,” said Heseltine of inside sales. “The equipment industry is great, and parts are a critical piece of the puzzle. You can’t fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I’m glad I found this job and made a career out of it.”



# Komatsu supports Feeding America as national partner in COVID-19 response efforts, donating funds to aid food banks



Rod Schrader,  
Chairman and CEO,  
Komatsu North America

More than 37 million Americans face hunger each year. Recently, as the COVID-19 pandemic pushed millions more into food insecurity, Komatsu's North American business units partnered with Feeding America, the nation's largest domestic hunger-relief organization, to donate up to \$250,000 to support the organization.

"The hunger crisis grew quickly in the face of COVID-19," said Rod Schrader, Chairman and CEO of Komatsu's North American operations. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities."

In May, Feeding America predicted that its network of local food banks would need an additional \$1.4 billion during a six-month period to provide food assistance to people facing hunger – a 30-percent increase to the nonprofit organization's operating costs. The network of 200 food banks works with more than 60,000 soup kitchens, food pantries, churches and other community organizations to deliver food, even in the midst of a global pandemic.

"Feeding America is grateful to Komatsu and its employees for their generous support of our neighbors who face hunger during these uncertain times," said Lauren Bierdrion, Vice President of Corporate Partnerships at Feeding America. "Their donation will help food banks serve communities hit the hardest by the COVID-19 pandemic."

## Matching employee donations

Komatsu America Corp., Komatsu Mining Corp., Modular Mining and Hensley Industries – all North America subsidiaries of Komatsu Ltd. – are joining together in the effort. The business units are donating \$150,000 and are providing a two-for-one match of employee donations up to \$50,000.

The companies are dedicating an additional \$100,000 to local organizations in the communities in which they operate throughout North America to support specific charitable efforts and needs in the areas of medical supplies and support, food insecurity and community funds. ■

Komatsu's North American business units partnered with Feeding America, donating up to \$250,000 to the organization's efforts to provide food assistance to those facing hunger. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities," said Rod Schrader, Chairman and CEO of Komatsu's North American operations.



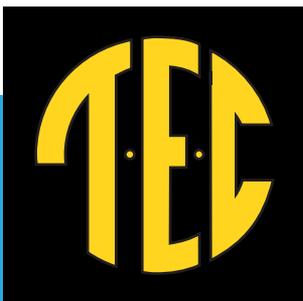
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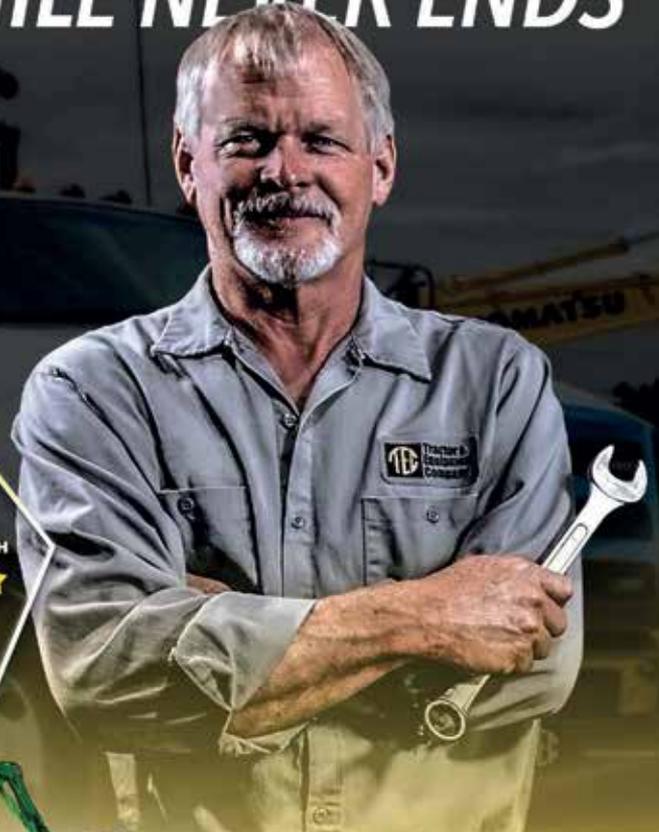
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