



TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

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Featured in this issue:

TWIN PINES COAL

This Alabama mining company ramps up production with a new fleet of Komatsu equipment

See article inside...



KOMATSU



George Barber,
President

A MESSAGE FROM THE PRESIDENT



Dan Stracener



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Dear Equipment User:

There has been a strong push in recent years for more “green” construction, and it seems that trend will continue to increase as more and more projects take sustainability into account as they’re designed. It’s likely that any job you do now and in the future will have factors built into it that call for reuse and recycling of materials.

Equipment is among the items that are affected as standards call for better fuel economy and lower emissions. Komatsu has always been a leader in those areas. With the development of its ecot3 engines, it’s lowering emissions with better fuel economy, while at the same time providing more horsepower. The result has been improved productivity for less, leading to lower per-yard costs.

You’ll find such technology in new Komatsu machines, such as the next generation of the D39-22 dozers featured in this issue of *Tractor Times*. Like other recent updates and additions to the Komatsu dozer line, these machines provide numerous features that help you move dirt faster and more efficiently.

At TEC we’re proud to represent such an innovative equipment manufacturer. If you’re looking for new equipment, Komatsu has a machine to fit nearly any need. Don’t forget, buying new equipment this year could provide you with significant tax advantages under the new Economic Stimulus Act.

As always, if there’s anything we can do to help you with your equipment, parts and service needs, please don’t hesitate to call us.

Sincerely,

Dan Stracener
President



TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

IN THIS ISSUE

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

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**RELIABLE EQUIPMENT
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A SALUTE TO A TEC CUSTOMER

TWIN PINES COAL

This Alabama mining company ramps up production with a new fleet of Komatsu equipment



**George Barber,
President**

With demand for coal at an all-time high, many producers are gearing up production and expanding. But for Twin Pines Coal, situated near Birmingham, Ala., that ramp-up in production started back in 2004.

“We recognized that significantly increasing production would require a serious investment in both bigger equipment and a larger fleet,” said Twin Pines Coal President George Barber. “Although cost was one part of the decision-making process, availability, serviceability and maintenance were also very important.”

That’s when Twin Pines Coal turned to Tractor & Equipment Company and Komatsu machinery, investing in a full fleet of 26 new Komatsu machines.

Today, Twin Pines Coal produces in excess of 2 million tons of coal per year with about 260 employees working in five mines. The company moves as much as 1.5 million tons per month of bank material at each of its sites.

TEC provided a comprehensive training program for Twin Pines Coal operators. That training helps this D475A-5 dozer operator get maximum material yardage on every push or pass.

Expanding in 2008

While those numbers are impressive, Twin Pines Coal is stepping up both production and efficiency this year.

“The increased productivity from the Komatsu fleet we purchased in 2004 exceeded everyone’s expectations,” reported Vice President/General Manager Donnie Franklin. “We were pleased with the performance, productivity and reliability of the machines. The D475A-5A super dozers and PC1800 excavators teamed with HD785 and HD1500 trucks worked perfectly for us. We had very little downtime with the equipment.”

That is why when Twin Pines Coal decided to expand again, it turned to Komatsu. “Just as we did four years ago, we worked with TEC and Komatsu to determine the best combination of equipment for our operations,” noted Vice President of Systems and Planning Jody Barber. “Our Komatsu fleet gave us exceptional availability and the support from TEC was excellent. It was an easy choice to upsize and upgrade our fleet again with Komatsu machines from TEC.”

This time around, Twin Pines Coal purchased four PC2000-8 excavators, 12 HD785-7 trucks, six D475A-5E0 dozers, two WA500-6 wheel loaders and two PC400LC-8 excavators, bringing its total number of Komatsu machines to more than 60. At the same time, the company also added four Driltech rotary blasthole drills.

Unconventional application

The Segco mine (one of Twin Pines Coal’s five mining sites) has an unconventional setup. Workers are stripping into the high





Properly matching equipment, such as the company's Komatsu PC2000 excavator with its HD785-7 truck, is integral to Twin Pines Coal's ability to move 1.5 million tons per month of bank material at this mine site.

wall as opposed to the more standard parallel operations. The crew is digging down more than 100 feet to reach the coal seams, which is a challenge for operators and equipment. Tackling these demanding circumstances are the company's new Komatsu 100-ton HD785-7 trucks, PC2000 hydraulic excavators with 17.8 cubic-yard buckets and D475A-5E0 standard dozers with giant variable rippers.

These machines have proved to be strong tools for dealing with abrasive and deep overburden. "Operators say the PC2000s are a perfect match for a four-pass operation with the 100-ton trucks and they appreciate the wide front and visibility of the cab," reported Franklin.

Using its Komatsu excavators with a backhoe rather than a shovel configuration has also proved very useful. "Some of the mine sites have fragile coal, and the backhoe configuration allows our operators to dig close to the seam without making actual contact until they are ready to load the coal," explained Franklin.

Reducing tire costs

According to Franklin, the tight turning radius of the HD785 trucks is an advantage because the trucks can simply turn around to get into load position in areas where competitive machines have to pull in and back up. "The result is reduced cycle times and increased production, as well as a safer work environment, because operators aren't backing up," he commented. "In addition, because the truck's tires don't spin when carrying material out of the pit, tire wear is reduced, which reduces both downtime and tire replacement costs."

Replacing tires has been a particular issue recently due to the worldwide tire shortage. The majority of mines have an overburden composed primarily of sandstone with a high silica content, which is extremely abrasive on tires, so tire wear was a concern for Twin Pines Coal from the very beginning.

Anticipating that problem, Twin Pines Coal began purchasing and stockpiling tires before its first HD785-5 Komatsu trucks were delivered four years ago and they continue to do so. Because the operation is large enough that it can buy in bulk, the time and money spent acquiring the tire inventory to avoid costly downtime has been well-spent, Franklin pointed out.

Help at hand

The management team at Twin Pines Coal believes another key to its successful increase in productivity is the quality of service it receives from Tractor and Equipment Company. "As in any operation, downtime is costly," acknowledged Franklin. "But in the mining industry, where minimizing cost per ton is vital to the bottom line, the loss of a single piece of equipment can hurt cycle times and production.

Continued . . .



Donnie Franklin,
VP/General Manager



Jody Barber,
VP Systems and
Planning

Adaptability, productivity key to Twin Pines Coal growth

... continued

TEC recognizes the importance of downtime and has mechanics on site daily to keep our machines up and running.”

Operator training has also played an important role in maximizing production and efficiency at Twin Pines Coal. Komatsu and TEC provide an ongoing, comprehensive training program to familiarize operators with the equipment.



Twin Pines Coal President George Barber (center) signs the purchase agreement for the latest fleet of Komatsu equipment his company purchased through Tractor & Equipment Company. With him are (L-R) TEC Sales Rep Robert Boehme, TEC Executive VP/General Manager – AL/FL Operations Lenn Morris, Twin Pines Coal VP/General Manager Donnie Franklin and Twin Pines Coal VP Systems and Planning Jody Barber.

A Twin Pines Coal operator loads a 100-ton Komatsu HD785 truck in four passes with a PC1800-6 excavator equipped with a 15.9-cubic-yard bucket.



“The ongoing training and the flexibility to schedule training around our mines’ schedules have helped boost the operators’ confidence significantly, particularly on the D475 dozers,” noted Franklin. “That training helps ensure the machines are being fully utilized and operators are getting maximum material yardage on every push or pass.”

Twin Pines Coal’s new D475A-5E0 dozers have 45-cubic-yard blades and its 10 D475A-5A super dozers are equipped with 58.9-cubic-yard blades. Features such as automatic lock-up torque converter, which increases power and speed, and electronically controlled joysticks that give operators the feel of controlling the blade, have also helped operators become more confident, which helps them increase their productivity.

“Overall, our Komatsu fleet is contributing significantly to increased production,” confirmed Franklin. “We are digging through very abrasive rock and subsequently are now able to mine in areas where others had given up.”

He observed that Twin Pines Coal mines blocks of coal that typically have a two- to three-year reserve. “We are able to quickly move our operations and take advantage of smaller reserves as well, bringing them online and making them more productive in a shorter time frame.”

Looking to grow

Currently, the majority of the coal mined by Twin Pines Coal serves the steam and industrial markets in Alabama. However, if the market demand shifts, the operation can respond accordingly. With rail, barge and truck transportation available, Twin Pines Coal can easily transport product for export to other parts of the country or overseas, helping it keep its competitive edge in the industry.

With its production increasing, the management team at Twin Pines Coal is optimistic about the future coal market. “We see the coal market remaining strong for several years to come,” projected President George Barber. “If Twin Pines Coal wants to continue to be an integral part of that strong market, adaptability and productivity are key.” ■



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E.R. SNELL CONTRACTOR, INC.

Family involvement through the years has been a key to this large Georgia firm's success



**Robin Snell,
President**

While it's a challenge for a family-owned and -operated business to succeed through a second generation, E.R. Snell Contractor is proof that it can be done, not just through two generations, but through a third and fourth, and into a fifth. Currently in its 85th year, E.R. Snell (ERS) has not only survived through each generation — it has grown and prospered with each succeeding group of family members until becoming what it is today, which is one of the largest, full-service construction-related companies in Georgia.

"We've been around since 1923 when my great-grandfather, G.F. Snell, and his son E.R. started building stone culverts, which eventually led them to concrete work," said fourth-generation President Robin Snell. "We're proud of our longevity, and proud that we've always been owned and managed by family members."

In fact, family involvement is one of the major reasons that ERS is the company it is today.

"E.R. had three brothers and a sister who worked with him," Robin recalled. "They all

had children, and most of those children also wanted to work here. Eventually, as more and more family came on board, my uncle Richard Snell, who succeeded E.R., could see there wasn't going to be enough concrete work to go around, so he got us into the grading business in the late 1970s, in part to accommodate all the family members. That move into grading allowed us to become more of a prime contractor rather than a sub. Since then, we've continued to expand by adding asphalt plants and paving services."

Robin says many outsiders are amazed that ERS has been able to stay together as a family business the way it has. He says one reason it has succeeded is because nobody is given anything.

"My grandfather had a rule — any family member who came to work here would start at the bottom and work his way up. That's the way it was and the way it still is. I graduated from college, but when I came to work here I started on a culvert crew tying steel and shoveling concrete for \$3.30 an hour. Several members of my generation have sons or sons-in-law working here — and they have all started at the beginner's level."

"Be the best"

Today, from its home base in Snellville, Ga., (the Gwinnett County town of 20,000 was founded by an early ancestor of the Snell family), ERS employs more than 600 people. The company is a major road builder, having worked on almost all of the major highways in the Atlanta area. E.R. Snell does both grading and paving for roads. The company also does commercial and residential site development; builds concrete structures such as bridges, culverts and retaining walls; and sells asphalt

From its headquarters in the Gwinnett County town of Snellville, just east of Atlanta, E.R. Snell has become one of the leading full-service construction companies in Georgia.





E.R. Snell owns a Komatsu WA500 and several WA450 wheel loaders, many of which work in the company's 12 asphalt plants, which are located throughout northern Georgia.

from a dozen plants located throughout northern Georgia.

"There's not much we can't, don't or won't do," said Robin Snell. "Our largest customer most years is the Georgia Department of Transportation, but we also work for counties, municipalities and private developers. Our goal is to do the best possible job for our customer every time out. To us, that means delivering a quality product at a fair price; doing it on time and on budget; and doing it with integrity and fairness.

"My predecessor, Richard Snell, once told me that if you're the best at what you do, you'll always be in demand," Robin recalled. "At E.R. Snell, that's our guiding philosophy. We have lots of good competition, but we always try to do our best and be the best, and give our customers what they want. We definitely stand behind our work."

Big work done safely

The scope of the work that E.R. Snell has done through the years is impressive. It includes a \$100 million-plus job to build 10 miles of roadway in Hall County along I-985 and Highway 53 near the Road Atlanta Speedway; building the Kennedy Interchange on I-285 and I-75 in partnership with Shepherd Construction Co., Inc. on the west side of Atlanta; and resurfacing both I-285 and the I-75/85 Downtown Connector.

"We've become a 24/7 company," said Robin. "If you're doing asphalt work in metro Atlanta, you're going to do it at night and on weekends, so that's what we do. We recently wrapped up that Downtown Connector project ahead of schedule, which we try to do routinely. We have the people, the equipment and the commitment to do that. We figure out what it's going to take, then we staff it properly to make it happen."

Results are important to E.R. Snell, but equally important is that they be achieved safely. Few



This operator uses a Komatsu PC400 to load an HM300 articulated truck at a Snell jobsite on Sugarloaf Parkway. The first phase of the project is for 2.5 miles of four-lane road extending from State Route 20 in Gwinnett County, near Grayson, Ga.



E.R. Snell's PC600 is also at work on the Sugarloaf Parkway job.

companies have made the commitment to safety that ERS has. Each employee gets extensive safety training, foremen and managers take additional safety classes, and the company has designed incentive programs to reward safe behavior in the workplace. In addition, E. R. Snell has three safety officers who inspect jobsites. Their work is overseen by VP of Human Resources Brian Snell.

"We put a family member in charge of our safety program to emphasize how important it is to us," said Robin. "We don't just take it seriously, we take it personally because we know firsthand that accidents happen. Brian himself lost a leg in a crane accident, and my cousin Chris, our CFO, is paralyzed from a construction-related mishap. We understand this is a dangerous industry. It's our job to provide a safe work environment and do all we can to ensure that each employee goes home to his or her family every night."

An extended family

Today, in addition to Robin, who serves as President, the E.R. Snell management team includes Executive Vice Presidents Chris Snell

Continued . . .



Scott Briscoe,
Vice President



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E.R. Snell values its people and equipment

... continued



Chip Price,
Assistant VP



Eric Snell,
Grading Foreman



Jared Snell,
Accounting

VP Randy Griffin
and Assistant VP
Kathy Stansell help
oversee the estimating
department.

and James Camp Jr.; Vice Presidents David Snell, A. Scott Briscoe, Brian Snell, Terry Hollis, Walter Zimmerman, Joe Milligan, Randy Griffin, Robert Morris and James Powers. There are also more than a dozen Assistant Vice Presidents.

Active stockholders are Robin, David, Brian, Kevin, Van, Chris and Fred B. Snell; Scott and Wayne Briscoe; James Camp Jr.; Thomas Byrd; Tim Magill; and Billy Franklin.

"When a retirement is going to occur, our stockholders basically decide the succession plan," Robin explained. "For example, we've already decided to groom Scott Briscoe to be the next president, after I retire. We're in the process of training him now and it will be a multi-year process, just as it was for me.

"Beyond family, obviously we have many people who are crucial to the success of the company," he added. "We consider our employees to be our No. 1 asset. Everybody here has a role and everybody's important to our long-term success. We truly believe that and we try to treat everybody in a way that makes them feel like they're part of our extended family. We



This E.R. Snell Komatsu BR580JG is one of the first Komatsu mobile crushers in Georgia.



definitely appreciate our long-term employees and fortunately, we have a lot of them."

Equipment they can count on

While Robin considers people to be E.R. Snell's No. 1 resource, he says equipment is a strong No. 2. "At various times in our history, we've used older equipment because that's what we could afford at the time. One thing we've learned is how much more efficient and productive we are when we have good, newer equipment."

Today, E.R. Snell's equipment fleet numbers well into the hundreds. When it comes to earthmoving machines, a majority of it, according to Robin, is Komatsu equipment from Tractor & Equipment Company.

"We probably own as many as 70 Komatsu machines. We have Komatsu hydraulic excavators, dozers, wheel loaders, rigid-frame trucks, articulated trucks — if Komatsu makes it, chances are we have it. The primary reason we have so many Komatsu pieces is because they're extremely reliable machines. We can count on them to work day-in and day-out, and that's crucial in this business."

Among ERS' Komatsu machines are excavators, from compact and tight-tail-swing models up to a PC800LC-8. The company also has a PC600 and about ten PC220s, which are the "go-to" machines on most of the company's grading division jobs.

Other Komatsu units include four HM400 and four HM300 articulated trucks; five HD325 rigid-frame haul trucks; a WA500 and several WA450 wheel loaders operating in the company's asphalt plants, plus another six WA250s; about two dozen dozers ranging from the D39 up through a D275; and one of the first Komatsu crushers in the state — a BR580JG-1.

Van and Kevin Snell manage the company's huge equipment fleet with Kevin focusing on the asphalt side and Van overseeing the construction side.

"I'd put Komatsu excavators, dozers and small wheel loaders up against anybody's," said Van. "They've done a really good job for us."

"The other thing we really like about Komatsu machines is that KOMTRAX is

standard on almost all their new models," said Kevin. "We especially like the advanced KOMTRAX that's on the newer machines. It lets us discover machine operating problems even before the operator knows about it."

Dealer support

In addition to the quality of the equipment, Robin Snell also appreciates the support ERS gets from Tractor & Equipment Company.

"TEC and our Sales Rep, Tim Aiken, do a really good job of having or finding what we need, giving us a fair price, and then, most importantly, standing behind the equipment that they sell us," said Robin. "We know everything we own is going to break sooner or later. Having a dealer that can get us back up and running right away is crucial, and TEC does that. We know they're going to take care of us — period. They're a pleasure to work with."

Some of ERS' Komatsu equipment, including loaders used in the plants, is on a PM service plan whereby Tractor & Equipment tracks and provides service and maintenance needs.

Optimistic about the future

Robin Snell says when he started at E.R. Snell 30 years ago, about 125 people worked there. It's grown almost five-fold since then. "The company has grown every year since I've been here. I wouldn't say that was necessarily by design; it was more a matter of being willing to take opportunities that presented themselves. We've made major acquisitions that were scary at the time, but fortunately they all worked out."

That willingness to make acquisitions is one of the reasons E.R. Snell has grown and been successful, but it's certainly not the only reason. Another key factor has been the company's willingness to try new technologies and new methods of operation.

"We do our best to stay current," said Robin. "Our acceptance of KOMTRAX is one example of that. Another example is that we recently installed Topcon GPS grading systems on some of our Komatsu machines. We're in the early stages and it's definitely a large up-front cost, but we're confident it will make us much more productive and efficient in the future."



E.R. Snell owns numerous Komatsu dozers including the new D51 (above) and D155 (at left). "Komatsu is a majority of our heavy, dirt equipment, and the primary reason we have so many Komatsu pieces is because they're extremely reliable machines," said President Robin Snell.



E.R. Snell officers (seated) Executive VP-Chief Financial Officer Chris Snell; (standing L-R) Executive VP-Asphalt Jimmy Camp; VP-Human Resources Director Brian Snell; VP-Corporate Secretary David Snell and President Robin Snell meet with TEC Sales Rep Tim Aiken.



VP Kevin Snell (left) oversees asphalt plants and paving equipment and VP Van Snell takes care of grading and concrete equipment.

Regarding the future, Robin says the current economy is a challenge, but he's optimistic about where E.R. Snell is headed. "It's possible our growth streak will end next year. Regardless, we feel we're on firm footing and will be able to do whatever we need to do to survive — then move forward again when the cycle turns back up." ■

LOOKING AHEAD

Massive new funding proposed to meet needs of transportation systems

Rep. John Mica, R-Fla., is looking ahead to funding the nation's highways and transit systems beyond 2009, calling for a massive increase over the \$286 billion under the current SAFETEA-LU funding measure, which provides funds for such projects as maintenance and rehabilitation of highways and interstates. SAFETEA-LU expires in 2009, and Mica wants more than a trillion dollars in new funding.

Mica, a member of the House Transportation and Infrastructure Committee, is aiming for \$1.5 trillion over five years, which includes \$500 billion in the basic bill, with another \$500 billion each for infrastructure and public-private ventures. Funding for the bill would come from several options a surface transportation commission called for earlier this year, including higher federal and state fuel taxes.

The proposal comes on the heels of a recent study that showed the U.S. transportation system is failing to keep pace with the demands of a 21st century economy. The study, "The Transportation Challenge: Moving the U.S. Economy," showed the U.S. competitive

advantage is shrinking as other countries increase investment in transportation infrastructure. The increasing age of the nation's infrastructure was a major contributing factor, and without needed investment, the nation will continue to fall behind.

"If the United States declines to invest in transportation infrastructure and ignores the transportation needs of key industry sectors, our economy will become less productive and less competitive," said Janet F. Kavinoky, Executive Director of the Americans for Transportation Mobility Coalition (ATM), who helped conduct the study, along with the National Chamber Foundation and the U.S. Chamber of Commerce. "Without an adequate transportation system, the nation's economic growth is at risk."

Recommendations urge more strategic planning

According to the study, lack of investment will put the U.S. transportation system further behind the growing demands of five major economic sectors — agriculture and natural resources, manufacturing, retail, services and transportation — which account for 84 percent of the nation's economy.

Several recommendations were part of the study, including emphasizing the importance of increased investment in transportation systems, such as highway, rail and marine. It urged policymakers to become more strategic in planning and investing in the U.S. transportation system.

"If we do not, our transportation system will become a competitive disadvantage for U.S. industries, and it will become harder to sustain the growth of our regions and the national economy," the report said. ■

Rep. John Mica, R-Fla., is looking for a massive increase in funding for the nation's highways when the current funding measure ends in 2009. A recent study shows the U.S. transportation system is failing to keep pace with the demands of a 21st century economy.



GUEST OPINION

BRIDGE TO THE FUTURE

ARTBA calls for increased funding in highway and bridge construction

The 2009 federal highway and transit authorization bill provides the best opportunity in more than 50 years to chart a new course for America's surface transportation programs and significantly boost highway and bridge construction for the future. But, it will be a heavy political lift to get the job done and will require strong grassroots support from transportation design and construction professionals.

Those were among the key messages American Road & Transportation Builders Association (ARTBA) President & CEO Pete Ruane delivered to 1,500 bridge owners and engineers, senior policymakers, government officials, bridge designers, construction executives, and suppliers attending the 25th Annual International Bridge Conference in June.

The United States has nearly 576,000 bridges. Approximately 22 percent are located on the National Highway System (NHS) and 55,245 are on the Interstate system.

Ruane cited research from the American Association of State Highway & Transportation Officials (AASHTO) calling for 10,000 miles of new routes or corridors and upgrading 20,000 miles of new or replacement bridges on the NHS.

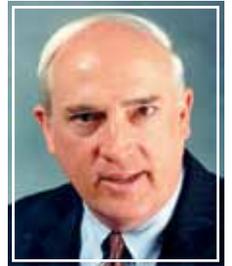
With the U.S. Department of Transportation (DOT) reporting more than 25 percent of the nation's bridges to be structurally deficient or functionally obsolete, the trend toward greater investment should continue, Ruane said. He cautioned, however, that a nearly 40 percent increase in highway and bridge construction costs since 2003 was making bridge improvements much more expensive, and would require additional federal, state

and local funding. Building support among policymakers at all levels of government will be challenging in the current political atmosphere, but can be done.

He outlined two major thrusts of ARTBA's legislative proposals for the 2009 bill, which include expanded investments in the core highway, bridge and transit programs — financed by a minimum 10 cents per gallon increase in and indexing of the federal motor fuels tax — to protect past infrastructure investments, particularly on the Interstate system.

The second part of ARTBA's plan calls for initiation of a 25-year national construction priority — the "Critical Commerce Corridors" (3C) goods movement program — to add new infrastructure capacity to the nation's transportation network. ■

ARTBA President & CEO Pete Ruane said the 2009 federal highway and transit authorization bill provides a great opportunity for a boost in future highway and bridge construction. ARTBA is calling for expanded investment in core programs as well as a 25-year national construction priority.



Pete Ruane,
President & CEO,
American Road
& Transportation
Builders Association
(ARTBA)



INDUSTRY OUTLOOK

GREEN BUILDING

How contractors can grow and profit by minimizing the environmental impact of construction projects



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When Francis Kent began recycling paving material nearly 30 years ago, he had to convince a lot of people the products made from crushed concrete and asphalt were an acceptable alternative to the construction building materials that come out of a conventional quarry.

“In the early 1980s, recycling wasn’t fashionable,” said John Kent, who joined his father in the family business and is now President of Oxford Recycling. “We had to fight to establish ourselves and prove to various municipalities and contractors that just because our product is recycled, that doesn’t mean it’s not as good as a virgin product. It meets required specs, and in fact, often exceeds them. But back then, we had a terrible time trying to convince people of that.”

Eventually the practice caught on and the Kents today are running a large operation that

sees upward of 1,000 trucks per day either delivering or picking up product. They’ve added tree grinding to their operation, producing valuable mulch from what formerly may have been landfilled, burned or buried.

The rest of the construction industry is fast approaching the Kents’ lead in what’s rapidly becoming known as “green building,” “sustainable design” or other terms that point to the idea of minimizing environmental impact through reducing the consumption of nonrenewable resources and waste.

A growing movement

The movement has been growing rapidly in the past few years as more consumers call for developers, designers and architects and builders to think about how they can build in a more eco-friendly way. The concept requires careful consideration in the planning stages, taking into consideration everything from how stormwater runoff can be used on site to selecting the most energy-efficient building materials. It often means using recycled materials throughout the construction process.

Industry professionals are taking green building and sustainable design into account and are joining such organizations as the U.S. Green Building Council (USGBC), a nonprofit organization that promotes such practices. It’s grown to include more than 16,000 member organizations and 75 regional chapters, offering programs to educate construction personnel on green practices.

The USGBC also certifies green projects through its LEED (Leadership in Energy and Environmental Design) Rating System, “a nationally accepted benchmark for the design, construction and operation

Old practices often called for burning or landfilling trees and shrubs during clearing and grubbing. Today, more and more companies, such as Oxford Recycling, are turning them into reusable products such as mulch.



of high-performance green buildings." It promotes a whole-building approach by looking at key performance areas, such as sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality. Points are awarded to designate certification levels of Certified, Silver, Gold and Platinum. A LEED-certified project meets rigorous criteria, and the honor can reap rewards for those who designed and built it, putting them at the forefront for winning more projects. Those who use it also benefit through a more healthful living and/or working environment.

"Green construction is 30 percent to 50 percent more energy-efficient and 40 percent more efficient in water usage, plus it offers health benefits," said Ashley Katz, Communications Coordinator with the USGBC. "Currently, we have a little more than 1,500 certified projects in total, but our goal is to have 100,000 commercial buildings and 1 million homes certified by 2010. We've also raised our commitment to fund green-building research by increasing the amount given in grants to \$2 million in 2008."

In addition to the increased use of recycled materials, nearly all new construction projects have other green considerations built into them, such as erosion-control measures, retention ponds to keep stormwater runoff on site, and balanced earthwork designed to cut down on the amount of import and export materials and compaction. Many call for disturbing as little ground as possible, as well as finding ways to save existing trees, or planting new ones.

In many cases, state highway departments have led the way by using existing roadway materials in the construction of new paving projects. Materials such as old concrete and asphalt roadbeds that used to be hauled away are now being crushed on site and reused as road base. Asphalt millings are used in shoulder materials or put back into the mix for new road pavement. Porous pavement that allows water to drain through it to the stone base and back to the soil is becoming increasingly more popular.



More efficient machines with Tier 3-compliant engines, such as Komatsu's Dash-8 excavators and new BR580 JG crusher, increase production with less fuel and lower emissions than previous models. Used in combination, as shown here, these machines can turn old pavement into new materials for reuse, rather than putting them in a landfill.

Efficient machinery reduces emissions

Reducing environmental impact in construction means more than just using recycled materials and careful jobsite planning. It also takes into account the machinery that's used to make the materials, move the dirt and lift building products into place. Equipment manufacturers are doing their part in conjunction with federal regulations and guidelines, which have included mandates that lower engine emissions, such as nitrous oxide (Nox) and particulate matter (PM). Both are considered significant public health risks.

Latest regulations require new diesel engines to meet Tier 3 standards, with stricter Tier 4 standards coming in the next few years. In some cases, the results have not only been lower emissions, but less fuel consumption as well, leading to the same or better production with lower operating costs. It's a win-win for the equipment user.

"That's been a great benefit of our ecot3 engines (the 'eco' stands for ecology and economy; the 't' for technology; and the '3' for Tier 3)," said Toshio Miyake, who was involved with product planning for Komatsu Ltd. during the development of ecot3 engines. "In addition to meeting the emission regulations, and thereby putting fewer pollutants in the air, we're also able to make a better machine.

Continued . . .

Komatsu, contractors join green movement

... continued

“Initially, there was concern that emissions requirements might negatively impact some power and performance features. But we’ve overcome potential problems and we view the ecot3 engine as a big step forward in all respects for equipment users.”

Manufacturing part of the process

Komatsu and other manufacturers are taking additional steps by making going green

Factories such as Hensley Industries, part of Komatsu Ltd., are using more environmentally friendly practices during production. The plant, which makes ground-engaging tools for mining machines, recycles nearly 100 percent of its waste products, including dust, which goes into this containment area. It is pelletized and sold for use in other products, including concrete.



a consideration in the manufacturing process. When Hensley Industries, part of Komatsu Ltd., built its new foundry in Dallas, several steps were taken to improve efficiencies and recycle nearly 100 percent of the waste materials it generates in the process of making ground-engaging tools for mining machines.

During the planning stages, Hensley took into account how potential environmental issues, such as noise, smoke and odor, would affect not only the workers at the foundry, but its neighbors as well. The plant was built with a highly effective dust-collection system that moves the dust to outside containment units where it’s eventually pelletized and sold for reuse in such products as concrete. Noise suppression was built in so a nearby school and apartment complex wouldn’t be affected.

“We’re very proud of what we accomplished as we set out to build a very modern facility that was environmentally friendly and an asset to our neighbors,” said Paul Rudd, General Manager-Manufacturing, who helped design the foundry. “It’s truly state-of-the-art and highly efficient. It’s the cleanest manufacturing facility I’ve ever seen.”

Continuing to grow

Contractors can invest in ways to help too. Using newer, lower-emission equipment, or retrofitting older equipment with more environmentally friendly engines can help out. Employing GPS-based site-preparation practices can help operations be more efficient. These systems allow users to get to grade in fewer passes with less wasted effort. More accurate grading requires less aggregate material for subbase, and increasingly, the subbase that is used is coming from recycled products, such as the ones Oxford Recycling makes.

“Much of the material we recycle would have ended up in a landfill. Asphalt and concrete do not decompose, so it’s not beneficial to dump that material there,” Kent noted. “Reusing the material is a way to reduce the environmental impact in variety of ways. Not only is the paving material reused, it often reduces trucking, which means fewer emissions. We’ve seen a gradual increase in the use of our recycled materials, and we believe it’s only going to continue to grow.” ■



RELIABLE EQUIPMENT
RESPONSIVE SERVICE

NEW UTILITY MACHINES

COMPACT EXCAVATORS

Here's a first look at Komatsu's new MR-3 series

Komatsu recently introduced its third generation of short-tail-swing compact excavators, the MR-3 Series. The MR-3 carries the Komatsu pedigree through and through. From the Komatsu-designed and -built load-sensing hydraulic system to the design of the undercarriage, frame and body.

The MR-3 series brings some great new features to the Komatsu line of compact excavators that are accepted the world over. ■

Continued . . .



Komatsu's new MR-3 series of compact excavators features ease of maintenance with larger, lockable access covers for accessing the engine, hydraulics and fuel, as well as for cleaning coolers.



A new monitor panel has easy-to-read gauges and warning lights, hour meter, charge-level monitor with audible alarm, engine oil-pressure monitor with audible alarms and high-speed travel indicator.



Ease of use was built into the MR-3 series with a new dozer control lever that has two-speed travel control, as well as auto shift and load sensing.

The new MR-3 series of compact excavators ranges in size from the 4,090-pound PC18MR-3 to the 11,376-pound PC55MR-3.



Many new features on MR-3 series excavators

... continued

Komatsu's MR-3 series features a spacious operator station with the KOMTRAX remote machine-monitoring system (standard on PC18MR-3 through PC55MR-3). Cab models have heater/air conditioner, two radio-ready speakers and wiring for a radio.



A high-strength, X-frame design has rounded legs to help prevent build-up of debris on the frame. Open centers allow material to fall off the frame.



Komatsu's MR-3 series of compact excavators has a new look, with integrated counterweight that allows for swing, even in the tightest spaces.



Komatsu improved functionality with the MR-3 series, including a reduced gap between the blade and bucket for easier load-and-carry.



Superior service access means tilt-forward access to the operator station for periodic inspections (on PC18MR-3 through PC55MR-3) with easy access to the main hydraulic valve, swing motor, starter and alternator.

Komatsu packaged the MR-3 series with tracks and blade included in the package as well as other unique features.





COMPACT EXCAVATORS

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NEW PRODUCTS



RELIABLE EQUIPMENT
RESPONSIVE SERVICE

NEW HYDROSTATIC DOZERS

**“Super slant” gives them top visibility;
more horsepower gives them top power**

About a year ago, Komatsu unveiled its new Dash-22 hydrostatic dozer series by introducing the revolutionary D51, easily distinguishable by its super-slant nose design. Now, the manufacturer has extended Dash-22 features to the next size class down, the 10- to 11-ton D39.

Available in a standard-track EX or wide-track PX version, the D39-22 is unique in appearance, thanks to its sharply sloped nose and mid-mounted cab. According to Komatsu, the features are much more than cosmetic improvements.

“The combination of the super-slant nose and the cab being mounted almost two feet forward compared to the D39-21, dramatically improves visibility to the blade,” said Komatsu Dozer Product Manager Bruce Boebel. “The mid-mount cab also improves machine balance, making the D39 both a highly productive and stable small to mid-size dozer.”

Other significant improvements to the new hydrostatic (HST) D39 dozers include the highest horsepower (105 hp) in class; an electronically controlled, hydraulically driven fan that improves overall machine efficiency; and adjustable blade pitch, which allows an operator to cut or carry material. In addition, the D39-22 dozers have larger undercarriage components; heavy plate steel throughout; and new, heavy-duty HST components; all of which combine to make them much more durable machines.

“From the blade, all the way to the back of the machine, we rethought everything about the D39, with the goal being to make it the most productive, efficient and user-friendly

dozer in its class,” said Boebel. “We believe we’ve succeeded in every way. For example, variable-displacement travel motors provide plenty of power throughout a turn, and with the unmatched visibility to the blade, even a beginning operator can be very effective on the D39-22.”

Powered by Komatsu’s ecot3 (Tier 3) engine, the D39 is also very fuel-efficient in either grading or dozing applications.

For more information on the new Komatsu D39EX/PX-22 dozer, contact your sales representative or our nearest branch location. ■



Bruce Boebel,
Product Marketing
Manager

Brief Specs on Komatsu D39EX/PX-22

Model	Output	Operating weight	Blade capacity
D39EX-22	105 hp	20,834 lbs.	2.89 cu. yd.
D39PX-22	105 hp	21,804 lbs.	3.0 cu. yd.

The new D39EX/PX is the second Komatsu hydrostatic dozer in the Dash-22 series. Features include industry-leading power, along with a super-slant nose design and mid-mounted cab which provide unparalleled visibility to the blade.





930E

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RELIABLE EQUIPMENT
RESPONSIVE SERVICE

TECHNOLOGY TIPS

GLOBAL POSITIONING

Komatsu machinery and Topcon technology — a powerful team that helps keep your costs down

Moving material faster, more efficiently and at a lower cost per yard is the goal of every earthmoving contractor. Those advantages are all available with Komatsu machinery equipped with Topcon Positioning Systems GPS (Global Positioning Satellite) technology.

The combination of the two provides a powerful tool that allows users to save time and money in several ways. Available are 2D and 3D systems that allow users to upload job designs into a control box, which receives machine-positioning signals from a radio antenna and GPS receiver on the machine. The control box continuously compares actual machine and blade position on dozers and motor graders and calculates corrections that are sent to the machine's hydraulics, creating fully automatic grading of the jobsite. The result is reduced or eliminated staking and surveying costs, and the ability to reach final grade in fewer passes.

Komatsu is working to make Topcon technology "plug and play" on factory-direct machines. In the past, Topcon systems had to be added on after the purchase of a machine. Komatsu's goal is to ship the machines with the brackets for mounting Topcon components as well as the internal wiring harness and hydraulic valve already in place. All users will have to do is plug their Topcon system in, and after initial set up, calibration and consultation with a Topcon representative, they'll be ready to go.

"With our new 'plug and play' setup, the user won't have to have the machine out of service for an extended period of time to make the machine GPS ready," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear. "We've taken the initial step with our new D51 dozers. It will soon be available as an option on all dozers,

followed closely by motor graders then excavators."

More precise excavator cuts and fills

Several Topcon systems are available to dozer, motor grader and excavator users, such as the 3D-Xi Indicate 3D GPS+ control system for excavators that offers multiple views: plan, profile and section. It displays real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.

"Similar to units used with dozers and motor graders, the excavator systems will improve the bottom line with better production, material savings and reduced survey costs," said Milostan. "Komatsu excavators work well with Topcon systems such as the X63, which helps in tough situations such as deep cuts, underwater excavations and steep slopes, as well as shallow digs. It displays machine position in real time, providing the operator complete control of the bucket at all times. A



Mike Milostan,
Komatsu America
Product Marketing
Manager, Working Gear

Continued . . .



Topcon GPS systems are available with Komatsu excavators, displaying real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.



Easy-to-use systems up production at lower cost

... continued

touch-sensitive control box with a bright, color display shows the operator how to get and keep the bucket on grade for better accuracy. Operators can select a variety of screen options such as plan profile, cut/fill scrolling tape indicator and cross section. It significantly reduces the need for a grade checker as well."

Saving time and money

Also available is the 3D-MC machine control system that provides accurate grade control and productivity, the 3D-LPS (Local Positioning System) with high-precision stakeless grading in limited-satellite-access locations, the 3Di-GPS+ indicate control system for rough grading and the mmGPS (mm stands for millimeter) machine control system with millimeter accuracy. In most cases,

Finish grading with a Komatsu motor grader equipped with Topcon technology is easier, as it allows fewer passes to get to grade. Komatsu is working to make Topcon technology "plug and play" on factory-direct machines.



Topcon systems have long been available for Komatsu dozers, including Tier 3 models such as the D155AX-6 and the new D51-22s. "Using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear.



one system can control multiple machines on a jobsite, and for larger jobsite applications, additional GPS units can be linked together to provide coverage over the entire area.

All are easy to learn and use, according to Milostan.

"We understand that some contractors may be reluctant to try the systems because they believe GPS is too complicated, but that couldn't be further from the truth with Topcon systems," Milostan noted. "Komatsu currently has dozers, a motor grader and an excavator equipped with Topcon systems at our demo site in Cartersville, Georgia, so those considering the technology can come and operate those machines to see how easy they are to use. We're confident that the combination of Komatsu machinery and Topcon GPS technology will be a huge benefit to the equipment owner by saving time and money."

That's been proven with such products as Topcon's popular 3D-GPS+ and 3Di-GPS+, which are extremely accurate for finish and rough grading with Komatsu dozers or motor graders. Both systems have been shown to increase dirt-moving productivity by 30 percent to 50 percent and reduce staking 50 percent to 90 percent. Maps give the operator real-time cut-and-fill information that helps reduce push/haul lengths anywhere on the jobsite. The 3Di-GPS+ system can even be used for marking clearing limits, saving valuable time on surveying.

"Topcon's GPS+ systems are the most powerful on the market," stated Milostan. "They not only use the U.S. group of GPS satellites, but also the Russian GLONASS satellite group, giving them more satellites than the competition. The result is stronger, more accurate positions and better performance in obstructed areas, so there's less system downtime."

It all adds up to better production at less cost. "As with any new equipment, there's an initial investment. But the time and money savings that users see using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Milostan. ■





NEXT GENERATION OF COMPACT EQUIPMENT

Komatsu's Utility Division introduces new machines that improve owning and operating costs

QUESTION: What's changed in Komatsu's Utility Division in recent years?

ANSWER: Since Komatsu seriously began marketing compact and mid-sized machines in the North American market about a decade ago, we've seen our unit sales grow significantly. Since establishing the Komatsu Utility Division 5 years ago, our unit sales have grown 400 percent.

In 2002, Komatsu consolidated all major functions of the Utility Division at our Newberry, S.C., headquarters. At first, there was only a manufacturing plant and a few marketing people. Today, the Utility Division in South Carolina is also the home to our North American sales, marketing, finance, distribution, and manufacturing personnel and the global center of excellence for skid steer loader and compact track loader development.

The Utility Division is responsible for seven product lines with 30 machine models, including products like excavators, skid steer loaders, compact track loaders, backhoe loaders, compact wheel loaders, crawler carriers and compact dozers.

QUESTION: Why is it important to the end user to have the skid steer loader development center located in South Carolina?

ANSWER: North America is the largest skid steer loader market in the world and the skid steer loader is a product with an American pedigree. It only makes sense to place the design and development center here in South Carolina. It's close to the customers who use these products, and input from equipment users is a key part of our research and development.

Continued . . .



**Ivor Hill,
Vice President and General Manager,
Komatsu America Utility Division**

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.

Ivor Hill joined Komatsu in 2000 and was named Vice President and General Manager of Komatsu America's Utility Division in 2002. Under his guidance, the division has grown to be a significant player in the North American compact equipment market. It has grown from five products in its infancy to nearly 30 today.

"Komatsu really began to produce compact construction equipment about a decade ago, bringing to the table years of experience building quality and reliable large construction and mining machinery," said Hill. "That experience paved the way for innovative utility machines that we believe are second-to-none. Komatsu is committed to making each of its products efficient, productive and easy to maintain. Customers will get the same quality and reliability from our smallest PC09 excavator as they will from our largest mining machine."

Although born and raised in England, Hill has lived and worked in North America most of his adult life. His background includes work with a mining company before joining Komatsu.

An avid soccer player, Hill plays in several leagues around Komatsu Utility's home base of Newberry, S.C. He has four children and two grandchildren he enjoys spending time with when he's not on the job.

New compact excavators offer better performance

... continued



Komatsu recently introduced its new MR-3 series of compact excavators. The units are packed with features that offer better productivity and operator comfort.

Komatsu's Newberry, S.C., manufacturing facility is the worldwide development center for skid steer loaders. Komatsu will introduce its next-generation, Tier 3-compliant skid steers later this year.

With sales, marketing, engineering and manufacturing all located at the Utility Division headquarters, we can streamline communication and the development process, to ensure quality and reliability across the board.

With our new role as the global center of excellence for the SSL and CTL products, we have the benefit of working with customers and dealers all over the world. This expands our knowledge base and helps us find new ways to serve our customers, wherever they live and work. We can also be more efficient by producing higher unit volumes for the world market — again a benefit for our customers.

QUESTION: Is Komatsu Utility introducing new products this year?

ANSWER: Komatsu Utility is in the process of introducing its new generation of compact and mid-size excavators. The MR-3 compact range improves on the vastly popular MR-2 units. There's a brand-new PC45MR-3 with better performance and price position than its predecessor. The all-new PC88MR-8 extends our range into the mid-size eight-ton class with a larger, more powerful unit that's designed and built by the same team as our larger construction-class excavators. In our fourth business quarter, we plan to introduce the first North American-designed skid steer models and build them in our Newberry, S.C., plant.

One benefit that users will find across the board is that all our utility machines will have

common controls, such as Pressure Proportional Control (PPC). The benefit is that operators can move from one machine to another, a compact excavator to a skid steer, for example, and be confident they can run the machine because the controls are common among them. That will obviously speed up production because the operator doesn't have to learn a whole new skill set to run the machine.

QUESTION: What else is Komatsu Utility doing to help the machine owner save time and money?

ANSWER: Like much of Komatsu's larger construction equipment, utility machines will now come standard with our KOMTRAX remote machine-monitoring system. Komatsu is the first manufacturer of compact equipment to make such a system standard equipment. As new models are introduced, KOMTRAX will be on board. KOMTRAX allows the owner to keep track of machines by logging onto a secure Web site. Information, such as machine location and hours are available. If there's an issue, an error code will pop up and alert us and the distributor so we can call and let the owner or operator know we're on our way to fix it. It's a very effective tool for controlling owning and operating costs because maintenance and service schedules can easily be tracked.

QUESTION: Are there other similarities between Komatsu's utility machines and its larger construction counterparts?

ANSWER: Customers will find that even though we're a relatively new player in the utility market, our smaller machines are just as reliable and productive as Komatsu's larger models. No matter what size the machine, the same Komatsu development and testing process is applied. Whether a skid steer loader or 40-ton excavator, the process is the same. There's also a high degree of component commonality and Komatsu is known for its in-house hydraulic systems. That means customers will get the same quality and reliability from our smallest PC09 excavator as they will with our largest mining machine. It's part of Komatsu's commitment to quality equipment, product support, parts and service throughout its entire lineup. ■



UNDER THE HOOD



RELIABLE EQUIPMENT
RESPONSIVE SERVICE

EXTENDING MACHINE LIFE

Why Komatsu Genuine Oil is the right choice for your engine

Engine oil is engine oil, right? Not if you're entrusting something other than Komatsu Genuine Oils to keep the moving parts of your machinery working at maximum performance.

Komatsu recently independently tested several popular engine oils offered at the retail level, and subjected them to rigorous testing to see if they met Komatsu Engineering Standards (KES), which are far more stringent than the industry standard. Among the tests was a determination of the oils' abilities to resist oxidation, a critical factor considering Komatsu's 500-hour oil-drain interval.

In addition, these tests predict an oil's ability to resist deposit formation, an essential element in Komatsu's Tier 3 engines. The oils tested claimed to meet the needs of Komatsu engines, yet all the products failed the tests.

"Komatsu is a company that prides itself on its engineering and has chosen oils which allow our machines to achieve maximum performance and life," asserted Jake Tiongco, District Parts Sales and Product Manager for Komatsu America. "With our latest Tier 3 engines, it's more important than ever to protect your investment with Komatsu Genuine Oils."

Superior oxidation and viscosity control

Using something other than Komatsu Genuine Oils could lead to rapid buildup of under-crown deposits. Left unchecked, these deposits cause an insulating layer and lead to piston overheating. With insufficient cooling of the piston, deposits form in the area of the rings, which can cause sticking or collapse. This in turn leads to loss of oil control, compression and premature liner wear. Worst-case scenario: piston seizure.

Komatsu Genuine Oils help ensure those problems don't occur. Oxidation control is a critical factor in maximizing the life of any Komatsu engine, and Komatsu Genuine Oils are an essential part of that. While designed for Tier 3 engines, Komatsu Genuine Oils are approved for use in all preceding Komatsu engines.

An additional factor in oxidation stability is viscosity control. As oil becomes oxidized, it thickens and turns dark in color, eventually causing loss of viscosity, often before a scheduled change interval.

"Only oils with superior oxidation resistance, such as exhibited in the Komatsu hot-tube test, can operate the full 500 hours and maintain both viscosity control and maximum antiwear performance," said Tiongco. "Using Komatsu Genuine Oils takes the guesswork out of the equation. They're always the right choice." ■

Komatsu Genuine Oils provide superior oxidation and viscosity control. A recent test showed other engine oils failed to meet Komatsu Engineering Standards, which are far more stringent than the industry standard.



Jake Tiongco,
District Parts
Sales and Product
Manager, Komatsu
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Panama City Service Manager Travis Howell follows in the footsteps of his father

For as long as he can remember, Travis Howell has been a part of the Tractor & Equipment Company family. His father, Kenny Howell, was a longtime TEC Service Manager at the Panama City branch and Travis grew up wanting to be involved in the equipment industry in general and TEC in particular.

He got his wish in 2000. That's when Travis graduated from high school and went to work at Tractor & Equipment Company in Panama City. While working at TEC, he also attended the Komatsu Technician program at Oklahoma State University-Oklmulgee and graduated in 2002.

From 2000 to 2003, Travis worked in the shop — then a year after graduating from OSU, he became a Field Service Technician for TEC. He held that position until April of this year, when

he was appointed TEC Service Manager in Panama City.

"The No. 1 lesson I learned from my father is that customer satisfaction and going the extra mile to provide it is what TEC is all about," said Travis. "I have done my best during my years in the field, and now as service manager, to always do that.

"I hope to continue to satisfy our customers for many years," he added. "And although I do not yet have a son of my own, I hope to. And if I do, I know that TEC will be a large part of his life, just as it's been a large part of mine."

Travis invites any customers in the Florida Panhandle to stop by the Panama City branch, take a look around and say hi. "We're here to make our customers' lives easier. Whatever that takes, we're going to try to do it." ■



Travis Howell

New blog focuses on infrastructure needs

The Americans for Pure Water campaign launched a new blog designed to generate information and discussion about the nation's infrastructure and the need for updating it. Located at waternewsupdate.com, the campaign hopes to help readers gain a clearer picture of why increased federal funding is needed to prevent infrastructure failure in the country's water and sewer systems, as well as

generate conversation about what needs to be done to repair them.

The Americans for Pure Water campaign is an initiative of the Clean Water Council, a coalition of 32 national associations and labor unions representing contractors and skilled craftsmen, among others. It's committed to ensuring high quality of life through sound environmental infrastructure. ■

New Canadian pipeline will increase oil supply

Construction of a 2,148-mile pipeline that will carry nearly a half million barrels of oil a day from Canada to the United States was recently approved under a presidential permit. The pipeline will transport crude oil from the Alberta, Canada, to markets in the Midwest.

The pipeline will further increase the nation's supply of oil from Canada, which is already its largest supplier of foreign oil at

1.9 million barrels of crude a day. The new Keystone Pipeline is expected to have an initial capacity of 435,000 barrels a day by 2009, with an increase to 590,000 by late 2010.

Construction in the United States will total just under 1,400 miles of new pipeline, while Canada will construct 232 miles of new pipeline and convert 537 miles of existing line from natural gas transportation to crude oil. ■

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TEC PROMOTIONS

Advancements are part of an effort to better serve customers in Alabama and Florida



Lenn Morris,
Executive VP/General
Manager-AL/FL



Brett Bussman,
VP/Regional Manager



Joe Patton,
VP/Regional Manager



Autrey McMillan Jr.,
VP/Regional Manager



Doug Stone,
VP/Branch Manager

Tractor & Equipment Company recently announced a number of promotions designed to aid the company in its attempts to better meet customer needs throughout Alabama and the Florida panhandle.

Leading the list of promotions is Lenn Morris, who was Executive VP/Sales Manager-North Alabama. He is now Executive VP/General Manager-Alabama and Florida, and will also oversee the sales representatives who specialize in meeting the needs of customers in the coal-mining industry.

A native of Birmingham, Morris joined TEC upon graduation from the University of Alabama and worked as a Sales Representative. He had a successful career in the equipment business in Alabama with his own company and with other distributors. Morris rejoined TEC in 1997 as VP/Sales Manager in Birmingham.

Regional Managers

TEC also announced new VP/Regional Managers. They are Brett Bussman, Joe Patton and Autrey McMillan Jr.

Bussman has been with the company for 20 years. After graduating from Auburn University in 1988, he served as a TEC Sales Representative in Mobile, Ala. Five years later, he was promoted to Branch Manager of the Panama City, Fla., operation. In 1997, he transferred to Tuscaloosa, Ala., as Branch Manager. Bussman became VP/Branch Manager in Birmingham in 2002. As VP/Regional Manager, he will cover the areas

served by TEC's Birmingham, Alabaster, and Anniston, Ala., branches.

Joe Patton joined Tractor & Equipment in Birmingham after graduating from the University of Alabama in 1997. In 2002, he became a Sales Representative at the Mobile branch. Patton transferred to TEC's Montgomery branch in 2005 and was promoted to Branch Manager in 2006. In his new position as VP/Regional Manager, Patton will cover the areas served by the Montgomery, Dothan, Tuscaloosa, Decatur, and Shoals Area, Ala., branches. He plans to move his family back to Birmingham soon.

Autrey McMillan Jr. has been with TEC for more than five years. After attending Auburn University, he worked in his family's retail business for 10 years. Autrey joined Tractor & Equipment in 2003, where he served as a Sales Representative at the Montgomery, Ala., branch. In 2005, he was promoted to Branch Manager in Savannah, Ga. As the new Gulf Coast VP/Regional Manager, he will be responsible for the areas served by Mobile and Grove Hill, Ala., along with Pensacola and Panama City, Fla.

Also promoted was Doug Stone, now VP/Branch Manager of the Montgomery, Ala., operation. Stone has been with TEC for eight years. After graduating from the University of Alabama, he worked in the machinery business in Decatur and Birmingham before joining TEC as Branch Manager in Pensacola, Fla. In 2002, he became Branch Manager in Mobile, Ala., and served in that position until his recent move to Montgomery, Ala. ■

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COMPACT TRACK LOADERS

KOMATSU CK35-1, A40237, 2007, 489 hrs. \$33,500

MORE EXCAVATORS

KOMATSU PC400LC-7L, A86414, 2005, 7,800 hrs. \$155,000

EXCAVATORS

KOMATSU PC220LC-8, A88246, 2006, 1,657 hrs. \$126,000

KOMATSU PC220LC-8, A88105, 2006, 1,800 hrs. \$130,000

KOMATSU PC300LC-6, A84872, 2004, 8,152 hrs. \$110,000

KOMATSU PC300LC-6, A84775, 2002, 9,817 hrs. \$95,000

KOMATSU PC300LC-7E0, A88585, 2006, 2,594 hrs. \$168,500

KOMATSU PC300LC-7E0, A88487, 2002, 1,286 hrs. \$195,000

KOMATSU PC400LC-6, A85352, 2003, 8,845 hrs. \$102,000

KOMATSU PC400LC-6LM, A85333, 2003, 9,135 hrs. \$250,000

KOMATSU PC600LC-7, 20079, 2004, 4,446 hrs. \$310,000

DOZERS

KOMATSU D31PX-21A, 51050, 2006, 1,050 hrs. \$42,500

KOMATSU D31PX-21A, 50897, 2005, 955 hrs. \$58,500

KOMATSU D31PX-21A, 50780, 2004, 2,014 hrs. \$47,500

KOMATSU D41E-6C, B40042, 2004, 1,061 hrs. \$82,500

KOMATSU D41E-6P, 40956, 2006, 692 hrs. \$75,000

KOMATSU D61EX-12, B1823, 2003, 3,306 hrs. \$85,000



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