



TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

A publication for and about our customers in AL, FL & GA • 2009 No. 2

Featured in this issue:

B&G EQUIPMENT AND SUPPLY

Environmental leadership
is a priority of B&G
and parent firm,
Brasfield & Gorrie

See article inside . . .



Marty Hardin,
Director of Operations

KOMATSU



A MESSAGE FROM THE PRESIDENT



Dan Stracener



Dear Equipment User:

Everyone associated with our industry is hopeful that the American Reinvestment and Recovery Act that was passed several months ago will soon begin to stimulate the economy as it was intended to do. Billions of dollars have been allocated to rebuild our infrastructure, reduce energy consumption and fund new energy sources. All should eventually help put more businesses and individuals back to work.

Another critical component of the massive bill is the extension of the depreciation bonus and additional expensing, which were part of last year's stimulus plan. The depreciation bonus can be used on new equipment purchases, while additional expensing is good on new and used equipment alike. Both can save you in taxes. For additional information, contact your sales rep or one of our branch locations.

We're always looking for ways to better serve you. We appreciate your feedback, and in an effort to better do that, we've added a new page to your *Tractor Times* magazine, titled Voices. It's a forum where you can ask us questions and express opinions to which we'll respond.

Also new for readers is an online video feature. Look for the video icon in an article, then visit www.videocpi.com to see Komatsu machinery in action.



We hope you take advantage of the other valuable information provided here about our quality equipment lines, featuring Komatsu. In this issue, you'll learn about the latest D275 dozer. If you're a truck user, check out the article on how liners can benefit your business.

At Tractor & Equipment, we stand ready to help you maximize your productivity and profits. If there's anything we can do to help you, call us or stop by one of our locations.

Sincerely,

A handwritten signature of Dan Stracener in black ink.
Dan Stracener
President

**Helping
to stimulate
your business**





TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

IN THIS ISSUE

B&G EQUIPMENT & SUPPLY

Read how this environmental leader has gone "green" by including efficient Komatsu machines in its fleet.

UPGRADE LANDSCAPING

See how owner Chris Cox grew his high school business into one of Georgia's leading landscape firms.

MOVING FORWARD

With the new economic stimulus plan in place, find out how some states have already laid claim to "shovel-ready" building plans.

EQUIPMENT SELECTION

If you're looking for value, Komatsu has the equipment that can help lower your bids and improve job efficiency.

PRODUCT NEWS

Want to move more dirt? Check out the new Komatsu D275AX-5 Sigmadozer.

KOMATSU & YOU

Rod Schrader, Komatsu's VP/GM of Mining explains how cutting-edge products help customers decrease per-ton costs.

DOLLARS & SENSE

Learn how the KOMTRAX 2.5 upgrade can save you money by providing valuable information.

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A SALUTE TO A CUSTOMER

B&G EQUIPMENT AND SUPPLY

Environmental leadership is a priority of B&G and parent firm, Brasfield & Gorrie



Marty Hardin,
Director of
Operations

Brasfield & Gorrie is one of the nation's leading general contracting firms. Headquartered in Birmingham, Ala., with offices in Atlanta, Ga., Orlando and Jacksonville, Fla., Nashville, Tenn., and Raleigh, N.C., Brasfield & Gorrie is a consistent top 50 presence on Engineering News-Record's annual list of the nation's Top 400 Contractors, currently ranked No. 29. The company was recently listed as No. 235 on the Forbes magazine list of Top 500 Private Companies. It has completed projects at some of the best-known addresses in the Southeast, including the Georgia Aquarium, Greenbrier Resort, Church Street in Orlando, University of

Alabama Coleman Coliseum, Auburn's Jordan Hare Stadium expansion and the Georgia Dome.

B&G Equipment and Supply was formed 12 years ago from Brasfield & Gorrie's original equipment shop in Birmingham. The company now also has locations in Atlanta, Orlando and Nashville and has become one of the region's leading equipment-rental companies. B&G rents all types of equipment to contractors, from pumps, generators and pressure washers up to heavy earthmoving machines. Customers include not only subcontractors on Brasfield & Gorrie jobs, but also outside firms.

To supply its rental fleet of hydraulic excavators, which are primarily Komatsu PC200s and PC300s, B&G turns to Tractor & Equipment Company.

"The Komatsu excavators are hands-down our favorite large machines," said Marty Hardin, B&G Director of Operations. "As a rental house, machine reliability is very important to us, and our Komatsus have been extremely reliable. During the past several years, Brasfield & Gorrie, along with B&G Equipment and Supply, has valued our relationship with Tractor & Equipment Company and the Komatsu product line. TEC and our salesman Shay Holliday have been great partners providing the sales and service we need to be successful."

A LEED leader

One area where Brasfield & Gorrie has gained special success is in preserving the environment, which is a top priority. The company is one of the Southeast's leading contractors in completing LEED Certified buildings. LEED, which stands for Leadership in Energy and Environmental Design, is a designation from the Green Building

Brasfield & Gorrie has taken steps to be a regional leader in environmental building. Company headquarters in Birmingham (right) was the first building in the city to earn LEED (Leadership in Energy and Environmental Design) certification. Its sales area (below) features modern, efficient work stations.





B&G Equipment & Supply, which started out as the equipment arm of Brasfield & Gorrie, is now one of the leading equipment rental houses in the southeast. B&G uses Komatsu hydraulic excavators from Tractor & Equipment Company. "Komatsu excavators are our favorite large machines," said Director of Operations Marty Hardin. "Our customers like their productivity. We like their reliability."

Certification Institute (GBCI) signifying a project meets its high standards for environmental stewardship. There are four levels of LEED certification: Certified, Silver, Gold and Platinum. The more credits a building earns, the higher the level of certification.

Thus far, Brasfield & Gorrie is responsible for eight LEED Certified buildings and 18 others that are LEED registered with the GBCI. The company served as construction manager on the M. Miller Gorrie Building Science Center at Auburn University, the first building in Alabama to earn LEED Gold certification. It also completed Alabama's first LEED Silver certified building, Homewood Middle School. In addition, the Brasfield & Gorrie corporate headquarters building is the first building within Birmingham city limits to earn LEED certification.

B&G improves efficiency

B&G Equipment and Supply has made several moves designed to improve its own environmental sustainability. Among them, relocating the Nashville operation to substantially reduce the number of miles



Brasfield & Gorrie employees demonstrate their commitment to environmental issues with a recent company-wide recycling initiative.

delivery trucks must drive each year, and opening up a satellite yard near Montgomery, Ala., to similarly reduce driving time. In a

Continued . . .



B&G Equipment takes steps to go green

... continued

further effort to improve efficiency, B&G recently invested in a Telenav system that uses GPS to track drivers and give them access to turn-by-turn GPS directions to reduce unnecessary mileage.

B&G has also added Komatsu machines with efficient Tier 3 engines to its equipment fleet. These engines meet higher emissions standards with less fuel consumption and are desirable on jobs seeking LEED certification.



B&G Operations Manager David Kirkland (left) and Director of Operations Marty Hardin (right) work with TEC Sales Representative Shay Holliday on equipment issues. "TEC has been a good partner, providing the sales and service we need to be successful," said Hardin.

The M. Miller Gorrie Building Science Center at Auburn University, named for the founder of Brasfield & Gorrie, was the first building in Alabama to earn LEED (Leadership in Energy and Environmental Design) Gold certification.



In addition, B&G started a recycling program for paper and aluminum cans, and participated in a clean-up day in its Birmingham neighborhood.

Individuals make a difference

Brasfield & Gorrie environmental initiatives extend beyond its building projects into the culture of the company. For example, they've eliminated the use of disposable plastic foam cups, switching to reusable mugs and cups. The company has also emphasized the importance of recycling to employees by increasing the number of recycling receptacles at the head office.

In addition to these initiatives, Brasfield & Gorrie issued a challenge to all employees to become LEED accredited professionals (AP). In order to obtain LEED accreditation, individuals must pass a difficult test administered by the GBCI and demonstrate a thorough comprehension of green building practices. Test topics include water efficiency, sustainable construction sites and recyclable building materials. Brasfield & Gorrie employees responded to the challenge, and the company now proudly boasts 223 LEED APs throughout all of its locations.

"At Brasfield & Gorrie, we understand the importance of building green and we're eager to embark on future sustainable projects," said Marketing Coordinator Tara Train. "We look forward to continuing to serve as a leader in sustainable construction." ■



B&G employees take part in a recent neighborhood cleanup campaign.



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A SALUTE TO A CUSTOMER

UPGRADE LANDSCAPING

Chris Cox has grown his high school business into one of Georgia's leading landscaping firms



Chris Cox,
Owner/President

Chris Cox got an early start on his career. As a junior at Forsyth County High School (now Forsyth Central) in Cumming, Ga., Chris hired some friends to do small landscaping projects, primarily for their school teachers and administrators. By the next year, Chris' senior year in high school, he had four full-time employees.

"I spent my nights and weekends getting jobs and my crew would complete those jobs while I was in school," he recalled. "The school administrators were great. They let me carry a pager and make calls as necessary during the day to take care of the business, which was really a company by that time."

Despite a fair amount of success, Chris wasn't sure he wanted to continue in

About a year ago, Upgrade Landscaping switched its equipment fleet to Komatsu, buying 10 CK30 compact track loaders and two PC35 compact hydraulic excavators.



the landscape business after high school graduation. "Owning a company is a risk, and I wasn't sure I wanted that. I started college but I kept the business going and it continued to grow and make money. Eventually, working full time and going to college full time became too much for me so I quit school and committed myself to the landscape business."

Today, Chris's company, Upgrade Landscaping, is one of the leading landscaping firms in the Atlanta area. Based in Cumming, Upgrade employs about 55 to 60 people and works throughout north Georgia. The company's list of services extends far beyond the traditional planting of trees, laying sod, building retaining walls and creating water features.

"For the large homebuilding company or developer, we can go in on the front end and do clearing, grading, erosion control, flood control, drainage and irrigation — giving them a turnkey property," said Cox. "Then, on the back end, we can also do all the beautification items like gardens, waterfalls, pathways, stairs and lighting for the individual home or business owner."

"We offer one of the most complete lists of landscaping services in the Atlanta area," he added. "For example, we specialize in water reclamation, which is the tanking and filtering of rainwater from impermeable surfaces like roofs and concrete surfaces, for later use in an irrigation system. Following several drought years, water reclamation is becoming increasingly popular in the Atlanta area."

Certified Landscape Professional

Cox takes a lot of pride, not just in being able to do all the landscaping services that Upgrade

Landscaping offers, but in doing them right. The company has taken the time and spent the money to become certified for the work it does.

Upgrade Landscaping's certifications include National Pollutant Discharges Elimination System (NPDES) for erosion control; National Contract Management Association (NCMA) for retaining wall building; Certified Pavement Installer for paver work; and state certification as a chemical applicator. Cox is also a Georgia Certified Landscape Professional (GCLP).

"It takes a fair amount of time and commitment to be certified in all the services we offer," said Cox. "GCLP in particular is a really big process with a lot of testing, but we believe in continuing education. We think it's worthwhile as a way to keep up-to-date on the latest techniques, as well as state and federal regulations. We also do it because we want our customers to know they can rely on us and trust the work we do. Our goal is to deliver the highest quality work and total customer satisfaction on every job. Training and certification help us do that."

A team effort

Helping Cox oversee projects for Upgrade Landscaping is General Manager Jessie Callaway.

"In addition to Jessie, we also have 11 crews, each headed by a working foreman," said Cox. "For the most part, we promote from within, so every foreman has been with me at least five years, and most of them much longer than that. Mario Vasquez has been with me for 16 years, and Moses has been here for more than a decade. Those guys, and all our foremen, are phenomenal — very knowledgeable and hardworking. I've always done my best to take care of the people who work here because I'm nothing without a good team."

Also part of the team are Chris' mother, Madeline Cox, and his brother, Roland Cox. Chris says Madeline, who keeps the company's books and manages his real estate company, GEC Properties, has been supportive of and instrumental in the company from the beginning. Roland, a tax attorney, serves as outside counsel providing business and legal advice.



This Upgrade Landscaping crew uses a Komatsu CK30 compact track loader to help build a retaining wall as part of a project preparing this Atlanta property for a builder.



Upgrade Landscaping also has two Komatsu PC35 compact hydraulic excavators that, like the company's track loaders, are great for working on slopes, according to Owner Chris Cox. "That's important to us because we work on slopes every day, on virtually every job."

Komatsu equipment and service

A little more than a year ago, Cox decided he wanted to significantly improve his equipment fleet and wanted better support from his equipment dealer. He started researching equipment, which led him to Komatsu and Tractor & Equipment Company.

"I looked at every brand and dealer in the region and kept coming back to Komatsu and TEC," said Cox. "Komatsu has a great name in large equipment, but they're not nearly as well-known for the utility-size machines that we use. But I did a demo and the more I looked into them, the more I liked them."

In March of 2008, Cox made the decision, buying ten Komatsu CK30 compact track

Continued . . .



Downtime not a worry for Upgrade Landscaping

... continued

loaders and two Komatsu PC35 compact hydraulic excavators.

"Our Komatsu machines have worked very well," said Cox. "We've found that both the track loader and the excavator have better control on slopes than the machines we were using. That's important to us because around here, we're working on slopes every day on nearly every job. The Komatsus also do a great job of loading our tandem dump trucks."

While Cox has been pleased with his Komatsu units, he says he's been equally pleased with the support provided by Komatsu and Tractor & Equipment Company.

"Dealer support was one of the main reasons I went looking for a new equipment supplier, and I've definitely received outstanding support from Tractor & Equipment Company. Any issues that have come up, TEC and Utility Division Manager Scott Deitz have been there for me to make them right. And Komatsu Utility (headquartered in nearby Newberry, S.C.) has also stepped in to provide assistance, and that meant a lot, having the manufacturer take that type of interest in us."

"In our business, downtime is awful," he added. "But thanks to Komatsu, Scott and TEC, we don't worry about it anymore. They do our maintenance and our service work. They provide loaner machines if necessary. They've been there for us every step of the way and have been great to work with."

Still optimistic and looking to grow

As might be expected from somebody who started his company as a teenager, Cox is still looking to grow and diversify his business. And despite a slowdown in the amount of work in the past year and a half, he's optimistic about the future of Upgrade Landscaping.

"I see this as kind of a clean-up time in our industry. The businesses that survive are going to come out better than they were before. I've always plugged almost everything I've made back into the business or into GEC Properties, which I think has helped us withstand the recession better than some other companies. We've also learned how to operate leaner in almost every aspect of the business, and in doing so, we've become more efficient."

Cox says as long as Upgrade Landscaping continues to meet and exceed the expectations of customers, he believes it will be just fine.

"I call it under-promising and over-serving. On every job, we try to put our signature on it and build it to a level that many of our competitors can't or won't do. With that attitude, I think we're in good shape to withstand the slow economy, and we'll be ready to hit it hard when things do turn back up. And yes, I am optimistic that will happen, perhaps beginning this summer or fall." ■

TEC Utility Division Sales Manager Scott Deitz (left) works closely with Upgrade Landscaping Owner Chris Cox. "I've received outstanding support from TEC," said Cox.



In Cumming, Ga., this Upgrade Landscaping operator uses a Komatsu CK30 to prepare a residential property for a lawn, while other crew members plant shrubs. "We believe our list of services, which includes clearing, erosion control, drainage and water reclamation, is one of the most complete in the Atlanta area," said Cox.





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MOVING FORWARD

THE ECONOMIC STIMULUS IMPACT

States already laying claim to "shovel-ready" building plans

It didn't take long to lay claim to the first project funded under the economic stimulus package. Within 10 minutes of President Barack Obama signing the American Reinvestment and Recovery Act into law on February 17, construction began on replacement of a Missouri bridge.

Like others around the country, the bridge fell under the category of "shovel-ready," a term that denotes, among other criteria, the ability of a project to be started within 90 days. The idea behind the "shovel-ready" moniker is to give ready-to-go projects top priority, delivering a quick jolt to the economy. When the Congressional Committee on Transportation and Infrastructure was drafting its Rebuild America proposal for consideration in the economic stimulus plan, the committee said such projects had been "fully vetted and approved at the state and local level" to reduce the chance of funds being used on unneeded projects.

The American Recovery and Reinvestment Act contains billions in spending for infrastructure projects such as highway resurfacing and new construction.



Obviously, the state of Missouri did the necessary homework for the bridge to be ready for funding once Obama signed the act into law. It met the criteria for being "shovel-ready," which includes: the project meets the normal eligibility requirements under the existing federal highway, transit, or other grant programs; the project has completed all necessary design work and right-of-way acquisition; the project has completed all environmental reviews; the project is on the state plan, and, if applicable, metropolitan plan; the project is ready to be put out to bid, and contracts can be awarded and work underway within 90 to 120 days of enactment.

The first of the funds, \$26.6 billion, was released the first week of March, ahead of schedule, and states were already putting the money to work addressing highway and other infrastructure projects.

Infrastructure needs represent only a portion of the \$787.2 billion economic rescue plan, a mixed bag of spending, tax breaks and aid that was designed to slow unemployment, stimulate the economy and extend aid to ailing state budgets. Although not as large as Obama had campaigned for, the American Reinvestment and Recovery Act does provide for short-term and some long-term investment in construction projects many see as critical to revitalizing crumbling infrastructure, modernizing schools and buttoning up buildings to reduce energy loss, among other needs.

"There's no doubt the stimulus will have a positive impact for construction businesses and their workers across the country," said Stephen Sandherr, Chief Executive Officer of the Associated General Contractors of America (AGC). "When you get beyond the politics and



Under the economic stimulus package, it's hoped that more than 3 million jobs can be saved or created.

the policy, the fact remains these investments will put people to work, save businesses and help rebuild infrastructure."

Tax breaks

The billions of dollars in infrastructure, modernization and new construction spending is expected to put a large number of workers back on the job, as many as 3 million to 4 million, with a large percentage of those in the construction industry. Jobs will spread beyond the construction site as the need for bookkeepers, controllers, auditors and others overseeing financial aspects of the projects will be needed. Engineers and architects are part of the mix as well.

When workers get back on the job, they'll find less payroll taxes taken from their paychecks, as part of the plan calls for a break of \$400 per individual — \$800 per couple — over the next two years. Estimates show the tax break will put an extra \$13 per week into workers' paychecks this year and \$8 next year.

If their employers use equipment, those business owners will see a break when buying machinery. The stimulus plan extends the depreciation bonus on new equipment purchases and Sec. 179 expensing limits on new and used machinery that was part of last year's tax refund plan.

In addition to estimating the number of jobs to be created by the construction funding, AGC also calculated the benefits to personal earnings and gross domestic product (GDP). AGC Economist Ken Simonson noted that the \$135 billion for construction would increase personal earnings nationwide by \$75 billion and add \$230 billion to GDP.



The American Recovery and Reinvestment Act includes significant monies for construction of renewable energy sources such as wind and solar.

"Whether or not you wear a hard hat for a living, these construction investments will make a difference for the better," said Simonson. "Beyond the immediate benefits, the new infrastructure projects will make businesses more efficient, commuting more reliable and our economy more prosperous for years to come."

While Obama's historic presidential win, which played a key role in passage of the economic stimulus act, was a major newsmaker in 2008, The Construction Writers Association voted the financial crisis and its effects on building as the top construction story of 2008. Many are hoping a turnaround in the construction industry will top the list in 2009. ■



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EQUIPMENT SELECTION

LOOKING FOR VALUE?

Komatsu equipment can help you lower your bids and improve efficiency on the job

The current economic environment, which has resulted in increased competition when bidding projects, presents a classic Catch-22 for contractors. The catch is this: your bid has to be lower than ever in order to win the job, but can't be so low that you don't make money on it.

In order to be successful, both on the bid and on the job, you have to maximize your efficiency. Having productive, reliable equipment that delivers low owning and operating costs can go a long way toward delivering the efficiency you need.

"At Komatsu, our goal is to design, manufacture, sell and support equipment that delivers true value to the customer," said Erik Wilde, Komatsu Vice President, Product Marketing. "Machine productivity and reliability are two key elements of value as it relates to equipment. So are purchase price, longevity, resale, the cost and availability of replacement parts, and the cost and quality of service. Between Komatsu and our distributor network, we believe we deliver the best overall value in the equipment industry."

Komatsu quality starts in design and engineering. Research and development are cornerstones of the company's philosophy, and even during the current downturn, Komatsu continues to invest heavily in R&D.

"Within the industry, Komatsu is recognized as a technological leader," said Wilde. "We're confident that the construction cycle will turn back up — and relatively soon, we hope. When that happens, we want to be ready with cutting-edge products that people want and need."

Good results today and tomorrow

In bringing those designs to reality, Komatsu manufacturing plants use top-quality materials

and processes to ensure that each machine is built to precise specs that will enable it to work exactly as it was designed and engineered to do.

"The truth is, most brand-new machines will deliver decent results," said Wilde. "The question is, for how long? How long before you start experiencing costly downtime. How long before you start getting hit with hefty repair bills? How long before you want to sell the machine? And what are you going to get for it when you do sell it or trade it in?"

"At Komatsu, we make equipment for the long haul," he added. "That gives the owner choices. He can keep his Komatsu machine for many years and run it to the end; he can rebuild it for a second life; or he can trade it in or sell it and receive top dollar for it. The choice is his based on how he likes to run his business. All can be cost-effective equipment ownership



Erik Wilde,
VP Product
Marketing

Continued . . .

Quality is built into each Komatsu machine at the factory, including the Chattanooga (Tenn.) Manufacturing Operation. Despite the current economic downturn, Komatsu continues to invest heavily in research and development in order to remain a technological leader in the equipment industry.



The best equipment “bang for the buck”

...continued



Lee Haak,
ReMarketing Director

styles, and all are viable options with Komatsu because of the quality of the equipment.”

New or used

The fact that Komatsu equipment is built to last is important, not just to new-equipment buyers, but also to used-equipment buyers.

“Larger and stronger parts, better design, technological superiority — all of those traits make Komatsu a great used-equipment buy,” said Komatsu ReMarketing Director Lee Haak. “Because of the quality that’s built into Komatsu products, we’re able to take the additional step of inspecting and rating all of our used machines. After they meet Komatsu’s criteria, we certify them, which allows distributors to sell them with a warranty, eliminating much of the risk associated with buying a used machine.”

According to Haak, Komatsu Distributor Certified used machines provide value owners can count on.

“Obviously, the main reason people buy used is because of the lower price compared

Equipment users can expect long-term success from new Komatsu machines like the PC400LC-8 (below) based on the success of older Komatsu units like the PC400LC-5 (right). Despite being out of production for more than 13 years, it's easy to find Dash-5 models still at work on jobsites from coast-to-coast.



to buying new. But that lower price, in and of itself, does not make a used machine a good value. As with buying new, value is determined by many factors, including downtime, repair costs and longevity. At Komatsu, especially with our Distributor Certified machines, we’re confident we can deliver the value that used equipment buyers are looking for.”

Added value with KOMTRAX

In the past few years, Komatsu has added even more value to its equipment by making the KOMTRAX machine-monitoring system standard on virtually all new Komatsu machines. A satellite-based tracking system, KOMTRAX not only delivers basic information like machine location and service-meter readings to an owner or equipment manager, but on some models it also includes production information such as fuel usage, idle time and load factors. Komatsu was the first manufacturer to install such a system standard, and provides free communication for five years.

“KOMTRAX allows us and our distributors to help customers with machine problems, sometimes even before the customer knows he has a problem,” said Wilde. “And because we started it much earlier than any other manufacturer, we have more experience with it and are better able to show customers how they can use it to their benefit.”

The total package

With its commitment to R&D and technology, its state-of-the-art manufacturing plants and processes, and its strong support structure, Komatsu is widely recognized as one of the leaders in the equipment industry. Its commitment to helping customers be more efficient on the job makes it one of the value leaders as well.

“Generally speaking, the best equipment value is going to be a top-quality machine that you buy at a fair price, and for which good support is readily available,” said Wilde. “At Komatsu, that’s what we try to deliver with each and every machine, and in doing so, provide the best equipment bang for the buck for our customers.”

For more information on the latest Komatsu models, give us a call or stop in at our nearest branch location. ■

PRODUCT NEWS

THE D275AX-5 "SIGMADOZER"

Komatsu brings its innovative blade design to its 449-horsepower dozer

The efficiency and productivity of Komatsu's revolutionary Sigmadozer blade, first seen on the D155AX-6, is now available with the 449-horsepower D275AX-5 dozer.

"The design is very similar to the D155," said Komatsu Product Manager Les Scott. "Like the D155, it will automatically allow the D275AX-5 to push 15 percent more dirt compared to the standard semi-U blade. If you're moving dirt, the Sigmadozer should be your machine."

Scott said the new frontal design adopted for digging and rolling up at the center of the blade increases soil-holding capacity while simultaneously reducing sideway spillage. It also reduces digging resistance, producing a smoother flow of earth, enabling the dozing of larger quantities of soil with less power. With a blade capacity of 19.1 cubic yards, users can move significantly more material without increasing fuel consumption. The Sigmadozer uses a new blade-linkage system that holds the blade closer to the tractor for improved visibility, enhanced digging force, and reduced lateral sway of the blade.

"It's all due to the blade design and how it cuts the soil," Scott explained. "As it's going through the soil there's less resistance, so the tractor can actually push a little faster. That allows the dozer to pile more material in front of the blade and hold it there."

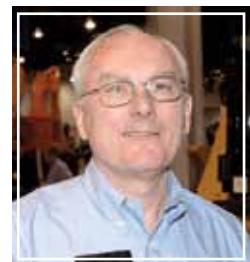
Optimal productivity

The Sigmadozer's extra-low profile provides machine balance and a low center of gravity while the Hydrostatic Steering System (HSS) provides smooth, quick and powerful control in varying ground conditions. The K-Bogie undercarriage system improves traction and

component durability while the new track-link design reduces maintenance costs by making it easier to turn pins, with improved pin reuse.

Further adding to the productivity of the D275 are the very latest features in operator comfort, creating a quiet, comfortable environment where the operator can concentrate on the work at hand. The cab's new hexagonal design and large tinted glass windows provide excellent front, side and rear visibility.

"This is a good opportunity for us to once again step out in front of our competition," he said. "We have a dozer now that is, without question, more productive than anything else out there." ■



Les Scott,
Product Manager

Brief Specs on Komatsu D275 Sigmadozer

Model	Operating Weight	Output	Blade Capacity
D275AX-5	113,600 lbs.	449 hp	19.1 cu. yd.

The D275AX-5 Sigmadozer pushes 15 percent more dirt than Komatsu's conventional model.



For more information on the D275AX-5 Sigmadozer — and to see video of the machine in action — go to www.videocpi.com





D155AX-6

100%

performance

(using 25% less fuel*)

KOMATSU®

Being the best is never good enough. Just as you're always looking for ways to grow your business, Komatsu is constantly working to improve the tools of your trade. We have a long history of innovation across all our lines of heavy equipment and a long list of dedicated customers who count on these innovations as a competitive edge.

- Pushes larger loads
- Reduced operating costs
- Easier serviceability
- Improved operator comfort

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KOMATSU & YOU

CUSTOMER-DRIVEN QUALITY & INNOVATION

VP/GM of Mining says those are the main reasons for Komatsu's success

QUESTION: Komatsu has continually gained market share in the mining industry. Why is that?

ANSWER: There are several reasons why Komatsu continues its solid reputation in the mining industry, including a dedication to outstanding customer service, not only from the company but from our distributors. Our mining division is now 100-percent ISO 9001 certified, which we believe is important because it shows our customers we're serious about our manufacturing processes, and in turn, their success. We believe we know the market better than our competitors, and we're building solid relationships and trust with our customers.

We have a saying: "Quality beats time-to-market," which means that we won't rush a product just to get into the marketplace. When we build a mining product, we take the time to ensure that it's going to be productive and efficient. Anyone involved in the manufacturing process has the ability to stop production if he or she believes there's an issue that needs to be dealt with before it can move on to the next stage of development. When customers buy Komatsu mining products, they're making a long-term investment that they expect to last 10 to 15 years. It's our duty to make sure they're making a wise investment by buying Komatsu.

Finally, we're committed to innovative products that will make our mining customers more profitable. For instance, in the past three years we've introduced several new products, such as our 960E and 860E electric-drive trucks that offer greater hauling capacity with more efficient operation to improve per-ton costs. We've gone from DC to AC drives, which are more efficient and reduce maintenance. We've



Rod Schrader

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.

Rod Schrader became Vice President/General Manager of Komatsu Mining about four years ago after holding numerous positions with Komatsu, including Director of Product Marketing and Planning for the construction division. He joined Komatsu in 1987, three years after graduating from Rose-Hulman Institute of Technology in Terre Haute, Ind.

"I oversee about 750 people in the mining division, more than half of whom are based at our Peoria manufacturing operation," said Schrader. "That number has grown in recent years as we've more than doubled the number of machines produced. We've done that without an increase in our footprint by being more efficient and hiring a great staff of people who are dedicated to quality products. I am very proud of what they've accomplished."

Accomplishments have included new products that are more efficient and productive so that users get better per-ton costs in their mining operations. That's something Rod is very happy about.

"I got into this business because I enjoy equipment, and seeing customers use Komatsu products to build their businesses and succeed makes me very proud," said Schrader. "Komatsu is a very customer-oriented business, and because of that, we've increased our market share."

Rod enjoys spending time with his wife and their three teenage children and attending their various activities.

Continued . . .

Customer input drives product development

... continued

matched the engines to the drive systems to maximize efficiency.

QUESTION: What other innovations are in development or have been implemented?

ANSWER: We've begun to introduce our autonomous, or driverless, trucks. We now have two fleets running in mines and are working to add additional fleets. Autonomous haulage allows the user to run a 300-ton payload 930E, for example, through the entire load cycle without having a driver. The results have been very good. Again, it's going to lower the per-ton costs versus having a truck and driver. It's a specialized tool and it's not for everyone, but in the right application — where the user has a long haul, for instance — it's fantastic.

Komatsu's new 280-ton 860E-1KT trucks are the first of their kind to use a Komatsu drive-trolley system. They work with overhead electrical trolley lines and a pantograph mounted on the truck. As the truck comes under the lines, up to 1,800 volts of electricity go through the system to drive the wheel motors. It produces faster propulsion

uphill, while reducing engine rpms. The result is lower fuel consumption and emissions.

All our new machinery comes standard with Komatsu's Vehicle Health Monitoring System (VHMS), which monitors the health of major components, so owners, users and fleet managers can remotely evaluate a machine's condition and operations. Information from the machine is transmitted via satellite and the Internet to the user, Komatsu and our distributors. VHMS reports vital information such as operating condition, service meters, trends, fault and event codes, engine performance and machine operating history. Each day, users can log onto a secure Web site and check their machinery as easily as they check the latest news, weather and sports online.

QUESTION: How much input does the customer have in developing these products?

ANSWER: A lot. All our product development comes from a combination of ideas from our engineering and product-development personnel, our distributors and our customers. We collect feedback from our customers about the key priorities they need and want in their machinery. Then we set about building those machines by incorporating their ideas into emissions and other mandated standards. Because of their input, we've developed other products to help them run not only their equipment, but their mining practices more efficiently. One example is our Modular Mining software products, such as the IntelliMine Management System for open-pit mines. It has a dispatch system that tracks auxiliary equipment, water trucks, blending, crew lineup, fuel-service management, inventory reporting, payload analysis and other information.

QUESTION: What does the future hold for Komatsu mining and the industry as a whole?

ANSWER: We'll continue to work on improvements in our current products and develop new ones.

This generation of Komatsu mining equipment is revolutionary, and we expect to see continued growth in market share as our customers experience the results of our focus on quality. We expect mining to remain strong overall, and Komatsu is committed to being a leader in the industry. ■

Innovative products such as the 960E electric-drive truck (above) and the 860E-1KT (left), which uses a Komatsu drive-trolley system, continue to set Komatsu apart when it comes to mining machines, according to Vice President/General Manager of Mining Rod Schrader.



DOLLARS & SENSE

MACHINE MONITORING SYSTEMS

KOMTRAX 2.5 upgrade adds valuable information to lower your operating costs

Users of Komatsu's original KOMTRAX wireless machine-monitoring system already get lots of benefits — such as the ability to remotely track service-meter readings, machine location, operating error codes and other information to help schedule maintenance.

Now, with a KOMTRAX 2.5 upgrade, users can get all those benefits, plus additional information, such as fuel consumption and idle time. Like the original version of KOMTRAX, users of KOMTRAX 2.5 get five years of free communications from the date of purchase.

"Adding fuel consumption and idle time gives the user valuable information on how the machine is being used, and if that fuel consumption is during productive times or when the machine is sitting," said Ken Calvert, Komatsu Director of IT Support. "Constantly idling during nonproductive times wastes fuel and lowers profits. KOMTRAX 2.5 gives users the information they need to adjust running times. The idea is that it leads to less fuel consumption, thereby paying for itself rather quickly."

According to Komatsu, idle time typically accounts for about 20 percent of a machine's fuel consumption during its lifetime. When fuel prices are high, cutting that down can be a significant savings. Calvert gave an extreme example of how KOMTRAX 2.5 was used to track idle time and fuel consumption on what Komatsu termed "the most idled excavator in North America."

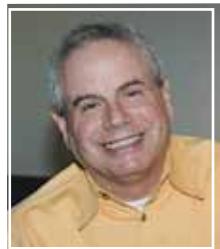
"The machine was tracked during a full month," explained Calvert. "During that time it consumed nearly 1,100 gallons of fuel. That wouldn't seem like a lot if the machine was productive during that entire time. However, the machine only worked 50 hours and idled for 570. That's an incredible waste, but with KOMTRAX 2.5, the owner or equipment manager could have

seen early on the trend that was taking place and corrected it. It would have saved a lot on fuel costs."

Available for all types of machines

KOMTRAX 2.5 is available not only for excavators, but dozers, wheel loaders, skid steers and other Komatsu equipment. "No matter what type of machinery you use, KOMTRAX can help you lower your owning and operating costs," insisted Calvert. "KOMTRAX 2.5 is a step up in machine monitoring and management."

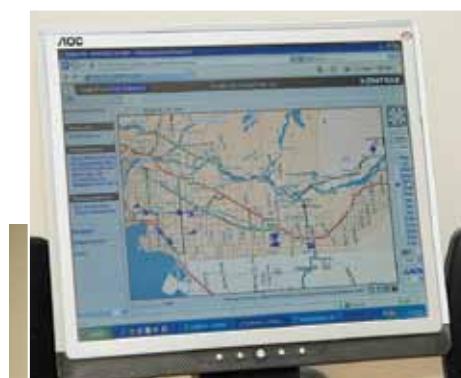
For more information about KOMTRAX, contact your local Komatsu distributor, or log on to www.komatsuamerica.com for a demonstration of how KOMTRAX works. ■



Ken Calvert,
Director of IT
Support

*To see if your specific machines are eligible for the KOMTRAX upgrade, go to:
[www.komatsuamerica.com/
KOMTRAXupgrade](http://www.komatsuamerica.com/KOMTRAXupgrade)*

Komatsu's new KOMTRAX 2.5 wireless monitoring system offers all the advantages of previous KOMTRAX systems plus fuel consumption and idle-time information. Available now, KOMTRAX 2.5 can be installed on almost any machine, and retrofitted to machines that have older KOMTRAX systems.





930E

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When it comes to building electric drive trucks that are rugged enough to stand up to the day-to-day demands of mining operations, one company has the proven track record to deliver the reliability you need to compete—Komatsu. If you look at the number of Komatsu electric drive trucks in service today and count the years of reliable service they've delivered, you'll see we have the engineering, manufacturing and application experience to help you stay profitable for years to come.

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PRODUCTIVITY POINTERS

MORE LOADS

Adding polymer liners to Komatsu articulated trucks can add to your bottom line

Articulated truck users trying to make the best of a "sticky situation" or who want their beds to last longer and have higher resale values should consider installing UHMW-PE Polymer body liners for Komatsu HM Series trucks. The liners are available for Komatsu's popular-size HM300-2, HM350-2 and HM400-2 models.

"The poly liners can be installed before the user takes delivery of a new truck or at any time after," said John Bagdonas, Product Marketing Manager for Komatsu's Working Gear Group. "Most truck users associate poly liners with projects where they have to haul wet, mucky or sticky soils because they help ensure the materials are ejected from the bed when they dump. It helps ensure they're not carrying materials back to the loading area. That's the most common use, but they're also appropriate in other circumstances as well," he added. "For instance, the liner protects the bed from abrasive materials, so the bed lasts longer, which equates to higher resale value. Additionally, because the liners are formed from a lightweight polymer material, customers can use them in areas where noise may be a problem. They're great sound suppressors."

Added advantages of the polymer liners are that they weigh nearly 75 percent less than traditional steel liners, meaning trucks can carry more material per load when weight is a factor. Despite being lightweight, the liners are durable with exceptional wear characteristics. They're impact resistant, impervious to moisture, operate within a wide temperature range and offer protection from corrosion and chemicals.

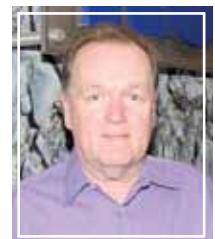
Bagdonas noted that liners are available in three grades — one made of recycled materials for basic protection, a mid-grade liner and a premium model. All specifically fit

a particular-size truck, or customers can place a custom order.

Analysis shows quick return on investment

A sample payback analysis that compared an HM400-2 truck using the mid-grade polymer liner and one without showed that having the polymer liner helped users move more material. Data showed that the lined truck hauled an additional 192 tons of material in an eight-hour day.

"In the analysis, the lined truck carried back less material to the loading area," noted Bagdonas. "The conclusion gained from the analysis was that those extra 192 tons per day would lead to customers recouping their investment for that particular liner in less than three weeks. That's a phenomenal return on investment." ■



John Bagdonas,
Product Marketing
Manager Working
Gear Group



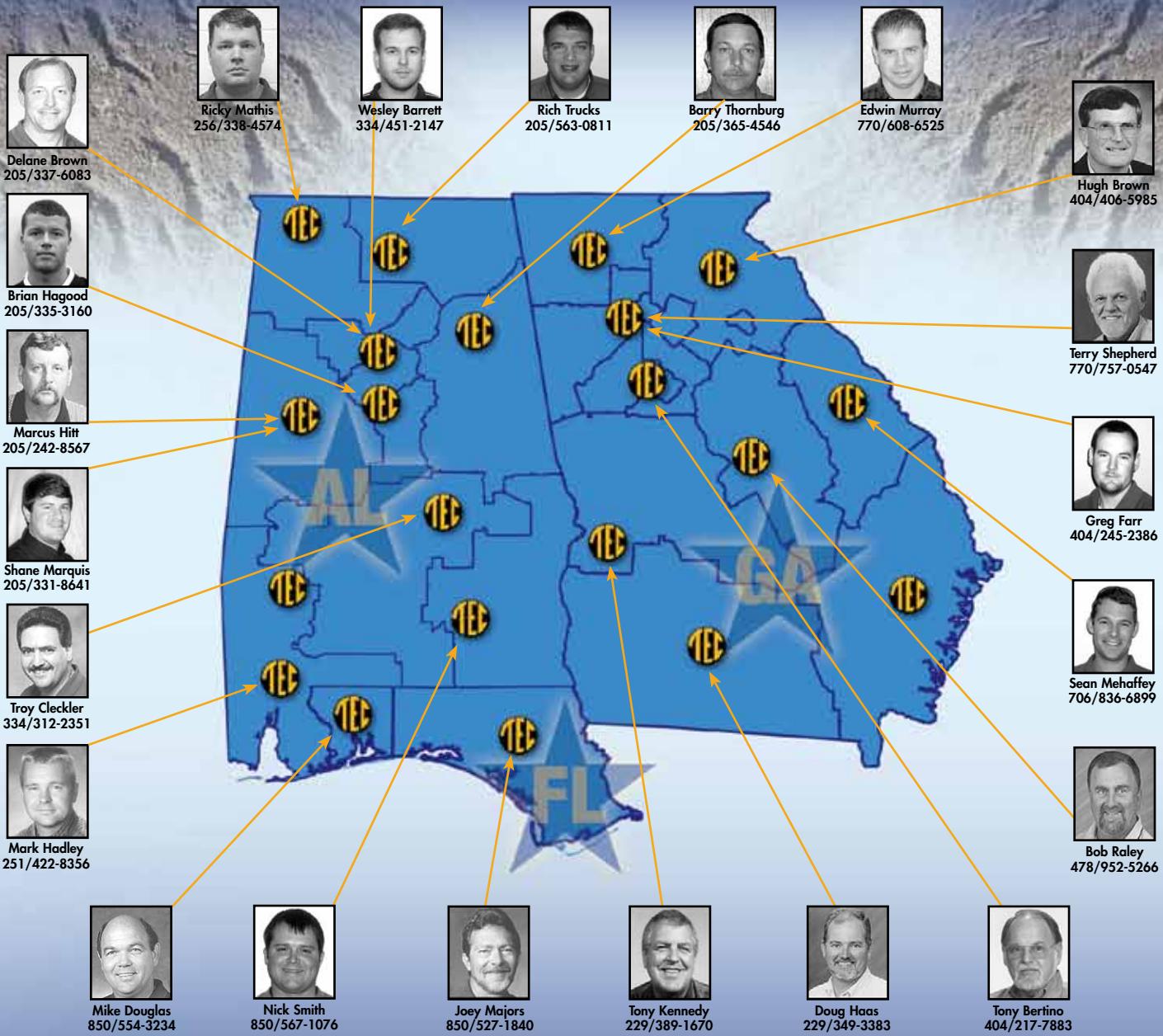
Polymer liners are available for popular-size Komatsu HM articulated trucks and help protect the bed as well as make dumping sticky materials more efficient.



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SERVING YOU BETTER

KOMATSU ADVANCED TECHNICIAN COMPETITION

Training event brings out the best in distributor service technicians

The 13th Annual Komatsu Advanced Technician Competition (KATC) showcased some of the nation's top heavy equipment technicians as they took part in the contest held at the Komatsu Training and Demonstration Center in Cartersville, Ga.

"Komatsu distributor technicians are among the best in the industry, and KATC allows them to shine as they work to troubleshoot and problem-solve typical and atypical machine issues that they may encounter in the field," said KATC Director Wade Archer. "It's more than just a competition, though. We provide educational seminars as well. The goal is to make our technicians even better, so they can go back to their distributors and work to serve customers by reducing downtime and repair costs."

Technicians competed in seven individual machine categories, with one hour to troubleshoot a machine and diagnose two problems that were preset by Komatsu personnel. They were judged not only on whether they correctly identified the issues, but how they arrived at the problems. They had to demonstrate their ability to properly use all tools, including service manuals and computers. Communication with the customer was also a key component.

Team contest

In addition to the individual contests, a team competition was held where distributor technician teams competed under similar circumstances to diagnose and fix problems on a BR580JG crusher.

"Technicians in the team contest were not told ahead of time what machine they would be working on, whereas they know what equipment they'll encounter in the individual

competition," said Archer. "We believe simulating real-life situations makes them better at what they do. It helps them realize they have multiple resources to draw from when they do a service or repair."

Contest winners received trophies and prizes, including cash awards for first through third place. Visit www.kactraining.com/atc for more information on KATC. ■



**Wade Archer,
KATC Director**



Contestants were judged on their ability to use resources such as manuals and computers as they diagnosed and fixed a problem with a particular machine. Komatsu personnel acted as "customers" whose machines weren't running properly. They also served as judges.



(L-R) Technicians Brian Mullins (Tuscaloosa) and Steven Blake (Montgomery) and TEC Corporate Training Manager Jimmy Johnson participated in the Komatsu Advanced Technician Competition.

BEYOND THE STIMULUS

Federal budget provides additional funding for infrastructure work

While the American Reinvestment and Recovery Act, better known as the economic stimulus plan, has been getting all the publicity since being signed into law in February, it's important to note that the \$787 billion worth of spending and tax cuts in it is *in addition to* regular governmental spending.

In March, Congress passed and President Obama signed that "regular" government spending measure, which was an omnibus appropriations bill to fund government

Water and sewer infrastructure will see major funding increases this year and next from both the regular federal budget and the new economic stimulus plan.

programs through the rest of the 2009 fiscal year, which ends Sept. 30. Typically, the bill would have been finalized last September, but with an election on the horizon, Congress decided to put off final decisions until the new administration was in place.

Many items in the omnibus bill will directly impact the construction industry, including:

- \$40.7 billion for highway construction
- \$5.4 billion for Army Corps of Engineers construction programs
- \$3.5 billion for airport construction
- \$829 million for drinking-water construction
- \$689 million for sewer construction

Up from 2008

Most of the figures are higher than, or the same as, FY '08 funding levels. Funding for highways, for example, was increased by \$484 million compared to last year. Then, if you add in \$27.5 billion worth of economic stimulus money for highways, you get about a 70 percent funding increase compared to the previous year. Of course, not all of that \$27.5 billion will be allocated in 2009. In fact, a larger amount of that total will actually be spent in FY 2010 — but the increase for both years is substantial.

With the 2009 spending plan now in place, Congress is already working on the 2010 budget. Many feel that until the economy regains a more solid footing, next year's budget will continue to require a larger-than-normal amount of spending on public projects. ■





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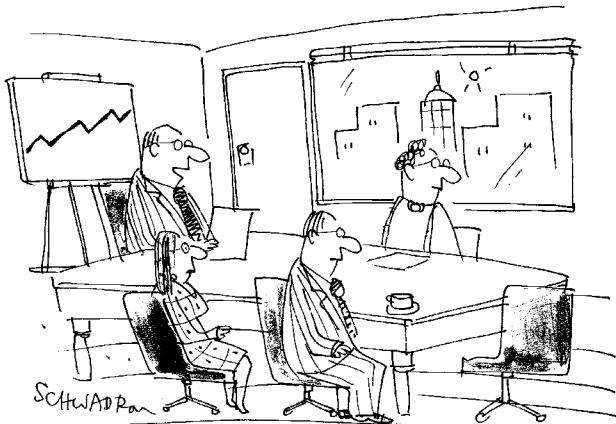
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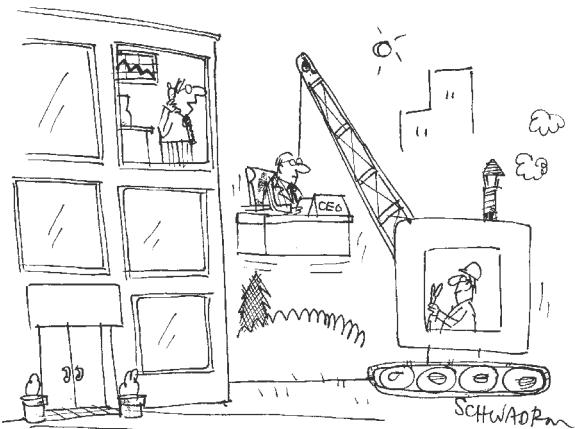


SIDE TRACKS

On the light side



"Our banker was called away unexpectedly . . . for 25 years to life."



"Hey guess who just showed up. It's Extreme Makeover—Office Edition!"



"I'm impressed
that your company
now owns this
turnpike . . . but
you still have to
pay to use it."

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. NEGENI

2. DEBAL

3. MUTEQIPEN

4. TIUILTYL

5. CUBEKT

6. CTEAROXAV

Did you know...

- The United States produces about 20 percent, or 1.1 billion tons, of the world's coal supply, second only to China.
- Twenty seven percent of the newspapers produced in America are recycled.
- In 1865, the U.S. Secret Service was first established for the specific purpose to combat the counterfeiting of money.
- The United States bought Alaska from Russia for two cents an acre.
- A baseball will go farther in hot temperatures than in cold temperatures.
- Ten percent of the salt mined in the world each year is used to de-ice the roads in America.
- The Baby Ruth candy bar was actually named after Grover Cleveland's baby daughter, Ruth.
- The first municipal water-filtration works opened in 1832 in Paisley, Scotland.
- U.S. Route 66 crosses eight states and three time zones.
- The Pony Express only lasted 18 months, from April 1860 to October 1861.



Please e-mail your questions and comments to: TractorTimesEditor@constpub.com

Here are the types of questions and comments we hope to receive:

QUESTIONS & ANSWERS

QUESTION: When will economic stimulus money actually be spent on construction projects? How can I find out what jobs are being let in my region?

ANSWER: So-called economic stimulus money is already flowing. Much of the road and bridge money is already assigned to projects. The U.S. Government's www.recovery.gov Web site is a good source for general information on stimulus spending.

As for local construction projects to be funded with stimulus money, you should check with the state DOT and local municipalities. State or local industry organizations might also have good and updated information on area projects.

QUESTION: Every day we read about companies being in difficult financial straits — even the big auto makers. How is Komatsu faring during this economic downturn?

ANSWER: Like most businesses, and all heavy equipment manufacturers, Komatsu has felt the effects of the worldwide economic slowdown. Sales are down from a year ago. Nonetheless, despite the pain, and in stark contrast to other major companies, like U.S. automakers that are in danger of failing or requiring bailouts during this recession, Komatsu remains profitable. As the world's

Welcome to VOICES, the new feedback forum for *Tractor Times* readers.

We want to know what's on your mind — and we want to share your thoughts with other industry professionals. VOICES gives you the opportunity to comment on issues of interest regarding the construction industry, Komatsu equipment, articles you've seen in this magazine — or almost anything. It also invites your questions. Unlike a traditional "Letters to the Editor" column, VOICES will answer your questions, respond to your comments and address the issues you care about. We hope you'll take the opportunity to participate in the conversation with us about what's important to you.

second-largest manufacturer of construction and mining equipment, Komatsu looks forward to returning to a more normal business environment, later this year, we hope.

COMMENTS & REPLIES

COMMENT: I'm happy to see the government has passed a so-called "stimulus plan," but I don't think it's big enough. I would have liked to have seen a lot more than \$27 billion for roads and bridges. Our transportation needs are much greater than that and with more money, we would be able to put a lot more people back to work.

COMMENT: I saw the article in the magazine where the Komatsu D51 dozer won an award for best new design. I just wanted to say that I bought one last year and totally agree that it's a cut above other dozers. The visibility to the blade is outstanding, which helps make it an excellent final-grade tractor.

REPLY: The D51 was the first of the new Dash-22 series of mid-size dozers from Komatsu. Since then, three smaller units, the D31, D37 and D39 have also been upgraded to the Dash-22 version, which features a super-slant nose and cab-forward design that puts the operator closer to the blade. ■

Used Equipment Specials



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For more information, contact:

Tim Thomas tthomas@tractor-equipment.com
(205) 591-2131 • Fax: (205) 592-7581



PC200LC-8, A88666, 2007, 1,103 hrs\$130,000



D31PX-21A, 50780, 2004, 2,243 hrs.....\$42,000

EXCAVATORS

Komatsu PC35MR-2, 10368, 2008, 548 hrs.\$36,000

Komatsu PC160LC-7E, K41365, 2006, 1,075 hrs.\$92,000

Komatsu PC220LC-8, A88105, 2006, 2,085 hrs.....\$125,000

Komatsu PC220LC-8, A88246, 2006, 1,904 hrs.....\$115,000

Komatsu PC300LC-7E0, A88585, 2006, 3,051 hrs.....\$140,000

Komatsu PC300LC-6, A84775, 2002, 9,858 hrs.....\$75,000

Komatsu PC300LC-6, A84872, 2002, 8,353 hrs.....\$79,000

Komatsu PC750LC-7, 20011, 2004, 5,029 hrs.\$405,000

DOZERS

Komatsu D31PX-21A, 50897, 2005, 1,214 hrs.\$45,000

Komatsu D31PX-21A, 51034, 2006, 1,853 hrs.\$51,000

Komatsu D61EX-12, B1823, 2003, 3,327 hrs.\$69,000



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