



# Tractor Times

A publication for and about Tractor & Equipment Company customers

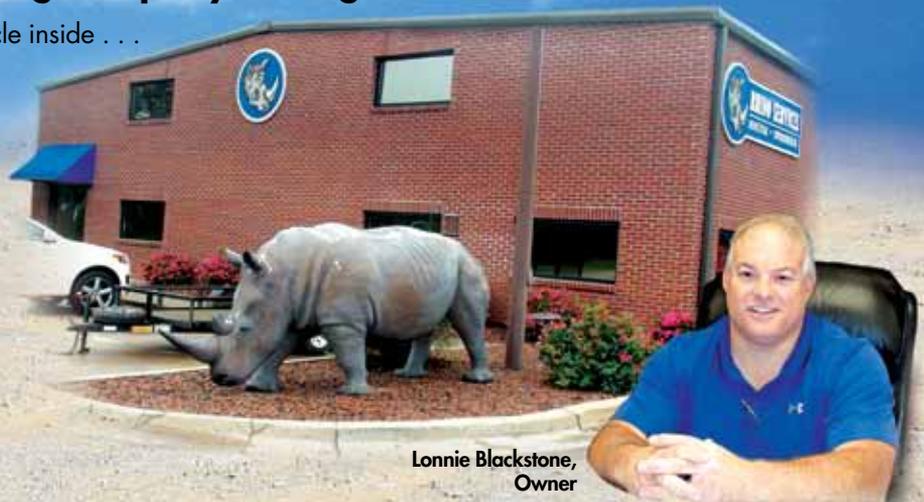
2012 No. 4



## RHINO SERVICES

Hard work and satisfied customers lead this Atlanta-area industrial and environment cleaning company to its goal

See article inside . . .



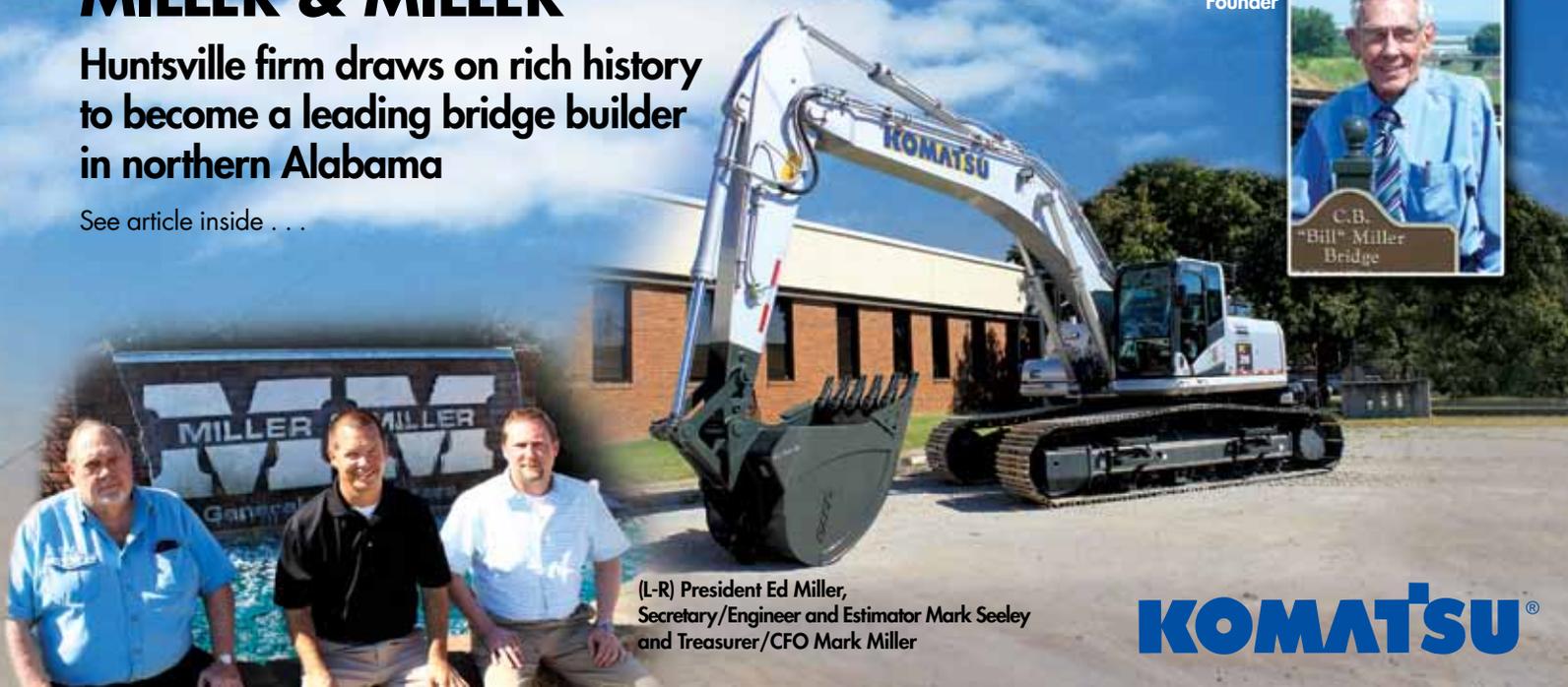
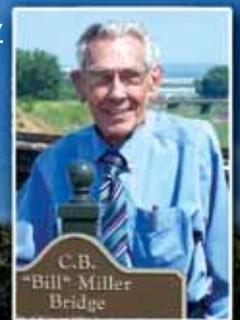
Lonnie Blackstone,  
Owner

## MILLER & MILLER

Huntsville firm draws on rich history to become a leading bridge builder in northern Alabama

See article inside . . .

C.B. "Bill" Miller,  
Founder



(L-R) President Ed Miller,  
Secretary/Engineer and Estimator Mark Seeley  
and Treasurer/CFO Mark Miller



# A MESSAGE FROM THE PRESIDENT



Dan Stracener



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*Company*

Dear Valued Customer:

Recently, we've seen encouraging signs in the construction industry, including the homebuilding and infrastructure segments. We hope that momentum continues.

When you're ready to assess your fleet, whether that means updating your fleet through outright purchase or trade-in, or doing needed maintenance on your equipment, we're here to help.

If you're looking for equipment, we believe we carry the top brands in the marketplace. Included in our extensive lineup are new Tier 4 Interim machines, such as Komatsu's redesigned D61-23 dozers that feature slant-nose hoods similar to the popular D51 models. Komatsu also introduced a new WA470-7 wheel loader that, like other new machines, gets more done more efficiently. You can read about both in this issue of your TEC *Tractor Times* magazine.

Most new Komatsu machines allow operators to choose working modes. I believe you'll find the article on Power mode versus Economy mode a good guide on which to use in your applications. This issue also presents informative articles on Komatsu's technology team members and how they are working to find ways to make your business more efficient.

Maintaining your equipment is critical. We stand behind Komatsu Tier 4 Interim machines with Komatsu CARE, offering complimentary scheduled maintenance and diesel particulate filters. Our service departments also provide cost-effective solutions to maintaining your older equipment, whether it's a brand we carry or a competitive one.

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

Sincerely,



Dan Stracener  
President

**Consider new  
machines that  
get more done  
more efficiently.**



# Tractor Times

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2012 No. 4

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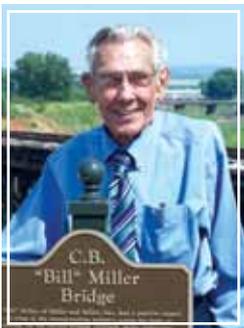
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## MILLER & MILLER

### Huntsville firm draws on rich history to become leading bridge builder in northern Alabama



C.B. "Bill" Miller,  
Miller & Miller Founder

When it comes to building bridges, nobody in northern Alabama has a history to match that of Miller & Miller, Inc. Throughout its 50-plus years, the Huntsville company has built approximately 200 bridges in the region, including the C. B. "Bill" Miller Bridge, named in honor of the company founder.

"My dad's original company was C. B. Miller Construction, which later incorporated as Miller & Berry in 1961 before becoming Miller & Miller in 1975," said C. B.'s son and current company President Ed Miller. "We got into bridge building at the suggestion of a friend of my dad's and built our first four bridges in the early 1960s at Redstone Arsenal. Shortly thereafter, we won a contract from the Alabama Highway Department (ALDOT) to build five more bridges near the military and space center. From that time on, bridge building was our primary focus and what we were best known for."

Shortly before the company founder's death in 2009, the C. B. "Bill" Miller Bridge was dedicated in Huntsville. A plaque honoring Bill Miller cites him for having a "positive impact" on the transportation industry, for earning a U.S. patent

for a culvert-forming process, and for introducing concrete pumping into the bridge-construction process.

"My dad was definitely an innovator," said Ed, who joined the company early on, then became a part-owner in 1965 and president in 1994. "In addition to the culvert and pumping innovations, he developed numerous other cost-effective construction techniques, such as girder launching, fiberglass forms, precast products and self-compacting concrete. He was active in the company and in Huntsville civic and governmental roles throughout his life.

"I think his most lasting legacy, however, was instilling in everybody who works here the need to do our best on each and every job," Ed added. "As a result, our employees share our attitudes regarding quality and paying attention to detail. And I believe everybody here takes a great deal of pride in delivering the best possible final product to our clients."

Today, the Miller & Miller company name remains accurate. Ed's son, Mark, who began working for the family business full time in 1989, has been company treasurer since 1994 and oversees financial and other administrative activities. Longtime employee Mark Seeley serves as a corporate officer and handles estimating and project-management duties. Other key people include General Superintendent Bobby Webster and Office Manager Mary Pruitt.

#### Wide range of work

While bridges and culverts have always been Miller & Miller's specialty, the company also does a wide range of other work, including concrete paving; sheeting; shoring and pile driving; heavy industrial jobs and unique streetscape and park/greenway-type beautification projects. Most of the work is for

The management team at Miller & Miller includes (L-R) President Ed Miller, Secretary/Engineer and Estimator Mark Seeley and Treasurer/CFO Mark Miller.





Miller & Miller owns seven Komatsu excavators, including this new PC390LC-10. "We bought our first Komatsu track hoe in 1984," recalled President Ed Miller. "Because of the way they perform and the service we get from TEC, we've continued buying Komatsu ever since."

governmental agencies such as ALDOT, city of Huntsville and neighboring counties.

"We're general contractors capable of doing a wide variety of work," explained Mark Seeley. "In recent years, we've become highly diversified. Bridges, culverts, heavy industrial — those jobs are the meat, potatoes and vegetables. The beautification projects are the fun stuff, the dessert. It's enjoyable to be creative and leave our mark on a high-profile job."

"We also do a fair amount of design-build work, most of it for the federal government," added Mark Miller. "Mark Seeley is an engineer, so we can design a bridge from scratch and then build it. We like that because we're working from our own design and we can adapt to changing conditions much faster than if somebody else has done the design and engineering. Because we can do everything in-house, it's an efficient building method for us."

Currently, the company is working at the Huntsville Airport, where it's laying 16,000 yards of 12- and 18-inch-thick concrete. Other notable projects include a canal and walkway in Huntsville, a lake and entrance road to the Shelby Center on the University of Alabama-Huntsville campus and a 100-foot-long bridge built deep inside a cave (Cathedral Caverns in Jackson County).

"The cave bridge was a unique project," said Seeley. "We had to haul the concrete about one-third of a mile into the cave. During heavy rainstorms, the stream we were building the bridge over would flood. When that happened, the cave could fill up fast and we had to get out



A Miller & Miller crew is at work at the Huntsville Airport, where they will lay 16,000 yards of concrete 12 to 18 inches thick.

quickly. Often, the water would take out any work we had accomplished that day. It was one of those jobs where we just had to keep at it and keep at it until eventually we got it done."

"Another interesting project we've done was replacing several bridge decks at Redstone Arsenal," Ed Miller noted. "They weren't very big jobs, but we built virtually every bridge at the arsenal, including many overseen by me or my dad, and then we went back in and replaced the decks on those bridges, so there were many fond memories."

### **Komatsu excavators and TEC support**

For any digging and much of the lifting work associated with its bridges or other

*Continued . . .*

# Miller & Miller builds bridges and more

... continued

projects, Miller & Miller turns to Komatsu hydraulic excavators from Tractor & Equipment Company. The company has been loyal to Komatsu since being one of the first companies in northern Alabama to get a Komatsu excavator in 1984.

"That first Komatsu excavator we had just blew the competition right out of the water," Ed recalled. "It was faster, more powerful and more efficient — and it lasted a long time. We were so impressed with it, we've continued buying Komatsu ever since."

"I was fairly young, but even I remember that first Komatsu excavator," said Mark Seeley. "Compared to other machines of that era, the speed was just amazing. We still think Komatsu

is the best track hoe out there and that's why we continue to buy it from Tractor & Equipment Company."

Today Miller & Miller has seven Komatsu excavators, ranging from a PC200 up to a PC400. The most recent purchase was a new, Tier 4 Interim PC390LC-10.

"In addition to preferring Komatsu excavators for their speed and overall performance, we also like that they last a long time," said Ed. "Some of our Komatsu track hoes are 10 to 15 years old and they still run great and look good. We think the longevity we get from our Komatsus is a very good testament to how well-built the machines are."

Both Mark and Ed also cite the support they get from Tractor & Equipment Company as a big factor in their buying decision.

"We really like doing business with TEC. They're fair, they're responsive and they provide excellent service in all respects," said Mark Miller. "I don't think we've ever had dealings with anybody at TEC where we weren't fully satisfied with the way we were treated. Donnie Burgreen and everybody at the Decatur branch go out of their way to take care of us and we appreciate it," Ed added.

## Quality work close to home

Miller & Miller works exclusively in northern Alabama with almost all of its jobs within about a 75-mile radius of Huntsville/Decatur.

"We've grown considerably through the years," observed Mark Miller. "Today, we have about 90 employees. Our guys prefer to be home at night, so we do our best to accommodate them by finding work close to home. That also allows us to keep on top of all the jobs and make sure they run smoothly."

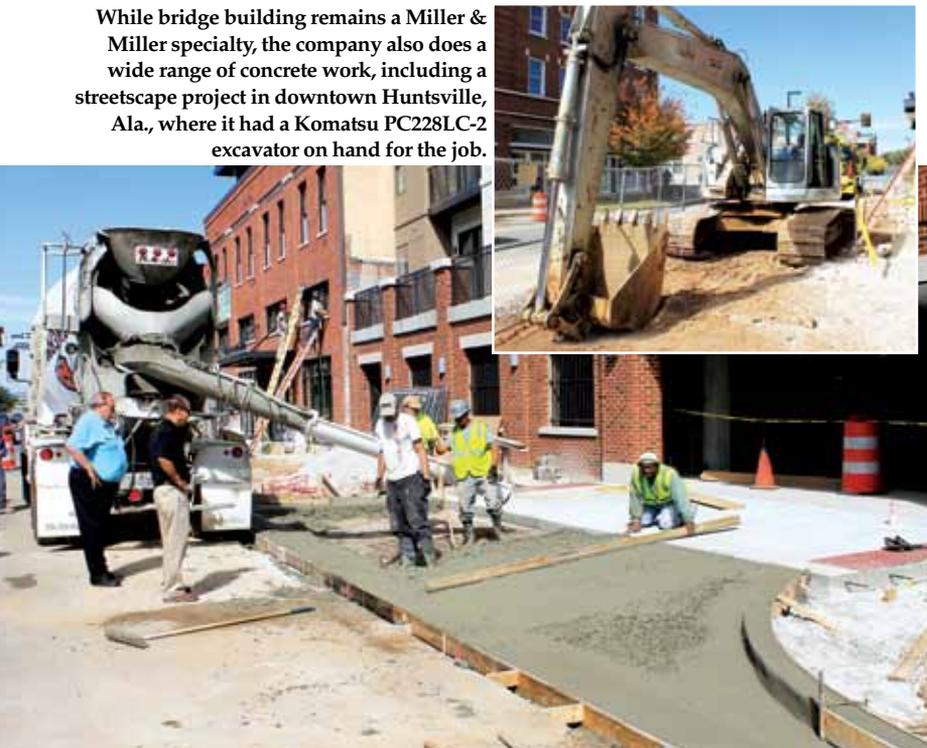
"Fortunately, there's always been plenty of work for us right here in northern Alabama, so we've never had the need to travel extensively," added Ed. "We don't have big egos that have to be fed by getting huge jobs in other markets. We find plenty of challenges and job satisfaction right here."

"Our goal has never been to get rich doing this," he concluded. "We want to do quality work, keep our customers happy and make enough money to be comfortable. We're happy doing what we're doing and hope to be able to continue for many years to come." ■

(L-R) Friends Cecil Ashburn, Miller & Miller Founder Bill Miller, TEC's Cotton Hazelrig and Bill Dean pose for a photo at Miller & Miller's office before Bill's death in 2009.



While bridge building remains a Miller & Miller specialty, the company also does a wide range of concrete work, including a streetscape project in downtown Huntsville, Ala., where it had a Komatsu PC228LC-2 excavator on hand for the job.



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## RHINO SERVICES

# Hard work and satisfied customers lead this Atlanta-area industrial and environment cleaning company to its goal



Lonnie Blackstone,  
Owner

Lonnie Blackstone is living his dream. Well, maybe not his original dream, which was to be a professional baseball player, but the next best thing.

In 1986, Blackstone started his own residential power-washing business while still in high school in Peachtree City, Ga. After graduation, he decided not to pursue playing baseball but instead went to work for FedEx, where he did well. He then turned a volunteer firefighter gig into a full-time, firefighter paramedic career with the city of College Park. He did all this while retaining his business, Southside Pressure Wash, which was growing into a nice-size company.

In 2002, one of his pressure-washing customers, Six Flags Over Georgia, said they also wanted him to do sweeping. So Blackstone bought a mid-size machine and started sweeping at the amusement park, later adding other sweeping projects, such as cleaning jobsites for road contractors. By 2003, the sweeping business was growing and the name

Southside Pressure Wash no longer adequately described it, so Blackstone changed the name of his company to Rhino Services, in honor of his son Ryan, whom he had nicknamed “My Little Rhino.” Today his “Little Rhino” is six-feet, one-inch tall, 180 pounds, 14 years old and, yes, a huge football player.

Through a recommendation to the state of South Carolina that same year, Rhino Services won a sweeping job with the South Carolina Department of Transportation in the Greenwood District. The following year, based on how well it had performed in Greenwood, Rhino was awarded a contract to sweep the SCDOT Charleston District.

“Customer satisfaction is always our goal, so being chosen to sweep in Charleston made us feel very good,” said Blackstone. “But all along, my ultimate goal was to sweep the Interstates for the Georgia DOT in metro Atlanta. That contract came up in 2005 so I bid it and, lo and behold, won it. I was in South Carolina when I got the word and I was literally too excited to drive. My operations manager at the time, Bill Ordway, who was with me, had to drive me back to the office because I was literally shaking. I had truly reached my goal and I really wasn’t expecting it to happen — at least not that soon.”

### Keep drains debris-free

Today, from its headquarters in Palmetto, Ga., (you know you’re at the right place because of the full-size replica rhinoceros that sits in front of the company office) Rhino Services employs from 55 to 75 personnel, depending on the time of year, and maintains a fleet of approximately 70 pieces of equipment. Key personnel include Senior Operations Manager Jason Warren, Night Operations Supervisor Jeff Cannon and Fleet Manager Van Shumate.

“We clean approximately 2,200 center-line miles of Atlanta-area Interstate roadway and shoulder,

Rhino Services Owner Lonnie Blackstone named his Palmetto, Ga.-based company after his son Ryan (shown here in an old photo), whom he had nicknamed “Little Rhino.” Ryan is now 14 years old.



as well as entrance and exit ramps each month,” Blackstone explained. “Our primary job, and the main reason DOTs have sweeping programs, is to make sure drainage structures are clear and free of debris to prevent roadway flooding during a rainstorm. It’s a safety issue. Having a clean road for motorists to drive on is a cross benefit.”

Work crews perform all Interstate work between 9 p.m. and 5 a.m. A typical sweeping crew consists of a “jumper truck” out front picking up large pieces of debris, followed by a sweeper, then a dump truck and finally, a “crash truck,” all with warning lights and arrow boards for traffic control. With six crews out each night, Rhino cleans the inside shoulder of the Interstates every 14 days and cleans the outside shoulder every 30 days.

“Frankly, we don’t think that’s often enough anymore,” said Blackstone. “The specs for the sweeping operations were written in the 1990s and do not reflect current traffic levels, especially truck traffic. Because of the higher truck traffic, there are many more hazards on the roadways today — especially what we refer to as ‘gators,’ which are the remnants from blown semi tires. We’re talking with the GDOT about increasing the sweeping frequency to 10 days on inside shoulders and 14 days for outside shoulders to allow us to better keep up with the increased amount of debris. We remove on average 500,000 pounds of debris per month. Most people find that hard to believe, but I promise, that’s the truth.

Primarily during the fall, the company vacuums out the 8,600 storm drains that GDOT has on the inside shoulders of the Atlanta Interstates. The purpose is to prevent or eliminate blockages that might develop from limbs, leaves, car parts and other debris, and keep the drains flowing smoothly. Rhino Services also has an Emergency Spill Response Division that occasionally gets emergency calls to clean up spills, which could be chemicals, fuels, sand, corn, rocks or anything that creates an Interstate traffic problem. “We are able to use our Schwarze A4000 sweeper trucks in these applications to sweep the travel lanes free of debris so that traffic can once again flow,” said Blackstone.

In addition to its Interstate work, Rhino Services also still sweeps the parking lot at Six



Rhino Services uses this Vacall AllJetVac sewer cleaner to vacuum out storm drains along the Interstates in Atlanta.



Rhino Services owns four Schwarze A4000 air sweepers and five Schwarze M5000 mechanical sweepers to perform cleaning for public and private clients in the Atlanta area.

Flags Over Georgia with its Schwarze A4000s and for road contractors, including CW Matthews, ER Snell, Pittman Contracting, Archer Western Contracting, Miller Group, Atlanta Paving and others during milling season, and has Schwarze A4000 sweepers at Hartsfield International Airport.

### **Productive, reliable equipment**

Rhino Services’ sweeper fleet consists largely of Schwarze sweepers from Tractor & Equipment Company. Rhino has five Schwarze M5000 mechanical sweepers and four Schwarze A4000 air sweepers. The company also has a Vacall AllJetVac — a sewer cleaner from TEC — to vacuum out storm drains and to perform multiple tasks for its industrial customers.

“Both Schwarze and Vacall are top names in the industry and we’ve been pleased with the performance and reliability of the units,” said Blackstone. “With sweepers, it’s all about how effectively they pick up material and the Schwarze trucks do that very well. Same with the suction of the Vacall — it’s powerful and does an awesome job!”

Different types of sweepers have different strengths. For example, an air machine is much more effective at picking up light material, such as paper, sand, cigarette butts, etc., than a mechanical machine, so Rhino uses its A4000s to clean exit ramps. It tries to keep its M5000s out

*Continued . . .*

# Rhino Services goal: exceed expectations

... continued

on the Interstate shoulders where they're a little more cost-effective.

"As for the Vacall, it's somewhere every single night during the fall," said Blackstone. "That's when the leaves drop and we tend to get more rain. If leaves get into the drain and get hung up on a branch or something else, it may plug the drain and cause rainwater to back up onto the highway, creating a traffic hazard. That's why we vacuum regularly in the fall and that's when we also tend to get more calls for emergency drain work to unblock a stoppage."



Rhino Services has a large sweeper fleet from Tractor & Equipment Company in Forest Park. "Dealer support is crucial in our business and that's why I deal with TEC," said Owner Lonnie Blackstone. "Their service is superb."

Rhino Services uses a Komatsu PC35 compact excavator for Georgia DOT work, cutting back bushes that have grown up over Interstate barrier walls.



## "Superb service" from TEC

As important as machine quality is to Blackstone, he cites dealer support as the No. 1 factor in choosing his equipment fleet. That's why he typically buys sweepers and other machines from Tractor & Equipment Company.

"Downtime is a killer. I had issues with one of my trucks that was in a dealer's shop for 187 straight days and another one for 136 straight days," said Blackstone. "Needless to say, we don't buy that brand or deal with that dealer anymore. I prefer working with TEC because I know they are going to take care of us. Their service is superb for our industry."

Blackstone works with Regional Sales Manager DeVaughn Pettit on purchases. For parts or service, Rhino's Fleet Manager Van Shumate calls TEC's Forest Park branch and deals primarily with Brian Holder for parts and "Mr. Robert" (Robert Adams) in service.

"We have a large shop and half a dozen mechanics, so we do as many in-house repairs as possible, but we use Mr. Robert as a resource and he helps us in any way we need," said Blackstone. "TEC is great like that. They treat us like a partner and the support they provide definitely helps us keep our downtime to a minimum."

## Optimistic about future

Although Blackstone's baseball dream didn't pan out, his business dream has come true and continues to grow. The company hopes to soon expand its Georgia DOT sweeping contract statewide, which will take Rhino to other cities in the state, where there are more barrier walls and drain structures.

"Of course, it hasn't all been a straight upward path," admitted Blackstone. "We've had to overcome challenges and I'm sure there will continue to be challenges in the future. But overall, I'm cautiously optimistic about what lies ahead."

"I think much of our success is a result of treating our government-sector clients the same as we do our private-sector clients," he noted. "Our goal is to exceed expectations, not just meet them. We strive to always leave the customer happy with the job we did, thereby earning a good reputation that allows us to maintain business relationships over time. As long as we continue to do that, I feel very good about our long-term prospects." ■

## GUEST OPINION

# MORE FUNDING NEEDED

## Highway bill does not end battle for sustained highway investments

In July, President Obama signed a new surface transportation law, Moving Ahead for Progress in the 21st Century (MAP-21). Though the fight for a new highway bill is now past, the battle continues for a long-term, robust, sustainable revenue stream for transportation infrastructure.

The new 27-month reauthorization will provide \$39 billion and \$40 billion for transportation investments in fiscal year (FY) 2013 and 2014 respectively. This continues current operating authority with a 1.4-percent annual adjustment for inflation. Of this amount, more than \$37 billion annually is designated for core federal-aid highway programs, available to states through distribution under the federal funding formula. Additionally, MAP-21 extends the Highway Trust Fund and user collections through FY 2016 (two years past the bill's expiration), providing greater certainty.

Beyond the direct federal spending, other provisions of the new law are designed to increase investment. MAP-21 allows for expanded tolling and dramatically expands the Transportation Infrastructure Finance & Innovation Act (TIFIA), a program that provides credit assistance to help attract nonfederal and private investment in large-scale projects. The final measure also includes provisions to consolidate transportation programs, reducing the number of federal transportation programs from 90 to 30. It speeds up the environmental and regulatory reviews of projects, providing automatic approvals for rebuilding after an emergency and setting a federal threshold under which reviews will not be necessary.

Though MAP-21 contains provisions that will benefit construction, as well as the broader national economy, the law fell short in several important respects. Most notably, lawmakers

failed to address the serious threat to the nation's long-term economic health by refusing to consider a means to revise funding mechanisms for transportation infrastructure investments. While the law continues to collect fuel taxes to prop up the Highway Trust Fund through the end of FY 2016, it ignores the basic fact that such taxes are woefully inadequate and cannot meet current obligations, let alone any program expansion.

MAP-21 is a significant victory, but it does not offer the kind of robust long-term investments our national transportation networks desperately need. The extension of current funding is great, but without finding a way to pay for our surface transportation infrastructure, lawmakers merely kicked the can down the road, leaving the issue for a future Congress to resolve.

In the months ahead, AED will be urging congress to tackle the revenue issue as part of the broader tax and budget reform debate. We hope distributors everywhere will join in that effort and help get the Highway Trust Fund back on solid footing. ■

**MAP-21 provides more than \$100 billion for roads and other infrastructure projects for a period of 27 months, through fiscal year 2014. Industry groups such as AED say additional long-term funding is a necessity.**



**Christian Klein,**  
Association of Equipment  
Distributors VP of  
Government Affairs



## GREEN ROADS

# SUSTAINABLE SOLUTIONS

## Green movement goes beyond buildings as it gains prominence in roadway construction

Throughout the past decade, the idea of “green” construction has continued to gain prominence, mostly in buildings. Those projects include site-work plans, which consider stormwater runoff, the building materials used in erecting the structure and indoor factors, such as low-energy lighting.

By most accounts, the concept of green building is paying off. More recently, that same focus has been put on the road- and bridge-building industry as a way to make more sustainable highways, streets and trails. In the last few years, several institutions and governmental agencies have conducted research in an effort to spotlight best practices and long-term solutions to making the nation’s roadway infrastructure last longer with less environmental impact.

Onsite crushing and recycling of old concrete roadways are becoming standard practices around the country. The materials are often used as subbase under new highways and streets.



The U.S. Department of Transportation’s Federal Highway Administration (FHWA) defines sustainability as “the capacity to endure.” It says a sustainable highway should satisfy our developing society’s functional needs and its economic growth, while striving to enhance the natural environment and reduce consumption of natural resources.

Sustainable transportation may be defined in many ways, according to the FHWA, which describes environmental, social and economic impacts as the three pillars of the “triple bottom line.” Transportation agencies address sustainability through a wide range of initiatives, such as livability, smart growth, recycling, planning and environmental linkages.

To assess a project’s sustainability, FHWA created a self-evaluation tool known as INVEST (Infrastructure Voluntary Evaluation Sustainability Tool), a Web-based collection of best practices that allows states to integrate sustainability into their projects.

FHWA conducted a pilot test of the assessment tool last year and collected feedback, which prompted improvements before the release of Version 1.0 of INVEST this year. Those improvements included the ability to evaluate specific projects through project development criteria; simplified criteria and scoring; and a basic scorecard appropriate for preservation, restoration and small construction projects.

### Working together

In addition to measuring roadway construction sustainability, FHWA provided initial funding for the Recycled Materials Resource Center when it was founded five years



There's a push to use less virgin material and more recycled material in new-road construction. The Greenroads Foundation developed a rating system for Greenroads certification, much like LEED certification for buildings.

ago. The Center's mission is to "... develop and distribute technology needed to use recycled materials in the transportation infrastructure in a cost-effective and environmentally sound manner." The Center has conducted more than 60 research projects, with a major focus on reducing the more than 4.5 billion tons of waste generated annually in the United States.

At the time of the Center's founding at the University of New Hampshire, Associate Professor of Civil Engineering and Co-Director of the Center Dr. Kevin H. Gardner said in a Science Daily article, "We have a real opportunity to rebuild the infrastructure the right way with sustainable materials and socially sensitive designs that protect air, water, land and human resources."

According to the Center, wastes presently being reused or under consideration for reuse in the U.S. include reclaimed asphalt pavement (RAP), Portland cement concrete, recycled concrete pavement (RCP), coal fly ash (CFA), waste tire products, blast-furnace slags, steel slags, coal bottom ash, construction debris, foundry sands and mining wastes.

Certain materials, such as RAP, RCP and CFA, are widely used in highway construction,

the Center notes. Many other waste materials have been used in limited regional or state applications, driven mostly by local pressures to avoid waste disposal. Federal and state interests and initiatives need to come together to address this situation.

### **Recycled toilets lead to first certification**

About the same time as the Center's founding, another group at the University of Washington began developing a sustainability rating for bridge and road building. That led to the founding in 2010 of the nonprofit, third-party Greenroads Foundation, which established the Greenroads Rating System.

Greenroads is much like the more well-known LEED (Leadership in Energy and Environmental Design) certification, which applies to building construction. Greenroads rates projects as Certified, Silver, Gold and Evergreen, with the latter being the highest level.

Ratings are based on several factors, including 11 requirements that must be met for a roadway project to be considered a Greenroad and 37 voluntary "credits." Points

*Continued ...*

# Sustainable roadways make big difference

... continued

for voluntary credits add to a final score that determines a project's rating. The Greenroads Foundation has conducted more than 100 case studies with more than 20,000 hours of research.

Earlier this year, the Foundation gave its first-ever certification for the Meador/Kansas/Ellis Trail Project in Bellingham, Wash. The \$850,000 project involved new, low-energy, LED street lighting, stormwater management and improved walkways in a six-block span of downtown Bellingham. The project included porous pavement that naturally treats runoff and provides effective stormwater management, along with asphalt with a recycled content of 30 percent and recycled concrete aggregate.

Materials such as these have become somewhat commonplace through the years. So what made this project stand out? The use of more than 400 porcelain toilets, which were crushed and used in the concrete mix.

The innovative idea earned the project Silver Certification.

"Sustainable roadways are not just a dream," said Jeralee Anderson, Executive Director Greenroads Foundation. "This certification represents a culmination of a five-year process to research, develop and implement a sustainability rating system for the roadway industry."

Founder and Greenroads Foundation Board Member Steve Muench said the Greenroads Rating System can be used outside the U.S. Globally, 12 projects are currently pursuing Greenroads certification, ranging from new construction and reconstruction to overlay and bridge projects, according to the Foundation.

"The Greenroads Rating System can be used to help manage, improve and communicate sustainability," said Muench. "It represents an independent verification of sustainable features that truly matter and make a difference." ■

Governmental agencies and outside organizations encourage the use of recycled materials in new roadway construction. Materials include reclaimed asphalt, recycled concrete, waste tires and coal fly ash, among others.



## NEW PRODUCTS

# NEW, MORE PRODUCTIVE DOZERS

## Komatsu D61-23 dozers have next-generation hydrostatic transmissions that increase productivity, efficiency

When you have a machine that's already proven reliable, improving on its productive features bears a challenge. To do that, Komatsu went directly to users to gather information it used to design and build its new D61-23 model dozers.

The two new models are the standard EX model with new, longer tracks and the low-ground-pressure PX. While the net 168 horsepower of the new Dash-23 models remains the same as its predecessors, Komatsu increased the operating weight.

"We didn't want to just meet the Tier 4 Interim standards to lower emissions, we wanted to reduce customers' owning and operating costs," noted Bruce Boebel, Komatsu Product Manager, Dozers. "Using the valuable input we gathered from our customers, Komatsu designed the new D61s with features we believe make them the most efficient and productive dozers in their size class."

Among the new features are a next-generation hydrostatic transmission (HST) and engine-control technology that improve fuel economy in both Economy and Power working modes. E mode is intended for general dozing and leveling, while P mode offers maximum engine power for slot and uphill dozing and ripping. Komatsu's exclusive HST control system reduces fuel consumption by up to 10 percent in P mode and up to 20 percent in E mode.

A newly designed power-angle-tilt (PAT) blade provides improved curvature to roll material more efficiently. With the new, standard, adjustable blade pitch, operators can set the aggressiveness of the cutting edge to match the application. A new hydraulic blade-angle toggle switch makes blade operation easier.

Blade visibility improved with a sloped engine-hood design, similar to the popular and

award-winning Komatsu D51. A new roomier, integrated ROPS cab sits forward to put the operator closer to the blade and has large glass windows to enhance visibility.

"Several other improvements include being plug-and-play ready for Topcon GPS technology. The user simply has to bolt on a completing kit and it's ready to use," said Boebel. "That further increases efficiency and reduces wasted movement and materials in grading applications. The D61s also work well for land clearing and forestry, so they're versatile machines that fit well into nearly any fleet." ■



**Bruce Boebel,**  
Komatsu Product  
Manager, Dozers

### Brief Specs on the Komatsu D61-23 Dozer

Model	Operating Weight	Net Horsepower	Blade Capacity
D61EX-23	39,099 lbs.	168 hp	4.5 cu. yds.
D61PX-23	41,138 lbs.	168 hp	5.1 cu. yds.

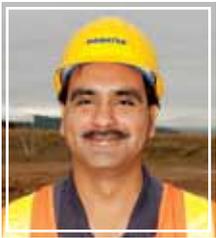
Komatsu's new D61-23 dozers have several new productive and efficient features, including a next-generation hydrostatic transmission that provides up to 20-percent fuel savings, depending on working mode and application.



## MORE NEW PRODUCTS

# NEW WHEEL LOADER

## Large-capacity torque converter improves productivity, reduces fuel consumption in WA470-7



Armando Najera,  
Product Manager

Wheel loader users want a machine that not only provides maximum fuel savings, but does so with the power and productivity needed for a variety of applications. Komatsu's new WA470-7 has those attributes in a redesigned model that meets the Tier 4 Interim regulations.

"The new WA470-7 is great for a wide variety of work, including quarry and construction applications," said Product Manager Armando Najera. "Its predecessor, the WA470-6, was a proven performer, and the Dash-7 maintains its production with up to 8-percent better fuel efficiency and operator productivity features."

The WA470-7 features a newly designed powertrain that has a large-capacity torque

converter with lock-up. This provides improved acceleration for faster hill-climb ability and higher ground speeds (up to 23.8 miles per hour) in load-and-carry applications. The torque converter increases tractive effort for greater productivity in V-cycle applications.

Komatsu Smart Loader Logic, which functions automatically, provides optimal engine torque in all applications. It decreases engine torque when the loader isn't working hard, providing increased fuel savings.

### Better visibility

Komatsu created a quieter, more comfortable cab with better visibility by lowering the front glass and redesigning the dashboard. The seat-mounted right-hand console now has electronic pilot control levers and a forward-neutral-reverse switch.

Operators can modify settings to their individual needs, check operational records and find tips to reduce fuel consumption with Eco Guidance on the new high-resolution monitor. For added safety, a backup camera is standard, providing a view behind the loader.

Komatsu backs the WA470-7 with its exclusive Komatsu CARE program, which helps lower owning and operating costs. Komatsu CARE includes complimentary scheduled maintenance for three years or 2,000 hours and two Komatsu diesel particulate filter exchanges at 4,500 and 9,000 hours within the first five years.

"Factory-certified technicians do the work, using genuine Komatsu parts and fluids, including the two filter exchanges," explained Najera. "It's another Komatsu commitment to lowering owning and operating costs." ■

### Brief Specs on the Komatsu WA470-7

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA470-7	272 hp	52,007 lbs.	5.0-6.8 cu. yds.

The new WA470-7 maintains horsepower but lowers fuel consumption, compared to the previous model. Additionally, a large-capacity torque converter provides greater tractive effort for increased productivity in V-cycle applications.



# WA500-7

From Komatsu - The Loader Experts



The WA500-7 Tier 4 Interim Wheel Loader is a class-leading performer in the aggregate industry with improvements in production, fuel efficiency, operator comfort and serviceability.

- Large-capacity torque converter with lock-up delivers power, speed and efficiency.
- New operator's cab offers improved visibility and ergonomics.
- Efficient Tier 4 Interim engine provides up to a 7% reduction in fuel consumption.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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# MAXIMIZING UPTIME

## Vice President, Service, says Komatsu is committed to providing unrivaled, quality service



*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.*

**Hiro Higashiyanagi,  
Vice President, Service**

In April of this year, Hiro Higashiyanagi became Vice President, Service, responsible for overall service activity throughout North America and for mining trucks globally. Higashiyanagi, who brought with him more than three decades of experience with Komatsu, believes service is just one aspect of Komatsu's overall commitment to customer satisfaction.

"Service is not a stand-alone entity," emphasized Higashiyanagi. "We work closely with manufacturing, sales, parts, training and other areas. Each of us is integral to the total picture. For example, service has to stay up-to-date on the latest product developments and any new parts that may be involved so we can support those machines. Technician training is a commitment we make to meet those needs. The ultimate goal of this integration is to make customers more efficient, productive and profitable."

Higashiyanagi has been working to achieve that since he started with Komatsu 36 years ago. He's always been involved in service, traveling around the globe in various positions. He's worked in Russia, Australia and South Africa, among other locations.

"When customers' equipment is down for any reason, it costs them time and money," he said. "That's true everywhere. I enjoy working with customers to understand their businesses and learn how Komatsu can better meet their needs from a service standpoint to help maximize their uptime."

Higashiyanagi is an avid golfer. He and his wife, Akiko, have been married for 29 years and have two children.

**QUESTION: What are Komatsu's strengths when it comes to service?**

**ANSWER:** One is providing outstanding and unrivaled, quality service to each and every customer, whether that customer owns a single machine or a fleet of large mining equipment. Our goal is to provide all our customers with the value they expect from their Komatsu equipment. That means remaining productive and efficient throughout the machines' lifetime. We're making that happen with programs such as Komatsu CARE, which provides complimentary scheduled maintenance on Tier 4 Interim machines, including Komatsu Diesel Particulate Filter changes.

Another is our strong and long-term relationship with our distributors. Programs such as Komatsu CARE wouldn't be possible without the skilled technicians at our distributor locations. Komatsu provides factory-certified training that keeps our technicians up to date with the latest technology. This helps our distributors maintain quick, responsive service that keeps our customer's machines up and running. This is our commitment to our customers.

Finally, we believe Komatsu has a technological edge. With our KOMTRAX system, Komatsu and its distributors can monitor machines 24 hours a day, seven days a week and know when to schedule maintenance and ensure it's done on time. We take a very proactive approach.

**QUESTION: How is the Komatsu CARE program working?**

**ANSWER:** At nearly 100 percent, our success rate in servicing machines eligible under the Komatsu CARE program is extraordinary. Our customers are delighted because they know the

services are done correctly and completed at the right time. It keeps their machines running at maximum productivity and maximizes availability, which results in greater customer profitability. A proven track record of scheduled maintenance through Komatsu CARE is another benefit; as it increases the residual value of the machine by providing the new owner with all the service records for the life of the machine.

**QUESTION: Besides Komatsu CARE, how else does Komatsu distinguish itself when it comes to service?**

**ANSWER:** Komatsu believes in building solid relationships with our customers, and we like to meet with them face-to-face every chance we get. We want to be there for customers from the time they purchase a machine to when they sell or trade it, and we want to help them meet their objectives. Our customers provide us with valuable feedback that allows us to build better equipment and continue to improve parts and service capabilities.

**QUESTION: How do you measure success from a service standpoint?**

**ANSWER:** Customer retention. Service is responsible for customer satisfaction after the sale. We're dedicated to maintaining our customers' machinery so it continues to provide them availability, productivity and efficiency. Doing so involves working with customers to understand their specific operations and the challenges they face. Komatsu and our distributors want to partner with them to jointly develop solutions to manage and minimize those challenges. Having parts readily available if they do their own maintenance and providing service through a maintenance agreement are just two examples. We follow up extensively and conduct satisfaction surveys to help us see our strengths and identify areas of improvement.

**QUESTION: Are you working on anything new?**

**ANSWER:** Similar to our product lines, we're always striving to improve service. Expanding the Komatsu CARE program is one area on which we're working. Giving customers a menu of options to choose from when it comes to maintenance is also something we're pursuing. ■



Komatsu technicians are skilled in working on all types of machinery, from tight-tail-swing excavators to the largest mining equipment.



Innovations such as KOMTRAX allow Komatsu and its distributors to track machines and schedule on-site service at a time and location convenient to the customer.



Extensive training helps Komatsu distributor technicians quickly diagnose and fix issues, as well as provide scheduled maintenance, such as fluid and filter changes.



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# MAXIMIZING FUEL ECONOMY

## Under most conditions, using E mode is your best option

When digging and dozing in hard materials, you need all the power your machinery can give you. If you're not in those heavy ground conditions and continue to use full power, it's likely you're wasting fuel and putting undue wear and tear on your equipment.

"We've tracked hundreds of thousands of machines since KOMTRAX was introduced, and our data show that in most instances, full power is unnecessary," said Rizwan Mirza, Manager, KOMTRAX. "Fortunately, KOMTRAX indicates whether it's necessary or not, right on a monitor in the cab."

Nearly all Komatsu equipment comes with several mode-setting options, including Power, or P mode, and Economy or E mode, which are the two most commonly used. P mode provides maximum power output, while E mode is for applications in general working conditions and provides maximum fuel efficiency.

When conditions require full power for an extended period of time, the P mode is most appropriate. For excavators, dozers and wheel loaders, that may be working in hard materials or climbing uphill. For excavators, it may also mean deep digging applications.

"The default monitor screen shows operators the work load so they can easily see if they are maximizing efficiency," said Goran Zeravica, Manager, Distributor Operations. "If the Eco gauge is in the green range, then the E mode is appropriate. If the gauge moves into the upper, orange section, it's time to switch to Power mode. Switching is as simple as pushing the button labeled P/E."

"No matter which mode operators select, there may be times a short boost in power is necessary for a particularly difficult area," Mirza added. "Depending on the machine, an operator can

simply press and hold a button on the joystick control to get an instant, 10-percent power increase."

Zeravica spends a great deal of time talking one-on-one with equipment owners and operators throughout North America. He educates them on ways to save fuel.

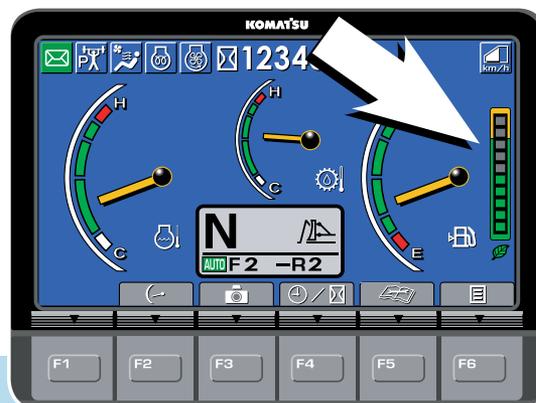
"One fleet manager told me that he changed all his machines to default to E mode," Zeravica recalled. "That made sure they were in the most efficient setting to start the day, no matter what mode was set the last time the machine was in operation. Soon, the operators were checking to make sure E mode was set before they left for the day. The result was less unnecessary time in Power mode and significant fuel savings." ■



Rizwan Mirza,  
Manager, KOMTRAX,  
ICT Business Division



Goran Zeravica,  
Manager,  
Distributor Operations,  
ICT Business Division



An Eco gauge displayed on the machine monitor shows whether operating in Power or Economy mode is most fuel-efficient.



# Customer Care

From Komatsu - The Product Support Experts



You need your machines running to keep your business running. And you need complete confidence in your expert service team to keep them running at maximum productivity.

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## TECHNOLOGY AT WORK

# MORE COST-EFFECTIVE GRADING

## Komatsu's IMC team highlights benefits of machine, Topcon GPS combinations

Today's construction marketplace is increasingly competitive, often with more contractors bidding on a project than ever before. Finding a way to make businesses more competitive is essential, and Komatsu continues doing that with initiatives such as its new Intelligent Machine Control (IMC) team.

Komatsu's commitment to IMC represents a major investment of resources. The team provides Komatsu distributors and their customers with support for machine technology, such as Topcon GPS grading systems, which have proven to get to grade faster and at a lower cost. Topcon GPS systems interface directly with the machine's hydraulics, providing precise metering of oil flow to the hydraulics for more exact blade positioning during cut-and-fill and fine-grading operations.

"Customers told us they wanted equipment that's 'plug-and-play' ready to accept a Topcon system," said Komatsu Product Marketing Manager Ron Schwieters. "They understand the added value a GPS system brings in terms of more efficient and accurate grading. Our new Tier 4 Interim D65-17 and D61-23 dozer models are equipped so the user can hook up a Topcon GPS system and be running within hours. Older machines can also be retrofitted for Topcon systems."

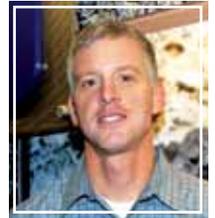
Mike Salyers, another Komatsu Product Marketing Manager, said there are several ways Topcon GPS systems provide cost savings. "Grade staking is virtually eliminated because the systems can determine where the machine is in relation to final elevation. That means there's no need for a laborer to constantly check grade. If it's a cut operation, fewer passes to grade saves fuel and reduces

wear on the machine. On the flip side, the chance for overfilling is reduced, so there's less waste."

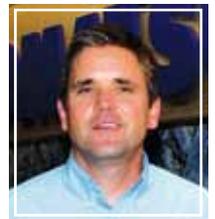
IMC team members say a Komatsu machine with a Topcon GPS system benefits businesses of all sizes. "Users of these systems tell us they see a return on investment very quickly, usually within the first year, and sometimes on the first job where they use it."

"Every company bidding on a project starts from the same point in terms of materials to be moved," added Salyers. "Being competitive involves several factors, including getting to final grade faster. We've found that can often be achieved using Komatsu equipment with a Topcon grading system."

For more information, contact Mike ([msalyers@komatsuna.com](mailto:msalyers@komatsuna.com)) or Ron ([rschwieters@komatsuna.com](mailto:rschwieters@komatsuna.com)) at the IMC team at Komatsu America. ■



Mike Salyers,  
Product Marketing  
Manager, IMC



Ron Schwieters,  
Product Marketing  
Manager, IMC

Dozer models, including the Tier 4 Interim D65-17, come "plug-and-play" ready for Topcon GPS systems that help operators get to grade faster than a manual dozer.



**AT YOUR SERVICE**

# **GREATER PARTS EFFICIENCY**

## **Training from Komatsu helps parts personnel respond more quickly to customer inquiries**



**Glenn Schindelar,  
Senior Marketing  
Manager**

When customers call for parts, they want answers as to availability and delivery time. Komatsu provides many hours of training so distributors' parts personnel can answer those questions quickly and accurately.

When you need parts, whether for a scheduled service or a machine that's down, two important factors are on your mind: are they available, and how fast can I get them? You want the person you are dealing with to give you both answers quickly.

"Our goal at Komatsu is to take care of the customer as efficiently as possible," said Glenn Schindelar, Senior Marketing Manager. "Our distributors' parts and product support personnel have a good base of experience. We build on that by providing educational opportunities to help them better understand our products and procedures, which allow them to quickly and accurately identify parts and their supply status."

Komatsu offers intensive training courses at its Cartersville, Ga., Training and Demonstration Center. Through regularly scheduled, week-long sessions, the company holds as many as 58

classes. Topics include Komatsu Parts Systems, KOMTRAX, Undercarriage Maintenance Management and more. Komatsu offers basic and advanced courses for some subjects, with ample hands-on training.

"We believe it's not enough to just sit in a classroom," Schindelar noted, adding that many distributors choose to send product support reps and service technicians. "We provide real-world opportunities to touch and operate machines and understand how systems work and wear. Komatsu personnel lead both classroom and hands-on training, utilizing experts in the field rather than using outside training resources. That's important, because if participants have a question or issues later on, they can contact their Komatsu trainer for support."

Schindelar added that the training sessions provide another good resource for distributor personnel. "During the time there, they can network with the staff and their counterparts from other distributors. It allows them to exchange ideas and personal contact information. We believe that's a great benefit that's paid dividends through the years."

Komatsu began offering the training in 2004, and since then, more than 2,000 people have attended the sessions. Those who accumulate 100 hours or more are certified Product Support Professionals. "It takes dedication to learning to achieve this certification. An individual must attend at least three, week-long sessions to achieve the 100 hours," Schindelar explained. "This is an exclusive and highly regarded designation. It shows a commitment by the person attending as well as by the distributor that makes the financial investment to send personnel." ■





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# ARTICULATED TRUCKS

From Komatsu – The Truck Experts



The redesigned Tier 4 Interim Articulated Trucks will boost your productivity and lower your costs. From increased payload to improved traction control, the truck experts at Komatsu once again deliver on your need for a lower cost per ton moved.

- Komatsu Traction Control System (K-TCS) automatically increases performance in soft ground conditions.
- New operator's cab provides better visibility and ergonomics.
- Efficient Tier 4 Interim engine provides up to an 8% reduction in fuel consumption.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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## INDUSTRY EVENT

# MINEXPO RECAP

## Komatsu features machinery and support capabilities at quadrennial mining showcase

One would expect a leading manufacturer in mining machines to have one of the largest displays at MINExpo, introducing cutting-edge equipment and support capabilities that increase production. Komatsu did just that at the most recent quadrennial event in Las Vegas, showcasing six machines, Modular Mining, KOMTRAX Plus® and KOMVISION™.

Products on display included the new 200-ton-class 730E (AC) haul truck that's now AC-driven, as well as a PC4000 with advanced, four-circuit, Hydropilot hydraulics that deliver precision control and extended reliability, which lower overall per-ton costs. Rounding out the products were a 960E-2K electric truck, an HD785-7 haul truck, a WA900-3 wheel loader and a D375A-6 dozer.

"MINExpo is a good opportunity for anyone in the mining industry to see first-hand the latest in mining products and make comparisons," said Bob Post, Komatsu Director of Marketing Communications. "But mining is about more than massive pieces of equipment. It's about productivity and moving materials safely and efficiently. That's why in addition to products, we offered informative workshops on topics such as estimating production, as well as highlighted ways we can help mines lower owning and operating costs through state-of-the-art technology like KOMTRAX Plus."

KOMTRAX Plus is Komatsu's remote, machine-monitoring system for mining-size products that provides valuable information to help operations track critical data. "It's a tool that can aid in lowering operation costs," said Post. "By tracking data with KOMTRAX Plus, mines can take a proactive approach to maintenance and other operational costs. It allows them to track production, idle time, pressures, temperatures

and trends. If they see something go out of normal tolerance areas, they can address it before it becomes a major breakdown."

### Introducing KOMVISION

Post noted that Komatsu's exclusive innovations, such as KOMTRAX Plus and KOMVISION have been driven in part by customer input. "KOMVISION is a whole new layer of awareness for haul-truck operators. It uses a combination of radar and cameras to give the operator a virtual 360-degree view all around the machine," he explained. "It provides a more comprehensive perspective than mirrors alone and signals an alert if an object is in the detection area.

"Komatsu is committed to providing solutions to help mines achieve production goals at lower costs," Post continued. "We wanted MINExpo visitors to come away with the knowledge that Komatsu takes a comprehensive approach to improving their mining operations through products and technology designed to increase efficiency, productivity and profitability." ■

Komatsu displayed several machines at MINExpo, including its new AC-drive 730E (AC) electric truck and PC4000 excavator. It also highlighted support capabilities and innovations such as KOMVISION™.



Bob Post,  
Komatsu Director  
of Marketing  
Communications



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of Komatsu at  
MINExpo.

www.TECractorTimes.com



▶ VIDEO

# ADDITIONAL MONEY SOURCES

## Infrastructure programs provide funding within and beyond the new highway bill

Passage of the highway bill, Moving Ahead for Progress in the 21st Century (MAP-21), brought more than \$100 billion in funding for roads, bridges and other infrastructure through the end of fiscal year 2014. But that's not the only source that may be available to those looking for ways to fund construction projects.

MAP-21 provides significant funding for the Transportation Infrastructure Financing and Innovation Act, or TIFIA. The program provides credit assistance to states and localities wanting to pursue transportation projects of regional and national significance. It seeks to leverage federal funds to attract private and other nonfederal dollars, according to Christian Klein, President of the Associated Equipment Distributors.

States may be able to leverage additional funds for transportation projects by using TIFIA financing. They can also tap into unobligated funds that were previously available under past appropriations measures but never spent.

Financing assistance through TIFIA — which is available for up to 33 percent of an eligible project's costs — comes with three options: through secured loans that offer flexible repayment terms and allow for financing of both construction and capital costs, allowing borrowers to take up to 35 years to repay the loan; loans whereby the federal government guarantees a borrower's repayments to a nonfederal lender; and standby lines of credit to supplement project revenues for up to 10 years after completion.

According to the Federal Highway Administration, each dollar of federal money can provide up to \$10 in TIFIA credit assistance and leverage \$30 in transportation infrastructure investment.

"That means the \$1.75 billion authorized for TIFIA in MAP-21 (\$750 million in 2013 and \$1 billion in 2014) could generate as much as \$52.5 billion worth of construction activity," according to Klein.

### Unappropriated earmarks available

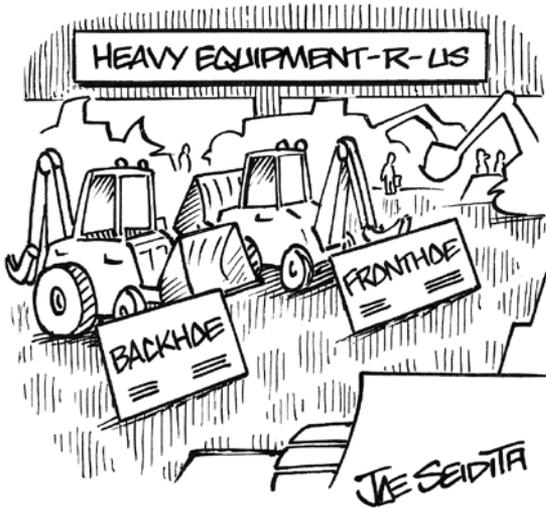
In addition, Transportation Secretary Ray LaHood announced a program to allow states to tap into \$473.4 million in highway funds earmarked for projects under past appropriations measures but never spent. States had until Oct. 1 of this year to identify projects to designate their share of the funds to, and obligate those funds by Dec. 31.

"These idle earmarks have sat on the shelf as our infrastructure continued to age and our construction workers stood on the sidelines," said LaHood. "These funds need to be put to use now so we can get people back to work." ■



## SIDE TRACKS

### On the light side



### Did you know...

- Abraham Lincoln, who invented a hydraulic device for lifting ships over shoals, was the only U.S. president ever granted a patent.
- Antarctica is the only continent without reptiles or snakes.
- Baskin Robbins once made ketchup ice cream. This was the only vegetable flavored ice cream produced.
- The only active diamond mine in the United States is in Arkansas.
- Hawaii has the only royal palace in the United States - Iolani.
- Bats are the only mammal that can fly.
- Maine is the only state in the United States whose name is just one syllable.
- The only river that flows both north and south of the equator is the Congo. It crosses the equator twice.
- The number 4 is the only number in the English language that has the same number of letters in its name as its meaning.

### Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at [www.TECTractorTimes.com](http://www.TECTractorTimes.com)

1. T P E H D \_ \_ \_ P \_ \_ \_
2. S E T A H U X \_ \_ \_ \_ A \_ \_ \_ \_
3. L V E A V \_ \_ \_ \_ \_ E
4. W I L R A F O \_ \_ \_ \_ \_ L \_ \_ \_

## MORE INDUSTRY NEWS

### CBO report looks at infrastructure bank potential

A study from the Congressional Budget Office highlights the potential advantages and disadvantages of a federal infrastructure bank, which Congress has proposed several times. The bank “would select new, locally proposed construction projects for funding on the basis of a number of criteria, including their costs and benefits, and would provide financing for the project through loans and loan guarantees,” according to the CBO.

It further stated that to repay the loans, projects financed through the infrastructure bank would have to include tolls, taxes or other dedicated revenue streams. An advantage of the bank is that it could encourage sponsors of the projects to charge users for the benefits they receive, said the CBO. A disadvantage is that it would not differ substantially from the loans and loan guarantees already offered by the Department of Transportation through its TIFIA program. The full report can be found on the CBO’s Web site at [www.cbo.gov](http://www.cbo.gov). ■

### DOT awards \$500 million in TIGER grants

The Department of Transportation awarded \$500 million in TIGER (Transportation Investment Generating Economic Recovery) grants in 2012, with 35 percent of funds going toward highway and bridge projects. Forty-seven recipients from 34 states and the District of Columbia received grants.

Grant recipients were selected from more than 700 applicants that submitted requests for projects totaling \$10.2 billion. These grants bring the total spending under the TIGER program to more than \$3 billion since it was established as part of the 2009 Recovery Act. ■

### CONEXPO exhibit space sales on record pace

Although it’s still more than a year until CONEXPO-CON/AGG, sales for exhibit space are at a record pace, according to the show’s organizer. The triennial event, which showcases the latest in equipment innovation, is to be held March 4-8, 2014, at the Last Vegas Convention Center. It is co-located with the International Fluid Power Exposition.

“Attendees will find the newest product innovations to help them work smarter. From large companies to specialized businesses, from North America and around the world, it will all be here,” said Megan Tanel, CONEXPO-CON/AGG Show Director and Association of Equipment Manufacturers VP Exhibitions and Exhibits. ■

### BLS anticipates rise in construction employment

A report from the U.S. Bureau of Labor Statistics (BLS) says the need for construction workers will increase by 33 percent with an anticipated boom in construction expected to create 1.8 million jobs by 2020. All sectors of the construction industry will contribute, but the report pointed out that construction employment, which lost 2.2 million jobs from 2006 to 2010, won’t return to prerecession levels by 2020.

A 4-percent increase in the category of Mining, Quarrying, Oil & Gas is expected, with nonmetallic mineral mining and quarrying accounting for nearly all job growth. Coal and metal ore are expected to decrease, with the fall attributed mainly to technology gains that boost productivity. The report can be seen at [bls.gov/ooh/About/Projections-Overview.htm](http://bls.gov/ooh/About/Projections-Overview.htm). ■

# Used Equipment Specials



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Komatsu PC200LC-8, C60713, 2007, 1,709 hrs.....\$130,000



Komatsu PC450LC-8, A10067, 2010, 4,737 hrs.....\$250,000

## EXCAVATORS

PC27MR-2, 18022, 2009, 1,644 hrs .....	\$22,500
PC55MR-3, 15317, 2009, 1,672 hrs .....	\$42,500
PC200LC-8, A89176, 2009, 3,454 hrs .....	\$115,000
PC228USLC-3EO, 41823, 2009, 3,524 hrs .....	\$128,000

## DOZERS

D31PX-21A, 51078, 2006, 1,268 hrs .....	\$55,000
D39EX-22, 3115, 2009, 158 hrs .....	\$102,000
D39PX-22, 3249, 2009, 3,733 hrs .....	\$85,000
D51PX-22, B10150, 2007, 3,163 hrs .....	\$125,000



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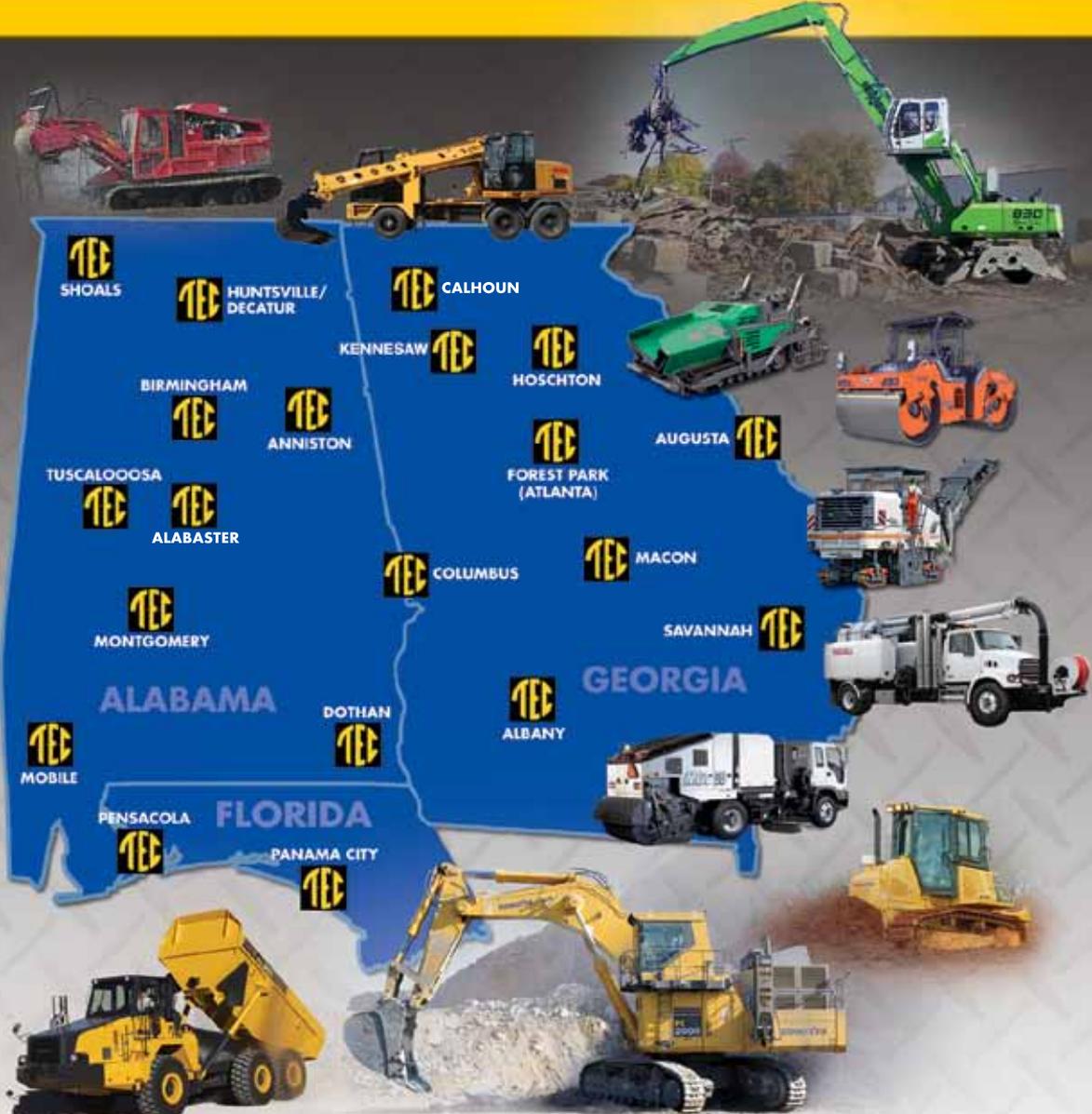


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