



Tractor Times

A publication for and about Tractor & Equipment Company customers

AUGUST 2016



JONES LAND DEVELOPERS, LLC

Macon site-development firm employs a get-it-done-right philosophy to keep customers happy

Girard Jones Jr.,
President



GULF HAULING & CONSTRUCTION

Alabama contractor embraces new technology to move to stakeless grading

(L-R) Superintendent
Mike Jones, Vice President
Michael Eubanks Jr.
and Co-Owner Mike
Eubanks



A MESSAGE FROM THE PRESIDENT



Dan Stracener



Dear Valued Customer:

High production and efficiency are your goals, and Komatsu shares those goals. That's why it continues to manufacture quality products that meet or exceed emissions standards while maintaining, or even boosting, your production and efficiency.

In this issue of your TEC Tractor Times magazine, you can read about innovative Komatsu products that raise the bar when it comes to increasing your uptime and material movement, while lowering your owning and operating costs. At its recent Demo Days, Komatsu introduced its new *intelligent* Machine Control (iMC) PC490LCi-11 excavator. It is the world's largest excavator with integrated control function and was modeled after Komatsu's iMC PC210LCi-10 excavator, which was the first of its kind. More about the PC490LCi-11 will be released soon.

Komatsu introduced the PC210LCi-10 early last year. It followed several models of iMC dozers that Komatsu began rolling out a few years ago, which feature factory-integrated GPS technology that gives operators automatic blade control from rough-cut to finish grade. You can read about the most recent iMC dozer, the D39i-24, in this issue, along with an article on the new PC30MR-5 and PC35MR-5 excavators.

All Tier 4 Final construction-sized machines are backed by Komatsu CARE, which covers scheduled maintenance for the first three years or 2,000 hours. Our trained technicians perform the work at locations and times convenient for you. We track the machines through KOMTRAX and contact you when it's time to schedule service. Our aim is to minimize or avoid disruption to your production.

Whether it's Komatsu or another brand we carry, we have maintenance plans available to take care of all your machinery. We can also work on your competitive equipment. Talk to your product support representative or your branch service manager to see how we can help.

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

Sincerely,



Dan Stracener
President

**We share
your goals of
high production
and efficiency**



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www.TECTractorTimes.com

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GULF HAULING & CONSTRUCTION

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NEW PRODUCT

Take a look at how Komatsu's new PC30MR-5 and PC35MR-5 hydraulic excavators pack serious production into a compact frame.

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JONES LAND DEVELOPERS, LLC

Macon site-development firm employs a 'give-a-damn' philosophy to keep customers happy



Girard Jones Jr.,
President

Girard Jones Jr. took an unusual path to owning a construction company. Many people in this industry were born into a construction family. Others regularly worked construction during summer months while growing up. He did neither.

"I graduated from college in 2002 with a degree in business management and went to work as a sales rep for an oil company," he recalled. "There was one problem – I didn't like selling oil. So, after less than a year, I quit and got a \$10-an-hour job with an acquaintance who was in the grading business. Although I had spent a little time during my teenage years running machines on a buddy's farm, I was far from being an experienced operator. I did, however, like the work. I enjoyed being outside and seeing what I had accomplished at the end of the day. Compared to selling oil, I got a lot of satisfaction out of it."

Jones spent two years as a laborer/operator, learning on the job. In 2005, he decided that he knew enough to go out on his own, so

he started Jones Land Developers, LLC in his hometown of Macon.

"I had some friends who helped me get started with some small projects," he recalled. "My first job was to put up 300 feet of silt fence. It was just me at that time; the idea of having employees was a pipe dream. I couldn't afford a trencher, so I used a sledgehammer and pickax. I finished the job in a day and was pretty proud of it, until the owner came by. He said, 'It looks great. Only one problem. It's backwards.' I took it all down and built it back so that it was facing the right way."

Jones says he learned a lesson that day, and it went beyond the proper way to position a silt fence. He learned something about himself and what he wanted his company to be known for.

"I wanted the customer to be happy with his fence, even if it cost me more time and money than I had intended," he explained. "I call it the 'give-a-damn' factor. We all know you need to make money to stay in business, but if money is all you're concerned about, then you're focusing on the wrong thing. Care about your product. Care about the service you provide. Care about your customer. If you do those things first – in other words, if you 'give-a-damn' – the money will follow. I have customers who only come to me and are willing to pay a premium because they know I care about them and their projects. That's been my company's philosophy since that first job, and it's worked remarkably well."

Total site-work specialist

Jones remained a one-man operation for nearly a year, during which time he primarily cleared lots. He owned no equipment. He rented machines for specific jobs by the day or week. In time, the company grew. Today, Jones Land Developers has 30 employees and specializes in commercial site work – demolition and clearing,



Site Foreman Dustin Knowles runs an *intelligent* Machine Control Komatsu D51PXi at a Jones Land Developers job in Macon.

▶ VIDEO





▶ VIDEO

Truck Foreman/Operator Freddie Vickers uses a Komatsu PC210 to move dirt at a recent job. "I've run just about every excavator out there, and Komatsus are the best, in my opinion," said Jones Land Developers President Girard Jones Jr.



Freddie Vickers,
Truck Foreman/
Operator

road grading, utilities and concrete projects, including sidewalks and foundations. Jones will consider any assignment, but he prefers jobs in the \$500,000 to \$1 million range.

"We started in business near the end of the boom and the start of the recession," said Jones. "Remarkably, we grew throughout the recession, and I believe it's because of our mentality. Our customers know their jobs are going to be done right, on schedule and on budget. We do what we say. Because we have that reputation, we're in demand, and we're able to pick and choose the jobs we want.

"We do total sites, subbing out the utility work, but completing almost everything else in-house," he noted. "My preference is to focus on clearing and mass earthwork. I've actually tried to get out of the foundation business because it's not that profitable, but my regular customers say, 'No, we want you to do it all,' so we're still doing it."

Recently, Jones Land Developers took on the largest job in its history – a \$2.3 million contract for Kumho Tire, which is constructing a manufacturing plant in Macon.

"It's our biggest job by a long shot, and it came totally out of the blue," said Jones. "A guy who was clearing the property for Kumho came into a lawn and garden store that a friend of mine owned and asked if he knew anybody who did erosion-control work. My friend recommended me. I don't do erosion control myself, but I have

a sub who does. I told the guy we'd take care of it, which we did, and that was that."

Or, so he thought. A few months later, in December 2014, he received a call from the same man.

"The Kumho people wanted him to dig some large pits and do mass earthmoving, and he simply wasn't equipped for it," said Jones. "He asked me if I wanted to take over the contract. I met with Kumho, and within 24 hours I had two excavators, two dozers, a motor grader, an off-road truck and three dump trucks moving dirt at the site. We worked 32-straight days – from daylight to dark – and we're still on the site almost a year and a half later."

Jones Land Developers has completed almost all of the site work for the Kumho plant. The work included excavating three, 100-foot-wide, 200-foot-long, 26-foot-deep pits to hold cooling water. The company also performed all of the road grading; laid close to 12,000 feet of water main, 2,000 feet of sewer and nearly 6,000 feet of storm drain; and set 42 manholes, seven fire hydrants and nine post-indicator valves.

"It's been a challenge, but it's certainly made us who we are," said Jones. "We nearly doubled our workforce and did more than a year's work in about seven months. We went hot and heavy for a long time. But, we caught up and were able to slow down a bit, which is good because phase two started this summer."

Continued . . .



Discover more at
TECTractorTimes.com

Jones Land Developers stays busy

... continued

Character and attitude

Jones relies on a number of key people, including Truck Foreman Freddie Vickers and Site Foremen Dustin Knowles, Larry Wildes, Victor Flores, Doyle Taylor and Kenneth Chance.

"I have many experienced hands, but I also hire people who have no construction background," Jones explained. "What I'm really looking for in an employee is the right attitude. We can teach skills. We can't teach character. If you have the character and are willing to learn, you'll fit in."

Jones Land Developers works almost exclusively in Macon. "We've been asked to travel, but have plenty of work right here," he said. "It's easier to stay in town, so, for the most part, when people ask us to go elsewhere, I usually say no."

Komatsu and TEC

Jones Land Developers owns numerous Komatsu machines from Tractor & Equipment Company and Sales Rep Kyle McMahon. New Komatsu units include two PC210 excavators, a PC170 excavator, a D39 dozer and an *intelligent* Machine Control D51PXi dozer. The company also has a PC160, a D31 and a WA250 wheel loader.

"I originally started with another brand of equipment, but I didn't get the support that I wanted or expected from the dealer," Jones said. "About three years ago, I called Kyle at TEC and told him my situation. He hooked me up with some pieces I needed, and we've been loyal Komatsu users ever since."

"I started with a compact Komatsu excavator," he added. "I ran it and loved it. Then I got a used PC160 and liked it as well. Now, we have two new PC210s and a PC170. I've run just about every excavator out there, and Komatsus are the best, in my opinion. They're reliable, strong and very fuel-efficient. As for dozers, I had a Komatsu D31, which was good. When one of my other brand dozers broke down, I asked to demo a Komatsu D39. I was blown away by it. It was the best grading machine I'd ever been on. I wasn't looking to buy at the time – but it was so good, I couldn't help myself."

As much as he likes the equipment, Jones says the support and respect he gets from TEC is important to him.

"TEC has the same 'give-a-damn' factor that we do. I'm not their biggest customer, but when I call, I am treated with respect. My problem is important to them. Everybody in service and parts does whatever they can to help us – from maintenance to repairs to giving us information over the phone. I trust them."

"I still have some older, non-Komatsu machines," he added. "When I need work done on those, I also take them to TEC. The extras, such as Komatsu CARE, where they provide complimentary maintenance on our Tier 4 machines – that's icing on the cake."

Growth continues

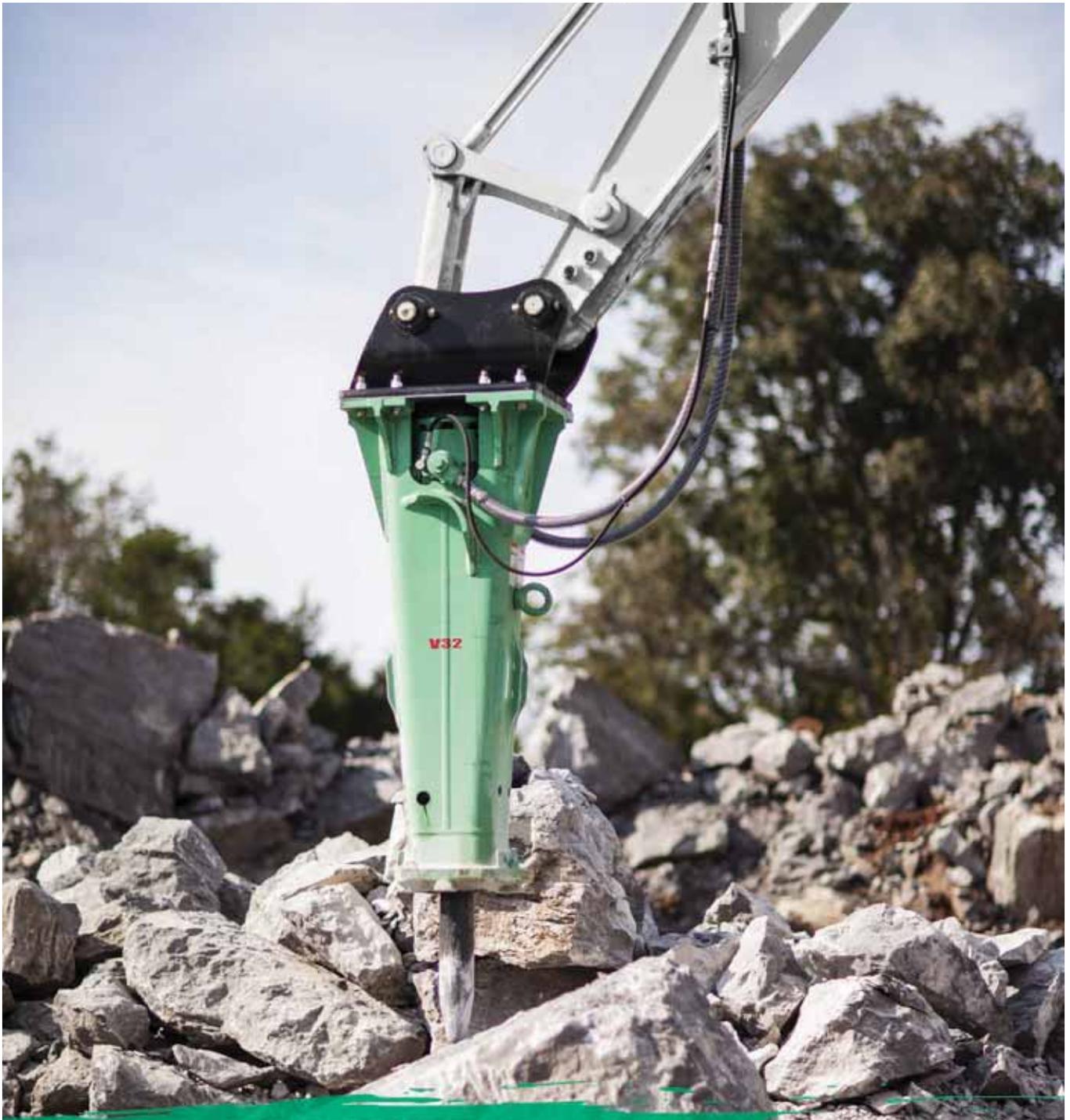
Jones says that at some point he may expand his territory beyond the immediate Macon area. Either way, he expects continued growth for Jones Land Developers.

"We're not trying to grow, but we're bursting at the seams, so I think it's inevitable," predicted Jones. "I believe one of the reasons we've been successful is because I never tried to force anything to happen. Instead, I looked for opportunities. I have to admit, sometimes things just fell into my lap, and I feel very fortunate."

"Of course, when something does fall in your lap, you've got to take advantage of it by performing for the customer," he continued. "Give a fair price. Do a great job. Finish on time. If something's wrong, make it right. That's what we're known for, and as long as we keep doing that and putting our customers' needs first, I'm very optimistic about what's coming our way." ■

Girard Jones Jr. (left) works closely with TEC Sales Rep Kyle McMahon on equipment matters. "Kyle and everybody I work with at TEC does whatever they can to help us," said Jones. "I even take my non-Komatsu machines to TEC. I trust them."





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GULF HAULING & CONSTRUCTION

Alabama contractor embraces new technology to move to stakeless grading

Story and photos
courtesy of
Construction
Equipment Guide.

Stakeless grading is pretty straightforward, and for many contractors it's become essential to their operations. Without it, they rely on setting hubs, which is time consuming. A hub is a six- to eight-inch piece of wood that's driven into the ground and tied with a ribbon at the top. It's required every 10 feet for roads or parking lots for the entire length of the area to be graded, which could be more than 1,000 feet. The contractor then relies on string lines and tape measures to complete the physical layout. This process is necessary before material can be moved.

Now, enter the latest technology incorporated into the new Komatsu equipment with *intelligent* Machine Control. Many contractors are calling it a wise investment.

(L-R) Mike Jones and Michael Eubanks Jr. of Gulf Hauling & Construction, TEC Sales Rep Chris Howard and Mike Eubanks of Gulf Hauling & Construction meet at a jobsite in Saraland.



The capabilities of the new technology were put to the test mid-job during a recent Gulf Hauling & Construction project at McGowin Park in Mobile. Vice President Michael Eubanks Jr. said this job required a great deal of grading work.

"We were nearly 50 percent complete with our work when we took delivery of our first *intelligent* Machine Control dozer, a Komatsu D51PXi, which started as a demo model," recalled Michael. "I was open to trying this machine. I had been around many of the aftermarket systems, so I was familiar with machine control. Our veteran guys weren't very open to trying some of this new technology, so that was a bit of a challenge. The first day we had the machine we were supposed to be putting out hubs and getting ready to dump our base material. I talked Mike Jones, our most experienced operator, into trying the Komatsu D51PXi."

Technology saves time and money

Jones is the superintendent at Mobile's Gulf Hauling & Construction and has 40 years of experience in the construction industry. Now the primary operator of the D51PXi, Jones warmed up to the new dozer rather quickly after overcoming his initial reluctance.

"I can cut the shoulder and road grade without needing any laborers for site set up. This machine does all the work by itself," said Jones. "The more I used it, the more I liked it. We've had two jobs where we didn't need any laborers to set grade hubs. That saved a lot of time and money for the company. (The D51PXi) is a balanced machine, and it runs well."



Mike Jones of Gulf Hauling & Construction is the primary operator of the company's Komatsu D51PXi. "The more I used it, the more I liked it," said Jones. "This machine does all the work by itself."

Since that first day using the *intelligent* Machine Control dozer in early 2015, the company's crews have not driven another hub.

Sold on intelligent Machine Control

"We are all completely impressed with this machine," said Michael. "It takes the labor out of setting grades, stakes and hubs; as well as laying out the curbs and gutters – all of it."

According to Michael, the dozer operator can view everything on the machine's monitor and can readily see the back and front of the curb, the front of the gutter and all other aspects of the job, including where the top of the rock grade and the top of the asphalt surface should be.

"The operator doesn't need to leave the machine to talk to us about what's going on, calculate the grades on paper or stake it out. The new technology makes our work more efficient," Michael explained.

Gulf Hauling & Construction's operators now enjoy the *intelligent* Machine Control dozer.

"We are saving 30 to 40 percent on time, labor and equipment costs," said Michael. "That means days are shorter, and more work gets done with this technology. Do it better with fewer people; that's where this investment pays off."



Gulf Hauling & Construction's fleet includes this HM300 articulated truck.

Jones credits Tractor & Equipment Company (TEC) for helping him realize the potential of the advanced technology. TEC Sales Rep Chris Howard initially encouraged him to try the new dozer.

"I've used all kinds of machines, and this is one of the best dozers I've ever run. It makes any operator better," shared Jones.

Michael has also been pleased with the level of service his company receives from TEC.

Continued . . .

'The technology is paying for itself'

... continued

"Buddy Averett of TEC has been extremely helpful and willing to assist any time we need him," said Michael. "He's just a call away. Usually, he can help with any issue over the phone. If he can't solve the problem during the call, he'll be there in no time to guide us through it. We have been very impressed with the service we get from Buddy and TEC. Most concerns turn out to be our issue rather than one with the machine."



Gulf Hauling & Construction uses a second Komatsu *intelligent* Machine Control dozer, a D61PXi, for grading work at a new Saraland School District building site in Mobile County.

Gulf Hauling & Construction operates machines purchased from TEC on the company's jobsites, including Komatsu earthmoving equipment and Hamm compactors.



Mike Eubanks, Michael's father, and one of the owners of Gulf Hauling & Construction, was also involved with the purchase of the machine, and said that Michael was the one who championed the initiative.

Impressive set-up time

"We talked with Chris at TEC about the machine," said Mike. "He brought it out to a jobsite, and we were all impressed with it. What sold me was the absence of external antennas, cables or brackets. The set-up time separates this machine from the competition."

Gulf Hauling & Construction is currently running both the Komatsu D51PXi and a D61PXi on a jobsite in Saraland. The first machine led to the rental of a second *intelligent* Machine Control dozer for the company.

"The technology is paying for itself. After slightly more than a year with the D51PXi, we're probably going to break even on the extra investment in the *intelligent* Machine Control package. The integrated machines go from job to job as needed to make the most of the company's investment and to maximize productivity for grading on all projects," noted Michael.

Michael is also pleased with all of the sensors and safeguards on the new equipment and that his crew doesn't have to physically get out of the machines to make adjustments.

"We don't have to worry about theft or damaging the wiring on the mast. In the long run, we save because we don't have the wear and tear on the antenna, the wiring or the mast itself. From a safety standpoint, we don't have a guy crawling all over the blade taking off the equipment. We like that everything is integrated into the machine and is safe from weather, theft and damage," said Michael.

Michael foresees a day in the future when *intelligent* Machine Control equipment is a given on all jobsites.

"When you can check behind the grade of a dozer with a rover and data collector, and the operator is dead-on every time, you have to be pleased with the accuracy. Check once and cut once is the quick-and-easy motto for these machines. There's not a lot of rework, and we save money that way." ■

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DEMO DAYS

TAKING A RIDE INTO THE FUTURE

Customers test Komatsu equipment, including the new PC490LCi-11 excavator, at spring Demo Days

Nearly 230 current and prospective customers attended Komatsu's spring Demo Days at its Training and Demonstration Center in Cartersville, Georgia, in February. The three-day event opened with a single-day record number of attendees. Those in attendance got an early look at the latest additions to the Komatsu *intelligent* Machine Control (iMC) line – the PC490LCi-11 excavator and the D155AXi-8 remote-control dozer.

"Demo Days is a great opportunity for customers to come and operate our machines and get a first-hand feel for them," said Komatsu Director of Marketing Communications Bob Post. "While the event served as a debut for the PC490LCi and the D155AXi with remote control, our other Tier 4 machines that were featured were also a big hit."

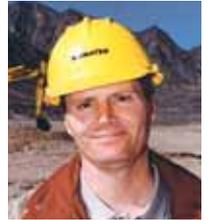
Komatsu had 31 machines available for operation at Demo Days. In addition to the highly anticipated PC490LCi-11 – the world's largest excavator with integrated GPS technology – several iMC products were

Continued . . .

(L-R) Doug Chamness of LeCroy Excavating, TEC Sales Rep Dwight Swaim and Jon LeCroy of LeCroy Excavating get ready to test equipment with Cash LeCroy (front).



(L-R) TEC Sales Rep Jay Wages visits with Rob Brown and Chad Herren of Chad Herren Grading.



Bob Post,
Komatsu Director
of Marketing
Communications



(L-R) TEC Technology
Solutions Expert Manager
Richard Shore meets with
Mach 1's Bob Peters and
Josh Wilson.

Komatsu's latest *intelligent* Machine Control excavator, the PC490LCi-11, was the main attraction at Demo Days. It is the world's largest GPS-integrated excavator on the market.



Customers test remote-control technology

... continued

(L-R) TEC PSSR Ricky Mathis, Justin Schuman of Carcel & G Company and TEC Sales Rep Don Burgreen meet at Demo Days.



also on display, including three PC210LCi-10 excavators and D51PXi-23, D61PXi-23 and D65PXi-18 dozers.

The line up also featured six wheel loaders (sizes WA200-7 to WA600-8), four dozers (sizes D39PX-24 to D85EX-18), multiple excavators (sizes PC88MR-10 to PC490LC-11), an HM400-5 articulated truck, an HD605-7 mechanical truck and a GD655-6 motor grader.

During the event, attendees had the option of touring Komatsu's Chattanooga Manufacturing Operations Center in Tennessee or attending morning information sessions at the Training and Demonstration Center in Cartersville. The sessions included "Bottom Line Tactics" and a tire-management class. Presentations covering Komatsu's iMC products and Komatsu Financial followed a catered lunch. After a short safety video and product demonstration, guests had the opportunity to operate machines. ■



Attendees tour Komatsu's Chattanooga Manufacturing Operations Center in Chattanooga, Tennessee.

Komatsu had 31 machines available for demonstration at its Demo Days in Cartersville, Georgia, February 23-25.



Matt Dunlap (left) of TEC talks with Todd Kitchens of Jordan Excavating at Demo Days in Cartersville, Georgia.



Carcel & G Company's Ryan McDonald (left) waits to test equipment with TEC Technology Solutions Expert Manager Buddy Averett.

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WATER, WATER EVERYWHERE

Flint's crisis points to larger potential problems in the nation's underground infrastructure

The water crisis in Flint, Michigan, may only be the tip of the proverbial iceberg when it comes to failing systems that carry the nation's drinking water and other critical utilities. Several factors figured into the crisis, including the use of old lead pipes that brought water from the Flint River, through a water treatment plant and eventually into residences.

Failure to treat the water properly caused pipes to corrode and to leach lead and heavy metal. The harmful materials made their way into homes, causing health problems that could plague Flint for a very long time. Efforts are underway to assess and eventually fix Flint's issues, including switching the city back to its original water source, Lake Michigan, and replacing all lead service lines leading to homes. The first

lead-to-copper line replacement was recently completed, but replacing all lines could take years.

Although Flint's crisis is an isolated incident, a problem with the nation's drinking water and other utility lines isn't. Corrosion is a leading cause, but aging pipes and overtaxed systems may be to blame as well.

A break every two minutes

The American Society of Civil Engineers says that a water main breaks every two minutes in the United States. The same group has graded the country's infrastructure a D⁺. Estimates show that as much as 44 percent of the nation's water infrastructure is approaching or past its useful life, and that about 1.7 trillion gallons of water are wasted each year.

"We have a buried problem that no one sees," said Terry Leeds, Director of Kansas City Water Services and a board member of the National Association of Clean Water Agencies in a recent Kansas City Star article. "Infrastructure has a life span, and now we're seeing a lot of cities are facing the end of it."

That article, "Here's why Flint's water problem isn't likely to happen in Kansas City," highlights what the Missouri city is doing to combat an aging system that saw more than 1,850 water-main breaks in 2012. It began a program to replace 28 miles of pipe per year. Many of the old lines were made of cheap metal and installed during and after World War II. Other cities are facing the same scenario of outdated systems.

A hefty price tag

The PVC Pipe Association sponsors WaterMainBreakClock.com, a website that tracks the costs associated with aging pipes throughout the country. It shows that about 850 water-main

PVC Pipe Association's WaterMainBreakClock.com notes that corrosion of old lead and other metal pipes eventually contributes to failures. The association estimates that leaking pipes lose more than 2.6 trillion gallons of drinking water every year, or 17 percent of all water pumped in the United States.





PVC and concrete pipe is an alternative to lead and other metal service lines that are subject to corrosion. Kansas City created a program to replace 28 miles of pipe each year after suffering more than 1,850 water-main breaks in 2012. Most of Kansas City's existing infrastructure was made of cheap metal and installed during and after World War II.

breaks occur each day in the United States. Since 2000, there have been more than 5 million breaks. Corrosion costs more than \$50 billion annually; that's about \$652 billion over the past 15 years.

The website notes that corrosion of old lead and other metal pipes eventually contributes to failures, and the costs are not just associated with repairing and replacing those lines. Leaking pipes lose more than 2.6 trillion gallons of drinking water every year, or 17 percent of all water pumped in the United States. This represents \$4.1 billion in wasted electricity annually.

"Corrosion is a significant drag on the economy," the site claims. "Not only is this cost calculated in terms of water-main-break repair, but also in terms of lost water, replacement of corroded pipes and implementation of corrosion-mitigation measures, which are ineffective since they only delay an unavoidable outcome."

An Environmental Protection Agency (EPA) survey shows that \$271 billion is needed throughout the next five years to maintain and improve the nation's wastewater infrastructure. It

has also said it will cost \$385 billion in the next 15 to 20 years. Those figures include pipes that carry wastewater to treatment plants, the technology that treats water and methods of managing stormwater runoff. The EPA also calls for the investment of hundreds of millions of dollars in treatment plants, many of which are several decades old.

"The only way to have clean and reliable water is to have infrastructure that is up to the task," said Joel Beauvais, the EPA's Acting Deputy Assistant Administrator for Water, in a Construction Equipment article. "Our nation has made tremendous progress in modernizing our treatment plants and pipes in recent decades, but this survey tells us that a great deal of work remains."

Many believe the price tag could be much higher. The American Water Works Association, for example, claims that \$1 trillion is needed to replace outdated pipes and meet growth during the next 25 years.

"The future is looking a little dark for something as basic and fundamental as water,"

Continued . . .

Infrastructure solutions necessary, but costly

... continued

said Adam Krantz of the Water Infrastructure Network (WIN) in a San Angelo (Texas) Standard Times article. WIN is a broad-based coalition of local elected officials, drinking water and wastewater providers, state environmental and health administrators, engineers, and others dedicated to preserving and protecting the health, environmental and economic gains that America's drinking water and wastewater infrastructure provides, according to the organization.

Could your rates rise?

WIN and other groups are pushing Congress to invest more. Federal funding comes from the Drinking Water State Revolving Fund that offers loans to help cities and towns get needed dollars. Cities and towns also rely on taxes, but many fall short of raising enough money to pay for needed upgrades and repairs. More efficient faucets, shower heads and other plumbing systems have made revenue shortfalls worse. Population loss, which reduces taxes, also plays a role in municipalities. That's forcing some local governments to raise rates.

"That's the key that Americans have to understand: If they want this system, they are going to have to be willing to finance it," said

Greg DiLoreto, Past President of the American Society of Civil Engineers in the Times article.

Fitch Ratings, a nationally recognized statistical rating organization, said that in light of the Flint crisis, if the EPA strengthens its Lead and Copper Rule – which is used to regulate drinking-water exposure to lead – the removal of all lead service lines could be mandatory. That would be an expensive proposition.

"Reprioritizing and accelerating the lead pipe replacement would add significant capital needs to the sector and could compete with other critical infrastructure projects, including developing sufficient long-term water supplies and replacing aging infrastructure components other than lead lines," said Fitch in a March press release. "Some sources estimate more than 6 million lead service lines exist across the U.S. We believe the capital costs to replace these lines could exceed \$275 billion. The EPA's latest survey estimated the entire sector needs \$385 billion in water infrastructure improvements through 2030, and this estimate includes the costs to only partially replace lead pipes. Either level of capital cost would likely be manageable for the sector as a whole if it is spread throughout a time frame like the one in the EPA survey. However, implementation across a shorter time span may create stress for individual credits."

Representatives on both sides of the aisle in Congress have called for establishing a National Infrastructure Development Bank to help pay for the costs associated with projects such as roads, bridges and water systems that are critical to Americans, but no bill passed. A recent push came again in February from U.S. Rep. Rosa DeLauro (D-Conn.), who has introduced an act in every Congress since 1994 to create an infrastructure bank.

"Emergencies like the tragedy we are seeing in Flint are a stark reminder of what is at stake when it comes to investment in water projects," said DeLauro in a commentary on TheHill.com. "We cannot continue the pattern of turning attention to critical infrastructure only when disaster strikes – we must make long-term, pro-growth investments to prevent further tragedies from ever occurring." ■

The American Society of Civil Engineers says that a water main breaks every two minutes in the United States. The same group has graded the country's infrastructure a D+.



GUEST OPINION

TIME TO ACT

Rebuilding neglected systems would boost economy, give Americans an A⁺ water infrastructure

Our country must do better than “nearly failing” when it comes to something so vital and fundamental as water. Yet a D⁺ is our nation’s water infrastructure grade from the American Society of Civil Engineers (ASCE). It has taken the lead-contamination scandal in Flint, Michigan, to get the attention of Congress and elected officials across the nation, but Flint is only the tip of the iceberg.

News reports now say as many as 2,000 water systems across the country may have excessive lead levels, while as many as 10 million homes receive water through lead pipes. Across the nation, many pipes are more than 100 years old, some dating back to the Civil War era, posing drinking water risks. Each year, according to ASCE, there are 240,000 water-main breaks. Faulty pipes result in the leakage of 900 billion gallons of wastewater a year, helping to make 28 percent of waterways unfit for human recreation and 18 percent unfit for consumption. According to ASCE, the cost to fix our nation’s abuse of water resources is now \$1.7 trillion – and rising.

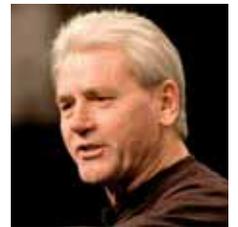
From drinking-water contamination, to water scarcity, to ports and waterways that can no longer accommodate commerce, the water crisis is one of the most critical issues facing the U.S. As Flint shows, the crisis raises moral questions, but there are major economic costs as well. Across the country, neglect of inland waterways and the associated stunting of water transportation activity could hit the economy with the loss of 738,000 jobs by 2020, a nearly \$750 billion blow to the economy, according to ASCE.

America can do better than a D⁺. This year, Congress is likely to consider a number of water-infrastructure measures to increase funding for clean and safe drinking water, ranging from reauthorization of the Water Resources Reform

and Development Act (WRRDA) to bills aimed at alleviating the drought in the West. However, we must caution Congress against “robbing Peter to pay Paul.” For the sake of our children in every community, the drinking-water crisis must receive additional, significant and dedicated resources above and apart from WRRDA. That piece of legislation is simply not capable of addressing the crisis, and attempting to use it for that purpose will only strain other critical water resources.

There is no excuse for Congress failing to act. The challenge is enormous, but the rewards can be equally as great. The men and women of the Laborers’ International Union of North America are ready to fight to protect lives, and we’re ready to get to work doing our job to rebuild America’s neglected water infrastructure. Now it’s up to Congress and elected officials at every level to do their jobs to ensure that our country and our people have what they deserve: an A⁺ water infrastructure. ■

Laborers’ International Union of North America General President Terry O’Sullivan says it’s unacceptable for the U.S. to have a D⁺-rated water infrastructure. His organization is pushing Congress to reauthorize the Water Resources Reform and Development Act and provide additional funding to modernize the nation’s water systems.



**Terry O’Sullivan,
General President,
LIUNA**

*Terry O’Sullivan is
General President
of the Laborers’
International Union of
North America, which
represents a half-million
men and women
predominantly in the
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PRODUCT IMPROVEMENT

MORE INTELLIGENT DOZING

Komatsu's new D39i-24 dozers lower fuel consumption and increase production time with no cables

Eliminating the need to install and remove blade-mounted sensors each day saves on machine and operator wear and tear, and it converts potential downtime into increased production. Komatsu's second-generation D39PXi-24 and D39EXi-24 dozers offer that and more with a new Tier 4 Final engine that increases fuel efficiency compared to its predecessor.

"With factory integration and a host of intelligent capabilities, the more that owners run their D39i-24 dozers, the more they save," said Jason Anetsberger, Komatsu Senior Product Manager. "The monthly production gains from starting sooner, finishing faster, using less fuel and saving on materials can add up quickly. Skipping the cables, climbing and connections of traditional aftermarket systems saves operators up to 30 minutes a day and is more convenient."

Rough-cut to final grade, the *intelligent* Machine Control (iMC) dozers extend production gains. Once engaged, the system automatically starts the cut and lowers the blade to grade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive dozing. This allows the dozer to achieve up to 8-percent-greater efficiency in moving materials, based on start-to-finish grade testing against typical aftermarket machine-control systems.

New features

Customer feedback led Komatsu to introduce a standard, operator-selectable, automatic Reverse Grading Mode, which enables automatic blade control while reversing, to grade the target surface. Other new features include a Triple Labyrinth final-drive design that provides additional protection for the final drive floating seals.

The more-efficient engine uses a Selective Catalytic Reduction System and Diesel Exhaust Fluid, as well as a new, water-cooled, Variable Flow Turbocharger that improves durability and engine response. The Diesel Oxidation Catalyst provides 100-percent passive regeneration that does not interfere with operation. Auto-idle shutdown helps reduce idle time and saves fuel.

"These dozers are great for everything from stripping to finish grading on a variety of small-to-medium-sized jobsites, such as commercial buildings and residential lots," said Anetsberger. "As with all Tier 4 construction machines, they are covered under the Komatsu CARE program." ■



Jason Anetsberger,
Komatsu Senior
Product Manager

Quick Specs on Komatsu's D39PXi-24 and D39EXi-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D39EXi-24	105 hp	21,848 lbs	2.89 cu yd
D39PXi-24	105 hp	22,774 lbs	3.14 cu yd

Komatsu's new D39EXi-24 and D39PXi-24 dozers lower fuel consumption with a Tier 4 Final engine. They also increase production with integrated machine control that eliminates the time needed to install and remove cables.





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013

NEW PRODUCT

SMALL PACKAGE, BIG RESULTS

Komatsu's new PC30MR-5 and PC35MR-5 hydraulic excavators pack serious production into compact frame

Contractors looking for a versatile excavator with a smaller footprint are in luck. Komatsu's new PC30MR-5 and PC35MR-5 utility-sized excavators are a perfect fit for tight worksites.

The new models have a swing-boom design that enables them to easily complete jobs in confined spaces. The excavators are each equipped with a standard dozer blade to help with backfilling and enhanced work modes to help operators match engine speed and pump delivery to the application.

"The swing-boom design allows the machines to dig close to foundations or alongside buildings," said Komatsu Product Marketing Manager Des Jarvis. "The PC30 and PC35's standard dozer blade makes backfilling a breeze and eliminates the need for a second machine."

The excavators come with a Tier 4 Final, 24-horsepower engine and an Exhaust Gas Recirculation Valve to meet emissions standards. They feature a new auto decelerator, auto-idle-shutdown and economy modes to help reduce idle time and save fuel. Additionally, a dial-type knob offers finer throttle control. The excavators are available in three track options – rubber, steel or roadliner – to further their worksite versatility.

Upgraded comfort

Both the PC30 and PC35 feature an updated cab to provide a durable and secure work environment. The ROPS cab and two-post canopy come equipped with a 3.5-inch, high-resolution LCD screen and Ecology Guidance to help

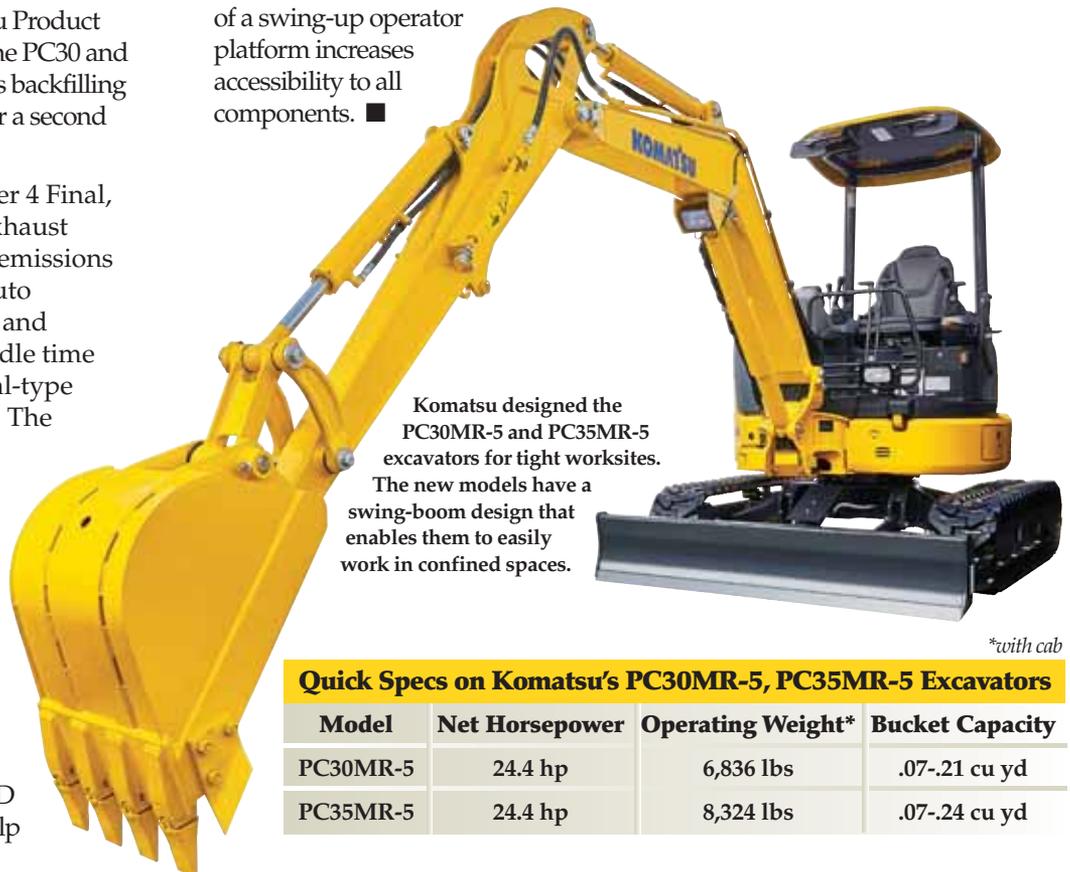
operators monitor machine-performance metrics and maximize fuel efficiency.

Komatsu improved visibility and functionality inside the cab through several enhancements, including a swing-open hinge door. The cab has a flat rear window to increase visibility and reduce replacement costs. The two-post ROPS canopy is designed with no front posts, which can distract the operator.

Daily maintenance and service is easier on the excavators, as both the PC30 and PC35 have wide service doors for access to ground-level maintenance. The addition of a swing-up operator platform increases accessibility to all components. ■



Des Jarvis,
Komatsu Product
Marketing Manager



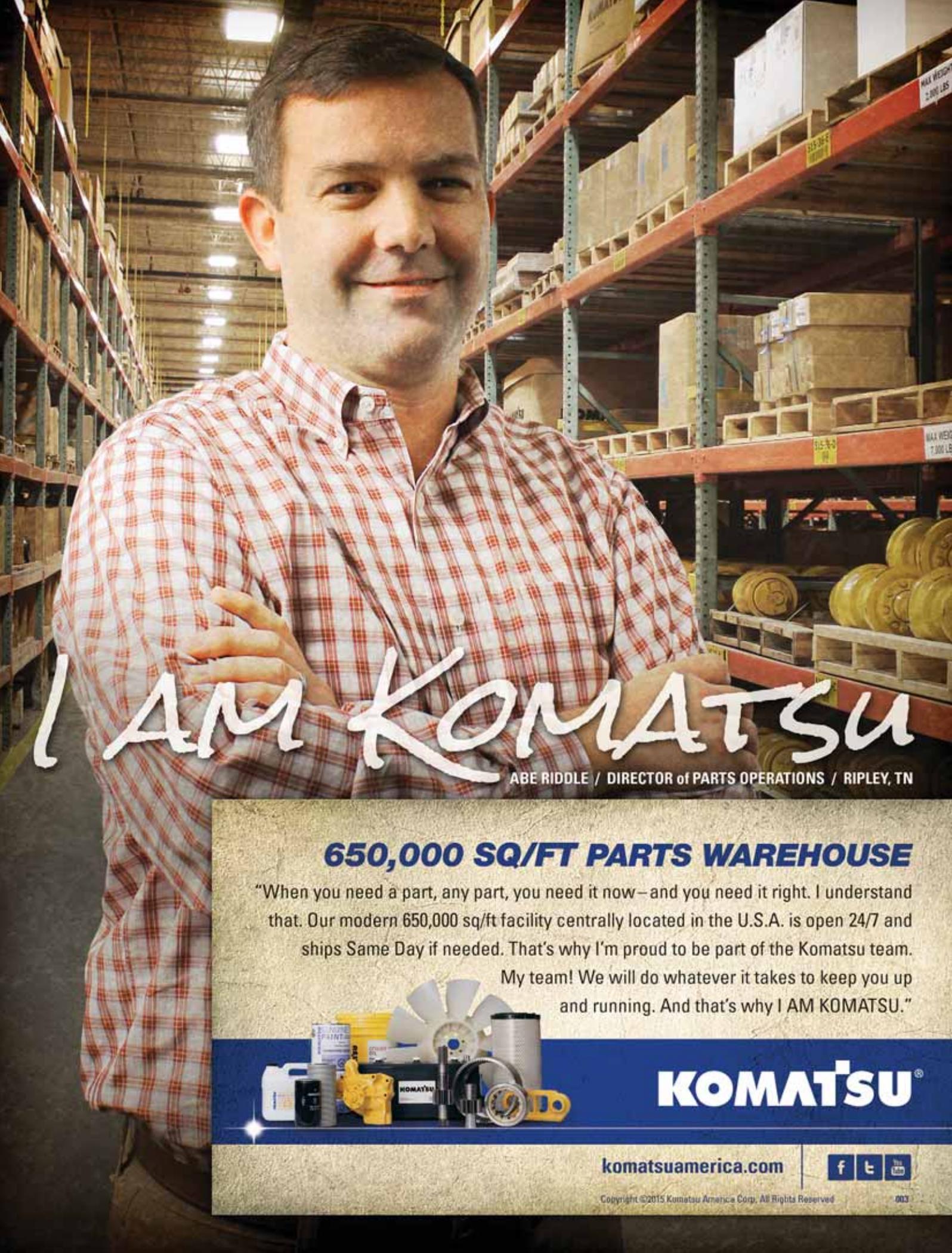
Komatsu designed the PC30MR-5 and PC35MR-5 excavators for tight worksites.

The new models have a swing-boom design that enables them to easily work in confined spaces.

**with cab*

Quick Specs on Komatsu's PC30MR-5, PC35MR-5 Excavators

Model	Net Horsepower	Operating Weight*	Bucket Capacity
PC30MR-5	24.4 hp	6,836 lbs	.07-.21 cu yd
PC35MR-5	24.4 hp	8,324 lbs	.07-.24 cu yd



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003

ENSURING YOUR UPTIME

Abe Riddle says the aim of Komatsu's Ripley Parts Operation is timely delivery from its vast inventory

QUESTION: What is the role of Komatsu's Ripley Parts Operation in Tennessee?

ANSWER: It is the central parts warehouse for North America and Latin America, with an emphasis on parts for Komatsu construction, forestry, forklift and industrial press products. We also carry parts for what we call "mining support," which is inventory related to non-electric-drive trucks.

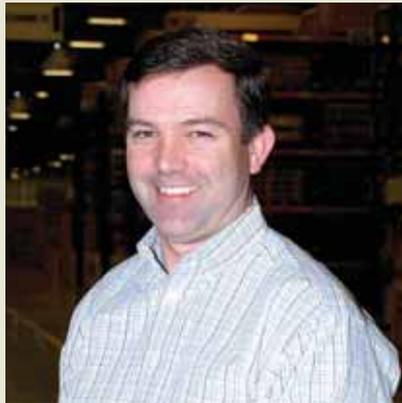
Everything – O-rings, engines, transmissions and some boom-assembly parts – comes through here and is shipped to our distributors or one of our eight regional parts distribution hubs located in the United States and Canada. We serve Komatsu affiliates globally, too, but our primary customer base is in North American and Latin American countries.

Our most important role is ensuring those parts arrive in a timely manner. The Parts Operation Department runs two shifts per day, but we're really a 24/7/365 operation. We have a hotline number (731-635-6120) and staff on-call, so even if customers call during holidays or off hours, we can still process their orders and get them shipped. It's our goal to have most parts orders in customers' hands the same day or the next day.

QUESTION: Why is that important?

ANSWER: When machines are down, customers are losing money. We understand that, so our response is critical. The faster they get the parts, the faster they can be back up and running. Many customers tell me that service after the sale is a huge factor in what brand of equipment they choose, so we obviously place a heavy emphasis on timely parts support.

Continued ...



**Abe Riddle, General Manager,
Ripley Parts Operation**

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.

Abe Riddle joined Komatsu's Ripley Parts Operation (RPO) in Ripley, Tennessee, 10 years ago in an inventory-planning position. He moved into a continuous-improvement role, then into inventory management. Later, he managed the warehouse.

"Through my progression, I think I have touched every area at some point," said Riddle. "It was good preparation for my current position."

Today, Riddle oversees the Master Parts Distribution Center, helping ensure that inventory levels are appropriate and "that the right part gets to the right place at the right time," according to Riddle.

"Our availability is outstanding at more than 96 percent," said Riddle. "I believe Komatsu has built a strong parts-support network, and I'm proud to be a part of a forward-thinking company that emphasizes continuous improvement to better serve customers."

Riddle started in the manufacturing industry at 18, and earned his undergraduate degree in business from Union University in Jackson, Tennessee, by attending classes at night. After joining Komatsu, he completed an MBA through Union while working at the Master Parts Distribution Center.

Abe and his wife, Stephanie, have three children and enjoy spending time together as a family. He also likes to duck hunt.

Location is key for Ripley Parts Operation in Tennessee

... continued

QUESTION: Why is Ripley, Tennessee, a good location?

ANSWER: We are strategically located close to a major freight hub in Memphis. That allows us to take orders late in the day and still be able to get parts where they need to be early the next day, in most cases. For example, if someone in Washington state places an order at 6 p.m., they will have it around 10 a.m., depending on what they ordered.

QUESTION: How likely is it that you will have the parts on hand that customers need?

ANSWER: Highly likely as we carry about \$560 million in inventory. Our target is 95-percent availability, meaning that when an order is placed, we have what's needed on the shelf and ready to go. Currently we are at 96.4 percent.

QUESTION: How do you know what inventory to have on hand?

ANSWER: There are several factors we take into account. We consider historical demand, and we collaborate with distributors to understand their operations and machine populations. We also use KOMTRAX to monitor data that helps us anticipate future parts needs. In addition, our manufacturing plants give us recommended lists of parts for new machines. All of that information helps us get a strong hold on what we need to build inventory and keep parts stocked at appropriate levels.

QUESTION: What about older machines?

ANSWER: We maintain a good deal of inventory for machines dating back a decade or more, so we likely have the needed parts on hand. If we don't, we can source parts from trusted suppliers. We will do everything we can to make sure customers get what they need. ■



General Manager, Ripley Parts Operation (RPO), Abe Riddle says the RPO's most important role is ensuring that parts arrive in a timely manner. With nearly 97-percent availability, most orders are filled within 24 hours.

Komatsu's Ripley Parts Operation (RPO) is the central parts warehouse for North America and Latin America. Its inventory includes items for construction, forestry, industrial press and mining support. It also includes parts for Komatsu forklifts, like the one pictured here, which RPO personnel use at the warehouse.



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SPECIAL RECOGNITION

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Komatsu CARE program celebrates milestone service interval



Mike Hayes,
Komatsu Director
of Distributor
Development

Komatsu launched Komatsu CARE in 2011 with one goal in mind: demonstrate the company's commitment to delivering quality parts and reliable service in a manner that ensures a customer's machine performance is never compromised. That goal has been accomplished – 60,000 times. Columbus Equipment Company (CEC), the Komatsu distributor in Ohio, performed the 60,000th Komatsu CARE service interval on a D61EXi-23 dozer for Eramo & Sons in late March.

"We're very honored to participate in Komatsu CARE and to have completed the 60,000th service," said CEC President Josh Stivison. "We're also proud to conduct the service for Eramo & Sons, a company we have a rich history with."

CEC completed the milestone service interval during a ceremony at its Columbus, Ohio, facility and presented Eramo & Sons with a certificate to celebrate the event.

"Through Komatsu CARE, we can make sure our customers' Tier 4 machines are maintained

properly," said Komatsu Director of Distributor Development Mike Hayes. "Komatsu CARE secures uptime, increases productivity and protects residual values for the machines. It also keeps service technicians familiar with the customer's equipment, which is great for future maintenance. The service is complimentary, and we contact customers to schedule the maintenance at a convenient time and jobsite location. This way, the customers save time and money and can schedule their maintenance downtime."

The Komatsu CARE complimentary maintenance program provides service on Tier 4, construction-sized machines – whether rented, leased or purchased – for the first three years or 2,000 hours of operation. The program includes scheduled factory maintenance, a 50-point inspection at each service interval and two Komatsu Diesel Particulate Filter exchanges within the first five years. Komatsu distributors monitor the machines and contact owners when a service is due. Then, a Komatsu CARE-certified service technician performs the maintenance.

Today, Komatsu CARE programs are standard on all Tier 4 and Tier 4 Final machines in the United States and Canada. The program has been a huge success with customers, including Eramo & Sons.

"Komatsu CARE saves us a lot of labor," said Eramo & Sons Chief Mechanic Dave Penwell. "It also keeps me more involved with the service department at the distributorship. Overall, it makes my job easier. They take care of everything."

"We began using Komatsu equipment in the 1970s; it was a decision that has served us well," added Chairman Rocky Eramo. "Komatsu makes an excellent product, and our distributor has always been there to help us. Today, we have about 45 Komatsu machines in our fleet. It's been a great partnership." ■

Officials from Komatsu and Columbus Equipment Company (CEC) present Eramo & Sons' representatives with a certificate to celebrate the 60,000th Komatsu CARE service interval. CEC completed the milestone service on Eramo & Sons' D61EXi-23 dozer in late March.



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8515D Asphalt Paver

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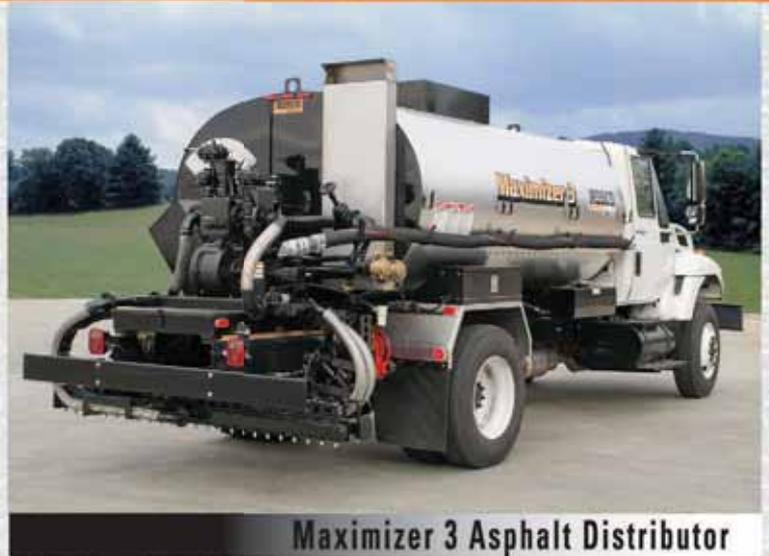


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Maximizer 3 Asphalt Distributor

Rosco's Maximizer 3 asphalt distributor features an extendible spraybar that smoothly and efficiently moves from 8-foot to 16-foot width in 4 inch increments. The EZ Spray extendible spraybar makes radius and taper spraying, along with maneuvering for obstacles such as bridges, a smooth and efficient operation.



Scan to see the Rosco RA-400 Pothole Patcher in action.



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INDUSTRY EVENTS

IN THE SPOTLIGHT

Komatsu displays WA500-7 Yard Loader arrangement at record-setting asphalt, aggregate events

The co-located 2016 World of Asphalt Show & Conference and AGG1 Academy & Expo set new attendance records with more than 9,000 people checking out the exhibits inside the Music City Center in Nashville. Komatsu was among the exhibitors, displaying a 353-horsepower WA500-7 Yard Loader arrangement that is designed to load 24-ton on-highway trucks in two passes.

“Loading trucks in fewer passes increases production, and that’s just one advantage the WA500-7 Yard Loader arrangement presents,”

said Rob Warden, Komatsu National Account Manager. “It’s great for moving and stockpiling already-processed materials.”

The 79,000-pound-plus loader that Komatsu displayed features a 9.8-cubic-yard, flat-floor bucket, which increases capacity and productivity for applications involving re-handled or loose materials. Komatsu added a larger-diameter bucket cylinder to the WA500-7 Yard Loader arrangement for increased bucket forces and additional counterweight for better stability and tipping loads. The counterweight’s unique shape provides more ground clearance for stockpiling materials.

The machine has 29-inch rims and low-profile tires for increased stability; front and rear brake-cooling systems, which maximize brake life in extended-carry and high-speed applications; and full rear fenders for enhanced protection from debris and thrown material.

“The WA500-7 Yard Loader arrangement handles loose stone, sand, gravel and other materials very well downstream from a crusher,” said Joe Sollitt, Komatsu Product Marketing Manager. “It fits perfectly into the asphalt and aggregate industries.”

All 50 states represented

Attendees from every state, nine Canadian provinces and more than 60 other countries made their way to the events, which covered a record 157,000 net square feet of exhibit space. The shows featured more than 500 exhibitors, including 150 new ones.

World of Asphalt and AGG1 will be held again March 6-8, 2018, in Houston. The annual shows will skip next year due to CONEXPO-CON/AGG. ■

Attendees of the 2016 Asphalt Show & Conference and AGG1 Academy & Expo check out the Komatsu WA500-7 Yard Loader arrangement. The 79,000-pound-plus loader that Komatsu displayed features a 9.8-cubic-yard, flat-floor bucket, which increases capacity and productivity for applications involving re-handled or loose materials.





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NEW PARTNERSHIP

PLAYING IN THE SAND

Komatsu, Extreme Sandbox enter partnership aimed at increasing national exposure to construction industry



Rich Smith,
Vice President,
Product Services
Division for
Komatsu America

Komatsu has teamed up with Extreme Sandbox, LLC, a top-rated, heavy-equipment-adventure company, to become its exclusive equipment sponsor. The partnership enables both companies to expose more Americans to the experience of operating heavy equipment.

Extreme Sandbox provides guests with a truly unique opportunity to operate real construction equipment inside a 10-acre "sandbox." Expert instructors help guests learn and operate the machines in a proper operating environment, while creating a fun and memorable experience.

Together, the two companies plan to expand the public's exposure to heavy machinery. By combining Extreme Sandbox's national expansion plans and proven track record of

creating memorable experiences, with Komatsu's world-class machines, national reach and global resources, the partnership will introduce a new generation to heavy machinery and an under-explored area for rewarding careers.

"This alliance is an opportunity to transform these impressive marvels of engineering technology from a roadside and work-zone curiosity, to an informative, exciting, hands-on experience," said Rich Smith, Vice President, Product Services Division for Komatsu America. "Long term, we hope climbing inside and feeling the comfort, speed and power of these machines inspires a new generation of men and women who are good with their hands to consider construction careers. The construction industry provides great employment opportunities for future operators, technicians and engineers. The degree to which cutting-edge technology will shape the jobsites and careers in the construction industry of the future is a well-kept secret. We want to change that."

Extreme Sandbox currently has two locations: its Trip-Advisor-No. 1-rated suburban Minneapolis site and its new one about an hour north of Dallas. More sites are planned for several U.S. cities in the next few years. Permanent locations will offer the opportunity to schedule machine and operator training at the high school and community college levels, as well as demonstration and customer appreciation events for local Komatsu distributors.

It will also allow Extreme Sandbox to collaborate with local distributors and embark on periodic road tours that spread the message of a thrilling experience and rewarding careers to local communities across the country, via tailgating events, state fairs, festivals, parades and other avenues. ■

Komatsu teamed up with Extreme Sandbox to become its exclusive equipment sponsor. The partnership enables both companies to expose more Americans to the experience of operating heavy equipment. Extreme Sandbox provides guests with a truly unique opportunity to operate real construction equipment inside a 10-acre "sandbox."



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NEWS & NOTES

Report shows infrastructure investment at a 30-year low

A recent report from the Center of Budget and Policy Priorities shows that infrastructure spending is at a 30-year low. Total capital spending as a share of GDP was down in all but five states and the District of Columbia between 2002 and 2013.

Federal investment in infrastructure dropped from 1 percent to one-half percent of GDP, leaving states to pick up more of the tab. Many states, however, have elected to spend less and instead cut taxes, according to the report.

“Tax cuts will spur little-to-no economic growth and take money away from schools, universities and other public investments essential to producing the talented workforce that businesses need,” said the report. “The pattern of neglect of infrastructure by states – the primary stewards (along with their local government partners) of the nation’s infrastructure – has serious consequences for the nation’s growth and quality of life as roads crumble, school buildings become obsolete and outdated facilities jeopardize public health.” ■

IEA expects oil prices to stay low throughout 2016

The International Energy Agency (IEA) expects oil prices to stay low throughout 2016 as oversupply continues. In its Medium-Term Oil Market Report, the IEA said supply will outpace demand by up to 1.1 million barrels per day.

“Only in 2017 will we finally see oil supply and demand align, but the enormous stocks being accumulated will act as a dampener on the pace of recovery in oil prices when the market, having balanced, starts to draw down those stocks,” according to the report. ■

Pipeline groups pursue inspector certification

Pipeline industry groups announced support for certification of all pipeline inspectors during the next two years. The groups note that standardized certification would improve the quality of new construction.

“Safe pipeline construction and quality materials help ensure safe operation,” said Donald Santa, President and CEO of the Interstate Natural Gas Association of America. “Having certified inspectors helps everyone raise the bar.” ■

Construction equipment theft costs millions

More than a third of construction, engineering and infrastructure companies have experienced asset theft – including equipment – during a one-year period, according to the 2015 Kroll Global Fraud Report. It notes that more than \$7 million worth of construction machinery was

stolen and recovered in 2014. Replacing that equipment would have cost owners nearly double that amount.

Backhoe loaders and skid steers were the most frequently stolen pieces of equipment. The report indicated that an increase in theft occurs from November through March. ■



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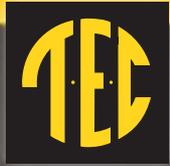


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