

August 2020



Tractor Times



KOMATSU®

SMARTCONSTRUCTION

intelligent
MACHINE CONTROL

A Message from the CEO



Dan Stracener

**Today's
equipment
options prove
we are aligned
with innovative
manufacturers**



Dear Valued Customer:

Technology plays an increasingly larger role in both the use and support of today's equipment and will continue to do so going forward. Additionally, it's clear that the manufacturers we represent are at the forefront of the industry.

It's gratifying to know that we have aligned ourselves with leaders in integrated GPS and other systems, which make today's machinery more efficient and productive than ever. Innovation goes beyond the machine as well, with companies like Komatsu working to connect the entire jobsite.

Technology is great, especially when coupled with quality equipment that performs to your expectations without significant downtime. Look for information about some of these dependable products as you read through this edition.

Speaking of technology, be sure to read the guest opinion on the future of smart cities and the importance of prioritizing the needs of residents when planning public spaces.

As your operations hit high gear, don't neglect routine maintenance. It's essential to keep your equipment running at peak performance. Take a look at the article about Komatsu's Care Plus programs, which provide maintenance and repair service throughout the country. That's a real benefit when working on jobsites away from home.

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

Sincerely,

A handwritten signature in black ink, appearing to read 'Dan Stracener'. The signature is fluid and cursive, with the first name 'Dan' being more prominent.

Dan Stracener
CEO

In this issue

814 Sand Inc. pg. 4

Get to know the husband and wife team who lead a Florida Panhandle firm that does it all from sand pits to jet fuel lines.

Atlanta Paving & Concrete Construction, Inc. pg. 8

With only a truck, shovel and a dream, Ernest T. Lopez III built a successful Georgia business. See inside for the full story.

A Closer Look pg. 12

Discover the wide-ranging benefits of hiring a diverse staff and ways to build inclusion into your workforce.

Forestry News pg. 16

Explore why the 901XC harvester is well-suited for varying terrain, including rough, soft, uneven and steep ground.

Tech Update pg. 18

Find out the details of Komatsu's Smart Construction services, which range from drone mapping to 3D data generation and more.

Komatsu & You pg. 21

Meet Komatsu President Rod Schrader who says that customer meetings help the manufacturer improve the quality, productivity and technology of its machines.

Maintenance Solutions pg. 24

Simplify warranty repair and maintenance services with Komatsu Care Plus and Care Plus II programs that deliver consistent coverage across the country.



TEC1943.com

Birmingham, AL
(205) 591-2131

Tuscaloosa, AL
(205) 752-0621
(800) 582-4625

Anniston, AL
(256) 831-2440

Alabaster, AL
(205) 621-2489

Dothan, AL
(334) 678-1832

Huntsville, AL
(256) 851-2222

Montgomery, AL
(334) 288-6580
(800) 832-9563

Decatur, AL
(256) 355-0305
(800) 321-6865

Mobile, AL
(251) 457-8991
(800) 233-7213

Panama City, FL
(850) 763-4654
(800) 342-2055

Pensacola, FL
(850) 505-0550

Forest Park, GA (Atlanta)
(404) 366-0693
(800) 488-0693

Calhoun, GA
(706) 879-6200
(800) 827-3072

Macon, GA
(478) 745-6891
(800) 786-3120

Columbus, GA
(706) 562-1801

Hoschton, GA
(706) 654-9850
(888) 334-9850

Kennesaw, GA
(678) 354-5533

Augusta, GA
(706) 798-7777
(800) 659-3090

Savannah, GA
(912) 330-7500
(800) 827-1405

Albany, GA
(229) 435-0982
(800) 733-0982

*Published for TEC.
© 2020 CPI.
Printed in the USA.*

The Products Plus The People To Serve You

Tractor & Equipment Company

Dan Stracener, CEO

Chad Stracener, President

Jeremy Tolbert, Executive V.P./General Manager – Product Support

Brett Bussman, Senior V.P./General Manager – AL

DeVaughn Pettit, Senior V.P./General Manager – GA

Jamie Steele, V.P./CFO

Tim Aiken, V.P./Regional Sales Manager – GA

Tony Daughtry, V.P./Regional Sales Manager – GA

Andrew Pettit, V.P./Regional Sales Manager – GA

Joe Patton, V.P./Regional Sales Manager – AL

Autrey McMillan, V.P./Regional Sales Manager – AL & FL

Mike Burkes, V.P., Service – AL & FL

Brian Holder, V.P., Service – GA

Greg Carroll, V.P., Product Support-Major Accounts – GA

Tim Tipton, V.P., Product Support Marketing – AL & FL

Jason Smith, V.P., Product Support Marketing – GA

Chris Lucas, V.P., Information Technology

Mark Shoults, Manager of Used Parts

Scott Deitz, Allied Products Manager

Tim Thomas, Used Equipment Manager

John Pierce, New Equipment Rental Manager

Chris Kohlenberg, Director of Parts Operations

Alabama

Birmingham

Bert Suttle, Service Manager

Tim Woods, Parts Manager

Tuscaloosa

Jody Thomason, Branch Manager

Keith Watkins, Service Manager

Cody Schultz, Parts Manager

Anniston

Alan Preston, Branch Manager

Mike Holcomb, Service Manager

Buck Brown, Parts Manager

Decatur

Don Burgreen, V.P./Branch Manager

T.J. Smith, Service Manager

Buck Mathis, Parts Manager

Huntsville

Gary Hall, Parts Manager

Dothan

Chuck Tibbets, V.P./Branch Manager

Steven Blake, Service Supervisor

Mark Habiger, Parts Manager

Alabaster

Jake Osborn, Parts Manager

Montgomery

Andy Huggins, Branch Manager

Alan Cobb, Service Manager

Brad Hubbard, Parts Manager

Mobile

Chris Howard, Branch Manager

Robert Bush, Service Manager

Copeland Bush, Parts Manager

Renew Center

Gerald Blakey, Service Manager

Florida

Panama City

Chuck Tibbets, V.P./Branch Manager

Seth Burnham, Service Manager

Clint Ferrell, Parts Manager

Pensacola

Larry Cook Jr., Branch Manager

Curt Ernest, Service Manager

Chris Smith, Parts Manager

Georgia

Forest Park (Atlanta)

Kenneth Middlebrooks, Service Manager

Joe Bechtel, Parts Manager

Kennesaw

Mack Brice, Branch Manager

Jim Hensley, Service Manager

Taylor Oden, Parts Manager

Calhoun

Brett Stokes, Service Manager

Andy Worley, Parts Manager

Augusta

Keith Smith, Service Manager

Josh Shoults, Parts Manager

Macon

Kyle McMahon, Branch Manager

Jason Witcher, Service Manager

Christian Thompson, Parts Manager

Savannah

Frank Dabbs, Branch Manager

Jason Dowd, Service Manager

Owen Demers, Parts Manager

Columbus

Brent Cail, Service Manager

Jamie Horsley, Parts Manager

Albany

Kenny Bevins, Service Manager

Charles Smith, Parts Manager

Hoschton

Russ Lane, Service Manager

Hunter Carroll, Parts Manager

KOMATSU®

From sandpits to jet fuel lines, the Florida Panhandle's 814 Sand Inc. has the competitive edge



**BJ Pitts,
President/
Chief Financial
Officer**



**Stan Pitts,
Superintendent/
Project Manager**

BJ Pitts and her husband, Stan, opened a small sand and dirt business in Southport, Fla., in 2004 with humble visions and then helped it steadily grow into a diversified turnkey operation. Today, their company, 814 Sand Inc., sets the standard on projects from Tallahassee to Pensacola.

"Stan got his start in construction when he was 17 and worked for his father and brother, as well as other construction companies. Stan has owned a land development company since 1987, which he still runs," shared BJ, who serves as President and Chief Financial Officer while Stan is a Superintendent/Project Manager.

"We started in 2002 with just a dump truck, excavator and a dozer. We worked out of the pit and had an office in our home," recalled BJ. "In 2004, we incorporated 814 Sand and bought a little office trailer and built a small shop at the pit. Then in 2008, we acquired a second property and built our current offices there.

"At first, we hauled dirt, cleared land and handled some demolition," continued BJ. "We found a lot of success doing that, which encouraged us to continue to grow our operations. I obtained my Fire Line V license and my Underground Utility license

and decided to begin doing pipe work. We had an opportunity to do our first pipe job and subdivision. It went well, and we haven't looked back,"

The firm, which now has approximately 70 employees, takes on projects ranging from \$20,000 to \$10 million. Private, municipal and government contracts comprise a majority of its 12-15 active monthly projects. Additionally, 814 Sand sells topsoil, sand and clay at its main 200-acre dirt pit and secondary sand-pit operations.

To take COVID-19 precautions, the organization has implemented a few changes, such as touchless pay, to reduce potential risk to customers and staff members. BJ and Stan recognize the important role their employees play in the company's success and note that their superintendents and foremen are pivotal in keeping 814 Sand on schedule.

Military precision

Five years ago crews started installing below-ground jet fuel lines for several area military sites, including Tyndall, Moody and Eglin Air Force Bases (AFB). The Pitts' relationship with the military began several years prior when the company landed a 40-acre job for Tyndall AFB.

"Our first big contract with Tyndall was to install some storm drain, water main and gravel to create a parking lot where the base could stage pilots," explained Stan. "We brought our Komatsu D51i dozer to grade the project and install 7,000 feet of storm drain. The machine saved a year-and-a-half of labor costs for three people and resulted in the most accurate storm drain installation we had done to date."

814 Sand runs a fleet of intelligent Machine Control (iMC) dozers and excavators on all of its major projects. It utilizes Komatsu D39PXi-24 and D51PXi-24 dozers, in conjunction with two PC360LCi-11 and one PC490LCi-11 excavator to grade, slope and backfill efficiently. Currently, the firm is partnering with Reliable Contracting to install 23,000 feet of jet fuel pipe across Eglin AFB.

"We were requested for the Eglin job because of our performance on past projects and zero

An operator loads a truck with topsoil from 814 Sand's main pit in Southport, Fla., using a Komatsu WA270 wheel loader.





814 Sand operators place pipe in a trench using a Komatsu PC360LCi-11 excavator and PC490LCi-11 excavator at Eglin Air Force Base in the Florida Panhandle. “Everything on the project is also sloped on a precise uphill and downhill grade to create gravity flow,” said Superintendent/Project Manager Stan Pitts. “The intelligent GPS equipment comes in handy for putting everything on grade; we know we’ll be on the money.”

incident record under (the U.S. Department of Defense) EM 385 regulations,” noted Stan. “This project is one of our largest and has several phases spanning two years. We have to take our time and be precise every day because in a 100-foot trench there could be upward of 39 different utilities to work around.

“Everything on the project is also sloped on a precise uphill and downhill grade to create gravity flow,” continued Stan. “The intelligent GPS equipment comes in handy for putting everything on grade; we know we’ll be on the money. The machines also allow the operator to see the pipe and elevations through the in-cab monitor and install everything more rapidly.”

When backfilling trenches, the iMC technology helps keep the equipment from contacting or damaging the pipe.

“We can backfill quickly because we always know where the pipe is through GPS and can put in a one-foot lift without worrying about damaging the special coating on the pipe,” explained Stan. “With a non-GPS machine, there would be a lot of guesswork involved. The iMC equipment saves man hours and speeds up the compaction process.

“We’re also grading with the dozer because there’s not a set grade everywhere, but we need

to have a minimum of three feet of cover,” continued Stan. “Using the dozers, we found some places where we had to add a little bit of fill and were able to save time and money. This means we’re usually ahead of schedule.”

In addition to its contracts with the military bases, 814 Sand works closely with developer D.R. Horton on residential subdivisions.

“Each year we build more than 1,000 house pads and final grade projects with D.R. Horton,” noted Stan. “We’ve created a strong relationship with them as our Komatsu equipment gives us a competitive edge. The intelligent dozers speed up our timeline because the operators don’t have to wait for a surveyor, they always know where they’re at on the jobsite and only need one pass to reach grade instead of three or four.”

TEC support

When the Pitts’ need new equipment, they turn to Tractor & Equipment Company (TEC) and Vice President and Panama City Branch Manager Chuck Tibbets to find the right machine. Currently, 814 Sand has 15 excavators ranging in size from a PC138USLC to a PC490LCi-11, as well as a fleet of Komatsu dozers and wheel loaders.

Continued . . .

'(We) need only one pass to reach grade'

... continued



(L-R) 814 Sand Superintendent/Project Manager Stan Pitts and President/Chief Financial Officer BJ Pitts rely on TEC Vice President and Panama City Branch Manager Chuck Tibbets to help find the right equipment for their jobs.

"Chuck gets the machines we need to fit the job," said Stan. "Once at our sand pit, he brought a long-boom excavator that didn't work out. He quickly found one with a bigger lift capacity to get the specs that I needed to keep us running."

814 Sand also counts on TEC to maintain its IMC equipment.

"If we have any questions about the i-machines, (TEC's TSE) Richie Sievering is always available," said BJ. "Typically he can fix a problem over the phone and answer any questions. When he does need to come out, he goes above and beyond to make sure the machine is calibrated and on-grade."

Future in the hands of next generation

BJ and Stan foresee consistency for their business in the years to come. After finishing at Eglin AFB, they will continue to install jet fuel lines on other air bases. They also hope their children will remain involved with the company and take on larger roles in the future.

"Several of our kids currently work here," said BJ. "Salina works in accounts payable; our son-in-law, Joe, runs the trucking division; John is an operator; and Jordy floats between multiple divisions. Hopefully once we're ready to retire, our kids will be ready to step up to the plate." ■

At Eglin Air Force Base, operators use four Komatsu PC360LC excavators and a Komatsu D39PXi-24 dozer to create a trench, place jet fuel piping and backfill the channel. "We have to take our time and be precise every day because in a 100-foot trench there could be upward of 39 different utilities to work around," said Superintendent/Project Manager Stan Pitts.



KOMATSU®

WORKS FOR ME™

**"WE PUSH EVERYTHING
TO THE LIMITS."**

MORE RELIABLE.

"How does Komatsu work for our construction business? First it's their reliable, quality designed and built equipment. We can't afford downtime, and Komatsu's products are number one in our book. The support we receive from our dealer is outstanding as well. Training, parts, financing—we have experienced the best personal care with Komatsu. They just work best for us!"

Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

KOMATSU®
THAT'S WHY I AM KOMATSU
komatsuamerica.com

Multifaceted Atlanta Paving & Concrete Construction, Inc. built on only a truck, shovels and a dream



Ernest T. Lopez III,
President

The structure and discipline Ernest T. Lopez III learned as a student at Riverside Military Academy prepared him for his career as the owner of a paving and construction company.

After graduating from Riverside in 1984, Lopez spent the next 12 years working his way up the ranks at a construction company owned by a schoolmate's father. There he worked with Frank C. Iodice and Peter J. Fargo, two of the industry's experts, who were instrumental in his professional development. By 1996, Lopez had the experience and knowledge to establish Atlanta Paving & Concrete Construction in Peachtree Corners, Ga.

"I started on my own with just a pickup truck, some shovels and a dream," recalled Lopez. "I was doing difficult repair work like rehabilitation, patching and overlays, sealcoating and striping. Once the groundwork was laid, we started expanding into different opportunities."

One area of expansion focused on recycling.

"With our rehabilitation program we got a keen sense about the importance of recycling materials early on," continued Lopez. "We were subcontracting a lot of

work to various contractors, which could be very restricting, and we were stuck to their timeline and quality. To improve our process, we purchased a few stabilizers and started mixing our own soil cement material."

Lopez put an early emphasis on concrete and asphalt repair work.

"I jackhammered patches of pavement and threw them in the truck manually – 1985 style," recalled Lopez. "Then, we went to compact loaders and wheel loaders to dig out the parking lots before adding a milling machine and trimming the asphalt to a specific depth. Since we started using milling equipment, we can get five to 10 times the amount of work done than what I could ever dream about doing before."

While many companies struggled during the economic downturn of 2008, Lopez saw an opportunity and capitalized on it.

"We remained strong because we were outside the affected box and stayed in our lane of recycling and repairing the roads," noted Lopez. "During the recession of 2008, we picked up about 300 to 600 roads to work on in Cobb County, along with other projects from our existing customer base that we had worked with for many years."

From roadwork to runways

Today, the company focuses on a wide array of projects, including milling, full-depth reclamation, soil stabilization, foamed-asphalt stabilization, concrete recycling, and asphalt recycling. In 2018, Atlanta Paving and Concrete Construction became vertically integrated with the acquisition of Dykes Paving and Construction Company. The organization now produces asphalt at a plant as well as operates four mobile concrete-crushing plants where they recycle concrete. Dykes is the sixth-largest recycled concrete aggregate producer in the United States, according to Construction and Demolition Magazine.

Typically, Lopez's crews work with cities, counties and other local municipalities, as well as trucking terminals, shopping centers and large retail locations. Although Atlanta

An operator mills a parking lot in Peachtree Corners, Ga., using a WIRTGEN W 200i milling machine. The W 200i has a 79-inch maximum width of cut and can mill as deep as 13 inches.





An Atlanta Paving & Concrete Construction crew works at night to complete a milling project at the Hartsfield-Jackson Atlanta International Airport.

Paving & Concrete Construction has grown from its original one-man crew to more than 200 employees, Lopez isn't afraid to step into any project and emphasizes the importance of every individual on his staff.

"I think everyone deserves equal credit, from my job all the way to the shovel man's job, because we couldn't be successful without each person doing his or her part," said Lopez. "It starts with our strong management team and works its way through the ranks. We sweat together; we bleed together."

For Atlanta Paving & Concrete Construction, no project is too big nor too small. Crews have traveled as far west as Colorado and north to Massachusetts to take on jobs for loyal customers. Delivering a high-quality finished product on time brings in a lot of repeat business and keeps the company busy year-round.

"We typically complete more than 1,000 projects per year," stated Lopez. "They can be from a seven-day, 170,000-square-yard stabilization job to taxiway and runway work for Delta at Hartsfield-Jackson airport to local city and street work or at a truck yard doing repair work. There's no rhyme or reason to our projects, and we'll take whatever comes in."

"We're proud of all the projects we do," continued Lopez. Our company motto is 'Where Quality Still Counts.' We look at each job as a proving ground, because we might start out with a repair job before we land something more substantial."

In the past, the firm has completed niche assignments as well.

"We've taken on many different applications from recycling roads to making dirt better than what it was originally," said Lopez. "One of our biggest projects was mixing 40,000 square yards of foamed asphalt and two-percent lime for Southeastern Freight Lines in 2003, which was the largest foamed-asphalt project in the state when we completed it. We went back recently and trimmed two inches off the repaved areas, but most of it has held up for the better part of two decades. Today, we work on 170,000-square-yard projects and complete them in less than eight days."

Pairing the right crew members with the best fleet has played a pivotal role in the company's success.

"Our combination of really good people and the latest and greatest equipment allows us to perform tasks that other companies take more time to complete," explained Lopez. "We have the experience and the right equipment to take on any job that comes our way."

TEC delivers

When Atlanta Paving & Concrete Construction wants to upgrade equipment or test the latest machine on the market, it turns to Tractor & Equipment Company (TEC) and Kennesaw, Ga., Branch Manager Mack Brice. Lopez appreciates the support that TEC delivers to maintain his fleet of WIRTGEN, HAMM, Etnyre and Komatsu equipment.

"We currently run 14 WIRTGEN GROUP machines day in and day out," said Lopez.

Continued . . .

'There's lots of room to grow'

... continued

"We own a 50, 120, 200, 200Hi, 200i, 1200, 2100 and two 250i milling machines as well as six stabilizers. We tried a lot of different brands when we started out; however, switching to only running WIRTGEN milling machines helped us get to where we are today."

In addition to the WIRTGEN equipment, the company also owns several HAMM base rollers, asphalt rollers, and rubber-tire rollers as well as two Komatsu WA500-8 wheel loaders. When it comes to servicing its machinery, the firm relies on TEC.

Atlanta Paving & Concrete Construction President Ernest T. Lopez III (right) works closely with TEC Branch Manager Mack Brice to find the right equipment for any project. "TEC has always been helpful," noted Lopez. "They respond when we have a problem and provide excellent support for our equipment."



A paving crew from Atlanta Paving & Concrete Construction uses a HAMM sheeps-foot roller and WIRTGEN mixer on a recent residential paving project.

"TEC has always been helpful," noted Lopez. "They respond when we have a problem and provide excellent support for our equipment."

Bringing in talented young people

Atlanta Paving & Concrete Construction looks to add youth to achieve its long-term goals for growth.

"We've got a young core of leaders who had some experience before they got here," said Lopez. "Our culture has been to promote from within and recruit the best people. We want individuals who are hardworking, open-minded, loyal and looking for upward mobility."

Lopez has a slight advantage when it comes to recruiting young employees. All of his sons work at the business and, like many others at Atlanta Paving & Concrete Construction, started as day laborers and are working their way up the ladder. He also hired former military leaders and other construction professionals to round out his team.

"There's a future in this business, and I encourage my sons to recruit their friends or any young, talented individuals," noted Lopez. "There are very few people in this world who want to work hard enough to be successful in the paving or construction business. For the ones who do, they can make a good living doing this and there's lots of room to grow." ■



A JOHN DEERE COMPANY



WIRTGEN GROUP

Well Rounded.

► www.wirtgen-group.com/technologies



CLOSE TO OUR CUSTOMERS

ROAD AND MINERAL TECHNOLOGIES. With leading technologies from the WIRTGEN GROUP, you can handle all jobs in the road construction cycle optimally and economically: processing, mixing, paving, compacting and then rehabilitation. Put your trust in the WIRTGEN GROUP team with the strong product brands WIRTGEN, VÖGELE, HAMM, KLEEMANN.

WIRTGEN AMERICA, Inc. • 6030 Dana Way • Antioch, TN 37013 • Phone: (615) 501-0600 • Fax: (615) 501-0691
E-Mail: info.america@wirtgen-group.com

► www.wirtgen-group.com/america

WIRTGEN / VÖGELE / HAMM / KLEEMANN



Alabama

ALABASTER	DOTHAN
ANNISTON	MOBILE
BIRMINGHAM	MONTGOMERY
DECATUR	TUSCALOOSA
HUNTSVILLE	

Georgia

ALBANY	HOSCHTON
AUGUSTA	KENNESAW
CALHOUN	MACON
COLUMBUS	SAVANNAH
FOREST PARK	

Florida

PANAMA CITY	PENSACOLA
-------------	-----------

Since 1943
TEC1943.com

WEIR **ESCO**

BRINGING QUALITY, INNOVATION & SUPPORT TOGETHER



XDP Bucket



HDP Bucket



ESCO®
Attachments

ESCO AND TRACTOR & EQUIPMENT CO. An Unbeatable Combination of Performance and Service



Ultralok®
Tooth
System



Since
1943

www.tractor-equipment.com

ALABAMA
ALABASTER
ANNISTON
BIRMINGHAM
DECATUR
DOTHAN
HUNTSVILLE
MOBILE
MONTGOMERY
TUSCALOOSA

GEORGIA
ALBANY
AUGUSTA
CALHOUN
COLUMBUS
FOREST PARK
HOSCHTON
KENNESAW
MACON
SAVANNAH

FLORIDA
PANAMA CITY
PENSACOLA

Hiring a diverse staff could be the key to future growth by expanding your customer base

Need to grow your customer base? Diversify your offerings. Looking for a safety net for investments? Diversify your portfolio. Want your marketing campaigns to succeed? Diversify your staff.

That's right, a diverse staff could be the key to reaching more customers, according to Adrienne Troilo, Chief Administrative Officer for the American Society for Engineering Education. "A mix of employee backgrounds leads to results that can resonate with a much wider audience," said Troilo.

A snapshot of the population shows a broad and rapidly changing composition of potential consumers. The U.S. Census Bureau estimates that by the year 2042, there will be no single demographic majority as people of color will comprise more than 50 percent of the United States. The same study also says that 20 percent of all Americans will be affected by a disability, and five different generations will be active in workplaces.

Troilo says that in order to communicate effectively, it is important that the people crafting that message reflect the intended audience. "Including a mix of backgrounds, heritage, experience and education into a team has immense benefits," said Troilo.

How can my company diversify?

Diversity has been an important topic in nearly every industry for some time now. While there are legal requirements for non-discrimination in hiring practices, there are practical business reasons as well. Trumpeting diversity as a strategy has become commonplace for companies; however, putting a strategy into practice can be a little more difficult. There are a few reasons for this, including misinterpretation of the definition, an adverse attitude toward the goal or just a basic inability to grasp the concept.

"What it boils down to is creating a staff that includes varying backgrounds," said Troilo. "Assembling a diverse staff should be a goal for any company that serves a wide customer base."

Is there a checklist?

No, there isn't a handy list to check off, and that is where most companies get hung up, according to Troilo, adding that organizations limit themselves by trying to hire specifically for diversity purposes.

"Varying the work experiences, education levels and ages within a team can work toward accomplishing the goal the same way as race

"What it boils down to is creating a staff that includes varying backgrounds."

Continued . . .



A diverse staff could be the key to reaching more customers, according to Adrienne Troilo, Chief Administrative Officer for the American Society for Engineering Education. "A mix of employee backgrounds leads to results that can resonate with a much wider audience," said Troilo.

Keep an open mind when hiring

... continued

and gender do. It is up to you to decide how much diversity is required to maximize your group's potential," she emphasized.

The best way to diversify is to enter the hiring process with an open mind and commitment to finding the candidates that best fit your needs, regardless of their background. For example – don't limit your hiring process for a sales position only to people with sales experience. If you interview someone who is engaging and charismatic, but has spent years in marketing, he or she might be the right hire for the sales team. The same goes for education. While an Ivy League degree looks great on paper, maybe someone with a high school diploma and years of experience will relate better to your customer base. Opening the door to all types of applicants will give you access to a wide variety of people with diverse backgrounds and experience.

What if I am not in a position to make a lot of hires at this time?

You may be closer to your goals than you realize. Diversity can come from the inside of your organization as well. Evaluate your current staff and see how teams and pairings can be designed to increase diversity within those groups.

"Shake things up. Who knows, maybe Jane from accounting has some ideas that the

sales team might benefit from hearing?" Troilo remarked.

Once I build a diverse team, then what?

It's time to put your money where your mouth is. Step two is all about inclusion.

"If diversity is the mix, inclusion is what makes it work," Troilo said. "Inclusion is the deliberate act of welcoming diversity and creating an environment where all different kinds of people can thrive and succeed. Diversity is what you have, inclusion is what you do."

Just like with any plan, there should be some form of short- and long-term goals and a reasonable plan for success, conveyed Troilo. Developing the team is important, but the plan for that team is paramount.

"Create a culture where everyone feels comfortable and is encouraged to add their opinions and share input," Troilo said. "It won't happen overnight; however, establishing a work space that invites insights from everyone will eventually generate big returns for your company. ■

Editor's note: Adrienne Troilo is the Chief Administrative Officer for the American Society for Engineering Education. The information for this blog is based on Troilo's presentation at the 2019 Associated Equipment Distributors Summit.

Seeking greater workplace diversity is becoming more common; however, putting a strategy into practice can be a little more difficult. "What it boils down to is creating a staff that includes varying backgrounds," said Adrienne Troilo, Chief Administrative Officer for the American Society for Engineering Education.



Conversations lead to redesigned wheel loader that lowers owning and operating costs

Any increase in fuel efficiency translates to reduced operating costs and a boost to your company's bottom line. When combined with greater productivity and lower maintenance expenses, the benefits can become even more significant.

"Those savings potentially make equipment users more competitive and more profitable," said Komatsu Senior Product Manager Bruce Boebel. "Feedback we received in the field guided us to improvements that make the new WA475-10 wheel loader up to 30 percent more fuel efficient compared to the WA470-8 model (production/fuel). We've incorporated next-generation technology with considerable benefits to make this machine ideal for quarry, waste, infrastructure, forestry and non-residential applications."

More muscle, simplified control

The WA475-10 has 18 percent more horsepower than the WA470-8 but achieves increased fuel efficiency with its Komatsu Hydraulic Mechanical Transmission (KHMT). Contributing to better economy and productivity is the independent work equipment control that simplifies operation by separating the accelerator pedal from the speed of the work equipment.

"If a few extra RPM are needed, a work equipment lever can be used to spool up the pump," Boebel explained. "That allows

the operator to concentrate on approaching the hopper or truck without the need to push the accelerator to speed up. It's a lot more fluid operation."

KHMT's dynamic braking reduces brake wear, extending component life. The loader's auto hill-holding function enables it to remain stationary on a slope without the brakes, so even if the operator does not apply the brake pedal, the machine won't roll back on uphill applications, such as stockpiling.

To further boost productivity, the boom lift force of the WA475-10 is bolstered by 20 percent and breakout force is increased by 8 percent. A new bucket design improves pile penetration and better retains material in load and carry applications.

"Further conversations with equipment users also led to an improved operating environment that includes an updated cab with floor-to-ceiling glass, ergonomically designed switch layouts and a fully adjustable five-axis console for enhanced operator comfort," Boebel said. "It is a true workhorse engineered from customer input." ■



Bruce Boebel,
Komatsu Senior
Product Manager



Discover more at
TECTractorTimes.com

Brief Specs on Komatsu's WA475-10 Wheel Loader

Model	Operating Weight	Bucket Capacity	Applications
WA475-10	56,240-60,400 lb	5.5-6.0 cu yd	Quarry, waste, infrastructure, forestry, non-residential

The WA475-10 wheel loader has up to 30 percent greater fuel efficiency compared to the WA470-8. It features increased breakout and boom lift force as well as a new bucket design that improves pile penetration and better retains material in load and carry applications.

► VIDEO



Unique 8-wheel-drive harvester keeps operators productive in challenging conditions



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Forestry thinning is often done on varying terrain, including rough, soft, uneven and steep ground. These challenges can hinder production, making it vital to have machinery to meet the terrain head on and excel, according to Steve Yolitz, Manager, Marketing Forestry, Komatsu America.

"Our new 901XC (eXtreme Conditions) differs from other 8-wheel-drive (8WD) harvesters because of its unique drive system," said Yolitz. "The exclusive

'double Comfort Bogie axle' provides excellent handling and follows the terrain more closely than the competition's 8WD machines that have a fixed rear-axle design. The 901XC is truly a powerhouse for thinning."

Yolitz added that Komatsu's 8WD system generates 12 percent more tractive effort and reduces rear ground pressure – 53 percent lower psi with tracks and 19 percent with tires – compared to the 901 6WD model.

"It features many of the same proven attributes as the 901 6WD harvester platform, such as a three-pump hydraulic system (3PS), best-in-class ergonomic cab, 4-way cab/crane leveling and ± 180 -degree cab/crane rotation," said Yolitz. "The 3PS provides higher hydraulic flow at low engine speeds, while lowering fuel consumption, and allows the operator to simultaneously feed, slew and maneuver. These hydraulic system interactions are all automatically controlled by Komatsu's new MaxiXT control and information system."

Easy maintenance

A range of harvesting heads are available to meet specific application needs. "The 901XC is ideally suited for the rugged Komatsu C124 'carry-style' head, which has four powerful motors and four heavy-duty driven-feed rollers," said Yolitz.

He added that operators will have excellent visibility in low-light conditions because the 901XC has 16 LED working lights. The harvester has an air suspension, air-vented seat; fully adjustable ergonomic armrests; and hand controls as well as an automatic four-season, climate-control system.

"All daily maintenance checks and fills can be performed at ground level or from inside the cab," said Yolitz. "The one-piece hood opens rearward to fully expose the entire engine compartment for easy service access. An automatic central lubrication system and well-placed hydraulic tank platforms further facilitate serviceability. All filters are vertically mounted to ease replacement and minimize the potential for spills and environmental impact." ■



Discover more

The Komatsu 901XC harvester features a "double Comfort Bogie axle" 8-wheel-drive system designed to tackle steep, uneven, rough and soft terrain. The system generates 12 percent more tractive effort and reduces rear ground pressure compared to the 901 6WD model.

WIRTGEN merges the latest technology, performance with new intelligent F-Series milling machines

Industry-leading performance paired with ground-breaking technology has become synonymous with the WIRTGEN GROUP equipment. That combination is again on display with the latest additions to WIRTGEN intelligent F-Series cold milling machines, the W 220 Fi and W 250 Fi.

These large milling machines serve a wide range of applications with a maximum milling depth of 14 inches – including surface course rehabilitation and fine milling work.

The 81,792-pound W 220 Fi is equipped with a two-speed dual shift powershift transmission and offers 801 horsepower. The 93,256-pound W 250 Fi boasts an active, dual-power engine drive with 1,010 horsepower.

Efficiency booster

As with the F-Series model that preceded them, both the W 200 Fi and W 250 Fi feature WIRTGEN's Mill Assist program that is designed to match the machines' output with engine performance to maximize efficiency. In automatic mode, the system provides the optimal balance to minimize operating costs.

This program helps to reduce diesel, water and pick consumption as well as carbon

dioxide emissions. The intelligent control of the two-speed powershift transmission extends both the upper and lower range of possible milling drum speeds. At a lower speed, fuel and pick wear can be significantly reduced. At higher speeds, milling pattern quality is ensured.

Further expanding the technological offerings on the mills is the new WIRTGEN Performance Tracker (WPT), which calculates the precise surface milling performance, volume and consumption values for each machine.

WPT collects and displays the data in real time on the machine operator's platform during operation. It also gathers the operational data and automatically generates a report immediately upon completion of a job. ■

WIRTGEN's newest intelligent F-Series milling machines – the W 220 Fi and W 250 Fi – are the largest offerings in the F-Series; they feature 14-inch maximum milling depth and 7-foot, 3-inch milling width.

Quick Specs on WIRTGEN's W 220 Fi and W 250 Fi cold milling machines

Milling Width	Milling Depth	Weight	Horsepower
W 220 Fi 7 ft, 3 in	14 in	81,792 lb	801 hp
W 250 Fi 7 ft, 3 in	14 in	93,256 lb	1,010 hp



Smart Construction offers solutions to digitally transform your jobsite, optimize processes



Jason Anetsberger,
Komatsu Senior
Product Manager



Renee Kafka,
Komatsu Product
Marketing Manager

From jobsite equipment to remote monitoring systems, bidding software and GPS grade control that makes earthmoving more efficient, today's construction industry is more innovative than ever.

"Those who embrace advancements and put them to best use tend to be more efficient, productive and profitable," said Jason Anetsberger, Komatsu Senior Product Manager. "Our Smart Construction suite of solutions can help customers digitally transform their operations to most effectively use equipment and technology in planning, management, scheduling, tracking and more. It's designed to help optimize processes and improve overall jobsite productivity."

From pre-bid through project completion, there is a solution that companies can utilize to improve their operations with digital technology, according to Komatsu Product Marketing Manager Renee Kafka.

"Smart Construction looks beyond the machine," stated Kafka. "We recognize that every contractor is unique. Some need help with bidding, others with implementing intelligent Machine Control and a third might be seeking

a way to identify bottlenecks on a project or how to calculate daily production using drone technology. We have a comprehensive list of options to meet their needs."

Komatsu will start releasing the following solutions through Smart Construction over the next year:

- Design – Go from rolled-up paper plans to 3D designs and more with 3D data generation.
- Remote – Send new design data to machines in the field or remotely support operators without traveling to the jobsite.
- Dashboard – Visualize and analyze design, drone and machine as-built data to measure cut/fills, quantities and productivity.
- Fleet – Collect the data needed to optimize fleets and track production, all on a mobile app.
- Drone – Provide a bird's-eye view of the jobsite, in a fraction of the time compared to a ground-based survey.
- Edge – Rapidly process drone data into a 3D terrain map without leaving the jobsite.

"There are several tools and devices for the construction phase, but customers need more. With Smart Construction, Komatsu looks beyond the jobsite at the whole construction process," said Kafka. "For example, before putting a machine in the dirt, you have to bid and win the job. From conversations with customers, we understood this was an area where we could assist. Helping customers capture data during construction gives them actionable information for use in future bids."

Kafka added that tracking production can be accomplished in several ways: you can take as-built data from Komatsu intelligent Machine Control dozers and excavators while they work and combine it with data from daily drone flyovers. She said this process, along with other Smart Construction solutions, can replace traditional calculation methods, such as using a counter or paper tickets to keep track of loads.

"You get a very accurate view of day-by-day progress and see production quantities

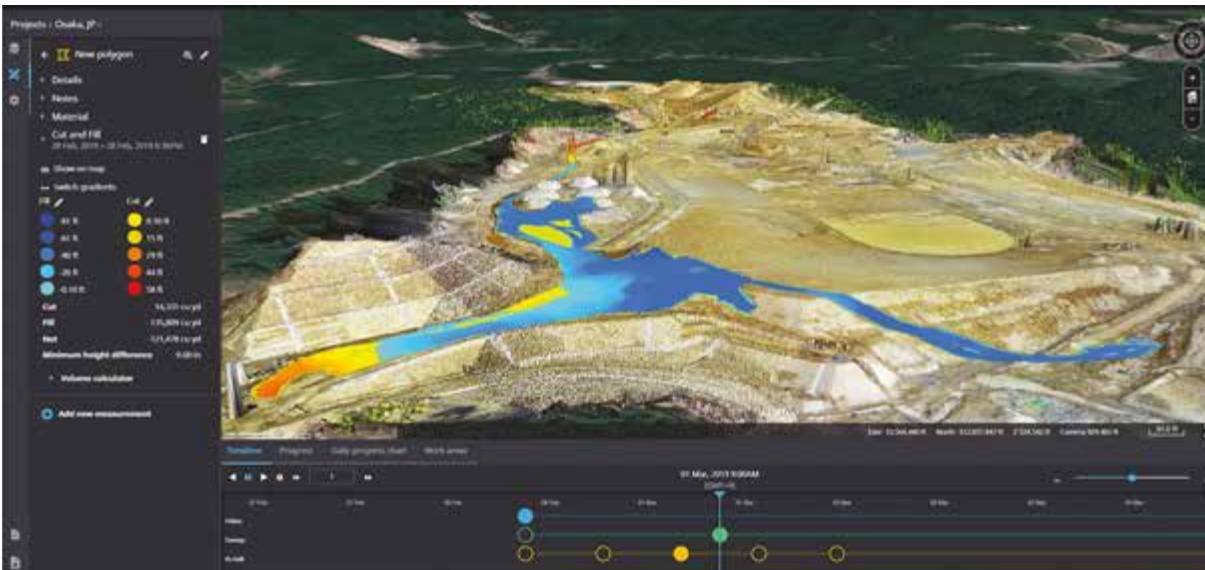
Komatsu's Smart Construction offers tools to optimize operations throughout the entire construction process, from pre-bid to completion. "Our suite of services can help customers digitally transform their operations to most effectively use equipment and technology in planning, management, scheduling, tracking and more," said Komatsu Senior Product Manager Jason Anetsberger.





► VIDEO

Komatsu and its distributor personnel assist customers with implementing digital solutions into their operations through Smart Construction.



Smart Construction solutions include a dashboard that helps to visualize and analyze design, drone and machine as-built data to measure cut-fills, quantities and productivity.

and stockpile volumes,” said Kafka. “In working with customers, we found that a picture is really worth 1,000 words, and you can access it remotely without visiting the site. It is also an easy way to look back at the progress of the site versus a month ago.”

Contact your local distributor

Anetsberger recommends that customers contact their local distributor to discuss the

suite of Smart Construction tools and which ones, or all, that may be right for them.

“Smart Construction is a mix of hardware and digital solutions as well as human-delivered services,” explained Anetsberger. “The latter involves Komatsu’s experienced personnel out in the field collecting feedback and knowledge from jobsites. Our goal is to redeploy that information to our customers, who can use it to positively affect practices.” ■



Discover more at
TECTractorTimes.com

KOMATSU®

WORKS FOR ME™



**"WE'RE NOT A BIG COMPANY,
BUT KOMATSU TREATS US
LIKE WE ARE."**

BETTER SUPPORT.

"My cousin Thomas and I started our construction company on a wing and a prayer. We couldn't have done it without the financing, training, tech assistance and support we received from Komatsu and our distributor. The products are top quality. They make us efficient at our job, and feel connected—like they want to be our partner in this. That's why Komatsu works for us!"

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

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com



Rod Schrader says jobsite meetings enable Komatsu to help customers increase their efficiency

QUESTION: Making connections was one of the main themes of the recent CONEXPO. What does that mean to Komatsu?

ANSWER: It means a couple of things. First, during the past few years we have emphasized meeting with customers at their jobsites in an effort to get to know them and their operations. Those face-to-face visits help us understand their needs so that – from an equipment and support standpoint – we can better meet those needs.

Another meaning relates to those conversations and how we use them to prepare for the jobsite of the future. The products are certainly the foundation, and we keep investing in ways to improve their quality, productivity and technology. We have learned that the jobsite is about more than Komatsu construction machinery. It includes on-highway and other equipment, and we must connect everything – data, location, processes – to maximize efficiency. The connected jobsite is the future, and I believe Komatsu is at the forefront of making that a reality.

QUESTION: In what ways is Komatsu using technology to help with the jobsite of the future?

ANSWER: One area of concern is the lack of experienced operators. That means products need to be smarter, and maybe even automated in some cases, in order to ensure that contractors can continue to move dirt productively and efficiently. We have taken steps in that direction with intelligent Machine Control dozers and excavators that not only help inexperienced operators be proficient, but can also make those who have been moving dirt for years even better.

Our Smart Construction services provide jobsite mapping and setup, GPS hardware and 3D data services. During CONEXPO, we introduced an expansion that combines our technology with the technology of our strategic partners, to allow other equipment to communicate and collect data that can be used to take action to improve efficiency.

Continued . . .



Rod Schrader,
Chairman and CEO

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.

Rod Schrader began his career with Komatsu in 1987 as a Product Manager for utility equipment. Over the past 33 years, he served in several leadership positions within the company across multiple divisions, including utility, mining and construction.

"It seemed like every three years or so I moved into a different role," said Schrader. "My wife jokes that they couldn't find a spot that I was good enough in. All those positions provided great experience to help me understand the various market segments, customers and our distributors, which prepared me for this role."

Komatsu named Schrader Chairman and CEO in 2012. During his tenure, the company has completed several strategic acquisitions, including the purchase of Joy Global in 2017, which also brought P&H Mining Equipment and Montabert products under the Komatsu umbrella and expanded its mining-related product lineup. In 2019, it bought TimberPro, a small forestry machine manufacturer. He's also seen Komatsu acquire manufacturers such as Dresser and Demag, as well as technology entities like Modular Mining.

"It's exciting to watch how the company has changed and flourished in the last three decades and become a global leader in the equipment industry," said Schrader. "Next year Komatsu will mark its 100th birthday, and we will celebrate that achievement. At the same time, we continue to focus on the future and find ways to better care for our customers in a comprehensive way through innovative products and services that meet all of their jobsite needs."

Komatsu reduces impact with lower emissions, fuel usage

... continued

QUESTION: How do you factor sustainability and environmental awareness into these initiatives?

ANSWER: Greater efficiency leads to fewer passes to reach grade, which, in turn, equates to lower emissions and fuel usage and reduced impact. We have implemented stringent emissions standards throughout the years. Some would argue that the air coming out of the machines is now cleaner than what is going into them.

We recognize that mining and construction have an impact, and we want to be good stewards of the earth. We have partnered with Green Forests Work, a non-profit organization, to reforest 1,000 acres of national forest in West Virginia during the next three years. In some of the areas, the soil is overly compacted, so we are providing people and machines to loosen it and return it to its natural state to promote plant growth.

We also ran a company-wide contest for employees inviting them to create or join initiatives that support sustainability, and we received several excellent submissions to pursue.

QUESTION: Speaking of employees, could you share how Komatsu addresses diversity and inclusion?

ANSWER: I believe Komatsu is ahead of the curve as we have a wide cross section of individuals throughout the company, including in leadership positions. We are looking for the best people first, but also make a concerted effort to be diverse and representative of the global whole.

This can be a challenge. For a long time, people avoided the industries we serve because the jobs were viewed as low-paying and dirty. We are working hard to educate potential recruits – and have partnered with some schools on diesel tech programs – to change this perception. For instance, we are sharing the message that future technicians can get a solid education with little to no debt and graduate into well-paying jobs. ■



Connecting with customers in the field helps Komatsu understand their needs and implement ways to increase their efficiencies and provide better customer support, according to Komatsu Chairman and CEO Rod Schrader.

Komatsu has partnered with Green Forests Work to reforest 1,000 acres in West Virginia during a three-year period that began in 2019. "We recognize that mining and construction have an impact, and we want to be good stewards of the land," said Chairman and CEO Rod Schrader.



KOMATSU®

WORKS FOR ME™

"THEY JUST WORK
BETTER!"

A TRUSTED NAME.

"At Selge Construction, we're a family business. We've constructed a wide range of projects, built on a foundation of integrity, industry knowledge and quality workmanship. Selge has gained respect throughout the Midwest for the highest quality work built in the safest way possible. Komatsu builds a quality product that performs as promised and helps us get the job done. That's why Komatsu works for me!"

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

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

Care Plus programs provide maintenance, repair service throughout the United States



Felipe Cueva,
Manager,
Genuine Care



Discover more

Contractors sometimes work on jobsites outside of their local equipment distributor's territory. That can leave them guessing about how to get warranty repair and maintenance service on their machinery.

Komatsu aims to simplify those situations with its recently introduced Komatsu Care Plus and Komatsu Care Plus II programs that deliver consistent coverage across the United States. Under the initiatives, any authorized Komatsu distributor can perform repair and maintenance, regardless of where in the country the machine was purchased.

The Komatsu Care Plus programs provide model-specific detail, outlining maintenance items serviced, repair coverages, program benefits and terms and conditions. Both have automatic scheduling for maintenance services, genuine parts, certified labor, machine inspections and regular oil sampling. Komatsu Care Plus II also includes Komatsu's Premier Extended Coverage for customers seeking fixed repair costs.

Higher resale possible

"We developed our Komatsu Care Plus programs to offer a complete end-user

solution that is hassle-free, and encompasses other services Komatsu provides; such as financing, certified labor, genuine parts and telematics," said Felipe Cueva, Manager, Genuine Care. "Customers can purchase the programs when they buy new equipment or at a later date with some restrictions. Our pricing is standard across the country. Owners can work directly with their distributor to add one or both of the programs."

Once customers have Komatsu Care Plus and Komatsu Care Plus II, Cueva encourages them to use the complimentary MyKomatsu interface to view their machinery's program coverage, care reports and service completions.

"With Komatsu providing consistent and complete service records, machines will also be eligible for the Komatsu Care Certified equipment program, allowing customers to request a higher resale value for their equipment," said Cueva. "These repair and maintenance programs offer great benefits, and we plan to roll out additional options in the near future." ■

Komatsu Care Plus and Komatsu Care Plus II provide nationwide repair and maintenance service with work performed by any authorized Komatsu distributor.





**20 Locations,
239 Counties,
3 States and
24 PSSR's...**

**WE'VE GOTCHA
TEC COVERED!**

Our Experts Have Technical Know How...



ALABASTER, AL
Ben Osborn
(256) 506-5334 (C)
(205) 510-0661 (O)



ANNISTON, AL
Barry Thornburg
(205) 365-4546 (C)
(205) 831-2440 (O)



BIRMINGHAM, AL
Justin Bryant (205) 353-4374 (C)
Alan Cooper (205) 965-4131 (C)
(205) 591-2131 (O)



DECATUR, AL
Jay Caldwell
(256) 280-1014 (C)
(256) 355-0305 (O)



DOTHAN, AL
Andrew Larsen
(334) 350-4392 (C)
(334) 678-1832 (O)



MOBILE, AL
Chase Bryant
(205) 546-0186 (C)
(251) 457-8991 (O)



MONTGOMERY, AL
Toulouse Johnson
(334) 306-9541 (C)
(334) 288-6580 (O)



HUNTSVILLE, AL
Gary Dodd
(256) 677-3877 (C)
(256) 851-2222 (O)



TUSCALOOSA, AL
Kent Watkins
(205) 361-0083 (C)
(205) 752-0621 (O)



ALBANY, GA
Doug Haas
(229) 349-3383 (C)
(229) 435-0982 (O)



AUGUSTA, GA
Daniel Hobbs
(706) 834-7056 (C)
(800) 659-3090 (O)



CALHOUN, GA
Edwin Murray
(770) 608-6525 (C)
(706) 879-6200 (O)



COLUMBUS, GA
George Copelan
(706) 577-4163 (C)
(706) 562-1801 (O)



FOREST PARK, GA
Zach Thomas
(678) 476-4361 (C)
(404) 366-0693 (O)



HOSCHTON, GA
John Malcom (404) 886-0610 (C)
(706) 654-9850 (O)



KENNESAW, GA
Terry Shepherd (770) 757-0547 (C)
Jacob Altman (678) 237-1520 (C)
(678) 354-5533 (O)



MACON, GA
Bob Raley (478) 952-5266 (C)
Mark Cathey (770) 584-7277 (C)
(478) 745-6891 (O)



SAVANNAH, GA
Wayne Foskey (678) 476-4361 (C)
Patrick Hoyt (478) 973-4272 (C)
(404) 366-0693 (O)



PANAMA CITY, FL
Joey Majors
(850) 527-1840 (C)
(850) 763-4654 (O)



PENSACOLA, FL
Mike Douglas
(850) 554-3234 (C)
(850) 505-0550 (O)



Tractor & Equipment Company

TEC1943.COM

PERFECT STRIKING FORCE EVERY TIME.

Montabert breakers sense the hardness of material, adapting their power and strike frequency to deliver just the right amount of energy. You get the best possible performance every time, without all the wear and tear.

See our attachments in action!
MontabertUSA.com



Follow us on social media for regular updates from **Montabert!**

40 Pennwood Place Suite 100
Warrendale, PA 15086
ussales@montabert.com
866-472-4373

Montabert and the Montabert logo are registered trademarks of Montabert S.A.S. in the United States and various countries around the world.



MONTABERT®



Engineering Innovation since 1921

TRACTOR & EQUIPMENT CO.

ALABAMA

Alabaster • 205-621-2489
Anniston • 256-831-2440
Birmingham • 205-591-2131
Decatur • 256-355-0305
Dothan • 334-678-1832
Huntsville • 256-851-2222
Mobile • 251-457-8991
Montgomery • 334-288-6580
Tuscaloosa • 205-752-0621

GEORGIA

Albany • 229-435-0982
Augusta • 706-798-7777
Calhoun • 706-879-6200
Columbus • 706-562-1801
Forest Park • 404-366-0693
Hoschton • 706-654-9850
Kennesaw • 678-354-5533
Macon • 478-745-6891
Savannah • 912-330-7500

FLORIDA

Panama City • 850-763-4654
Pensacola • 850-505-0550



TEC1943.com

Demolition event gives attendees opportunity to operate, compare equipment, attachments

Demolition contractors often say that taking down buildings and removing pavement is the first step to new construction. They want to handle these tasks in an economical way, using right-sized machines equipped with the proper attachments, according to Komatsu Senior Product Manager Kurt Moncini.

"The key to demolition is first determining the correct tools for the job, then mounting them on the appropriate excavators to handle the weight of the attachments and the materials during processing," said Moncini. "You may need auxiliary hydraulics, additional circuits for rotation or both. Added guarding is essential in this relatively tough application."

Hands-on experience

Attendees of the National Demolition Association's (NDA) annual exposition had the opportunity to see and operate several combinations of equipment and attachments during the live event, including three Komatsu excavators: a PC290LC-11 with a grapple, a PC390LC-11 equipped with a pulverizer

and a PC490LC-11 with a second-member shear attached.

"There is nothing like being able to run equipment in as close to an actual jobsite setting as possible," said Moncini, who was among a contingent of Komatsu personnel assisting attendees and answering questions. "Fortunately, NDA provides that opportunity in a great simulated working environment. The excavators and attachments on-hand showed Komatsu's ability to cover all phases of the demolition process."

In addition to participating in the live event, Komatsu had a booth during the show where attendees could get product information as well as try a virtual reality simulator.

"The simulator is a great tool for operator training," said Komatsu District Manager Isaac Rollor. "NDA is always a terrific event. We were happy to participate and exhibit Komatsu's commitment to the industry." ■



Kurt Moncini,
Komatsu Senior
Product Manager



Isaac Rollor,
Komatsu District
Manager



Discover more at
TECTractorTimes.com



► VIDEO

Attendees could operate equipment and attachments, including a Komatsu PC490LC-11 equipped with a shear, as well as step into the virtual world with a simulator in Komatsu's booth.



Superior Quality & Performance!



Since 1943
TEC1943.com

Georgia

ALBANY
AUGUSTA
CALHOUN

COLUMBUS
FOREST PARK
HOSCHTON

KENNESAW
MACON
SAVANNAH

Operator Hunter Frisbie appreciates working in the outdoors, enjoys the power of heavy equipment

Hunter Frisbie took the initiative to make a major career change about a year ago. After working in the trades for several years, he decided to enroll in a heavy-equipment operator school. Within months, Frisbie was at the controls of several types of construction equipment.

"I worked in a cabinet shop for many years, and I liked it," said Frisbie. "I really wanted to do something different, however. Who doesn't like playing in a sandbox all day?"

Frisbie said the operator school taught him a lot about the basics of the machinery and was good preparation. After completing the course, he spent about three months learning how to move dirt before landing a full-time job with an earthwork contractor.

"I don't think you're really an operator until you have a ton of seat time," he stated. "The

more experience you have, the better you are at moving dirt effectively."

Allure of powerful machinery

What appeals to Frisbie about operating equipment?

"I like that I'm outside and not stuck in an office all day," he said. "The sheer power of the machines is pretty cool, too."

Frisbie encourages others to consider joining him in this career. While compensation varies depending on experience and location, the employment search engine, indeed.com, recently showed an average hourly wage of approximately \$20.

"If I come across someone who is looking for a direction in life, I would definitely recommend being an operator," Frisbie said. "The pay is good, and it's fun." ■



Hunter Frisbie,
Operator

**"Who doesn't
like playing
in a sandbox
all day?"**

Hunter Frisbie started a new career as an equipment operator recently. "I like that I'm outside and not stuck in an office all day," he said. "The sheer power of the machines is pretty cool, too."



Americans pay more for essential utilities, common conveniences than to maintain roadway infrastructure

Editor's note: The figures are taken from averages of data provided by the Federal Highway Administration, the American Road and Transportation Builders Association and other sources.

Americans pay an average of less than \$25 per month to maintain roads and bridges, according to an analysis from HNTB Corporation, an infrastructure design firm. That amount is far less than consumers outlay for other bills, such as essential utilities in addition to cell phone and Internet services.

On average, American drivers pay about \$275 annually in federal and state gas taxes, the primary source of revenue for upkeep and improvements of roadway infrastructure. In comparison, they spend an average of \$1,340 for electric and \$840 for water services. Mobile phone bills average \$1,200 per year and broadband Internet service is roughly \$800.

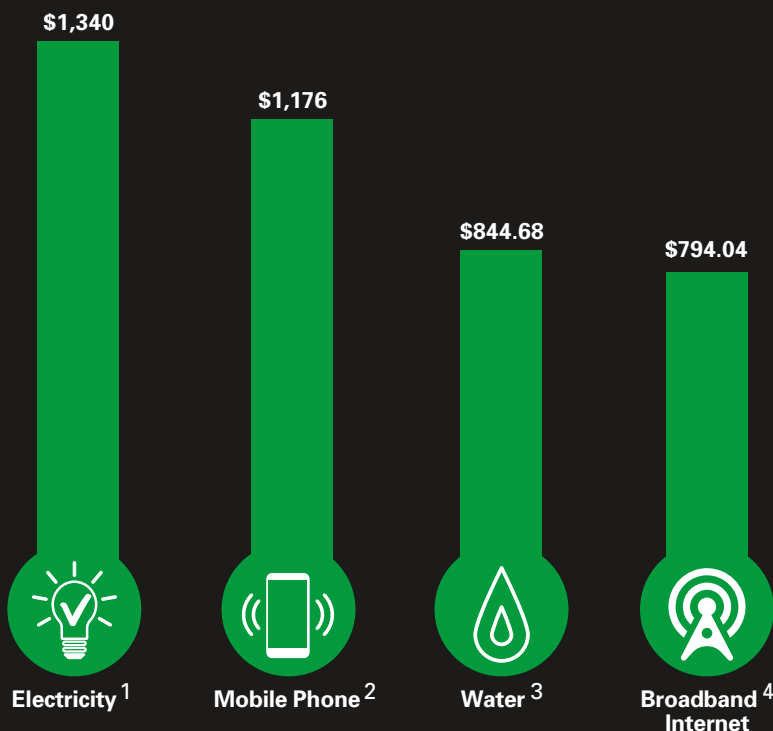
"Think of it this way: the bills we pay for critical services like electricity and water largely go to the utility companies and municipalities that provide these services," said John Barton, Senior Vice President and National Department of Transportation Leader for HNTB. "That is not so when it comes to

transportation. Typically, less than 20 percent of what we pay at the pump actually goes to fund our transportation system."

Taxes not enough to improve capacity

Several states have raised gas taxes to support transportation needs. However, those taxes, as well as annual vehicle registration and other fees, have not made up the shortfall in funding as more efficient cars use less gas and electric vehicles gain prominence. The federal gas tax hasn't changed since 1993.

"Congress needs to think differently, think big and pass a long-term sustainable reauthorization package for surface transportation funding. It can step up communication efforts that educate Americans about the important utility of our roadways and other ways to pay for them," said Barton. "A higher federal gas tax indexed to inflation can help quickly, but new ideas are needed too. Mobility is vital for daily life ... and it deserves investment levels which recognize that." ■



The gas tax is
LESS
than you think.

Compared to the average household and individual costs that Americans pay for other infrastructure and conveniences, the amount spent on gas taxes is relatively low.



1. <https://financeguru.com/news/average-electric-bill> 2. <https://www.cnbc.com/2019/04/30/americans-in-cities-spend-984-on-monthly-billsheres-how-to-pay-less.html> 3. <https://www.statista.com/statistics/720418/average-monthly-cost-of-water-in-the-us/> 4. <https://www.forbes.com/sites/niallmccarthy/2017/11/22/the-most-and-least-expensive-countries-for-broadband-infographic/#194aec0923ef>

**LEEBOY 8520
ASPHALT PAVER**



LeeBoy

TRUST LEEBOY. AS DEPENDABLE AS YOUR DAY IS LONG.

We are LeeBoy. The name behind the world's most dependable and productive commercial asphalt paving equipment: pavers, graders, distributors, maintainers and more. The LeeBoy family of products are among the most trusted and requested around the world. Because we understand what drives you and we deliver. Each day, like you, we put it all on the line. It's how we're built. **We're LeeBoy. As dependable as your day is long.**



TEC1943.com

ALABAMA

Alabaster	Huntsville
Anniston	Mobile
Birmingham	Montgomery
Decatur	Tuscaloosa
Dothan	

FLORIDA

Panama City Pensacola

Since 1943

TEC1943.com

Future city designs must prioritize people's needs above technology advances



Rajkumar Suresh,
Urban Designer and
Architect

Rajkumar Suresh is a trained Urban Designer and Architect. He draws inspiration from technology, sociology, economics and film to create fictional works that are meant to educate, provoke and shock. He currently works at Atkins in London. This opinion piece previously appeared at www.infrastructure-intelligence.com.

Every day brings more change to our cities – electric vehicle charging points, augmented reality, mobile phone walking lanes, flexible working hubs, autonomous vehicles – the list is getting increasingly longer.

This less than gradual creep of technology has given rise to the concept of the “intelligent city.” We in the building industry have jumped on the bandwagon, outlining visions of a technology driven, hyper-connected city of the future.

Now, more than ever, we are planning our cities for an unknown future.

There is one thing that we do know. Cities are for people. That priority shouldn't change, it's been that way for centuries. People will always want places to interact, express themselves and make personal and real connections.

Focusing on people

So, amidst the ongoing drive to create an increasingly digital world, I want to bring us back to basics, to a people-centric approach that prioritizes social, economic and environmental benefits above all. I want our future city vision to be centered around people and a better understanding of what they want and need. Only then can we deliver the city that people deserve.

As with every big advance in civilization, we need to think not if we *can* do it, but *should* we do it? With technology advancing at the current rate, the world is our oyster – but why do we want to implement it? What outcomes are we hoping to achieve? What is the impact it will make on people's lives? As professionals in the building industry, we have a big part to play in this.

To build a true picture (or as close as we can get to it) of a future city, we first need to look at people, asking: How does the next generation want to live and work? Then we need to build scenarios, putting ourselves in people's shoes 20 years from now and thinking outside the box.

In the future, would there need to be a commute? Would permanent and fixed layouts be a thing of the past? How do we design for a rental rather than ownership economy? Do we need to create more space where people can connect and build communities outside the virtual world? By putting people at the center of the narrative we're more likely to create a consistent story of where we're headed, one that we can all aspire to, one that's grounded in and closer to reality.

Technology should only be an enabler. Let's shift the conversation from simply intelligent cities to ones that have a heart – cities that are designed around people first and foremost. ■

Urban Designer and Architect Rajkumar Suresh emphasizes that people should be the top priority when planning future intelligent cities. “Technology should only be an enabler. Let's shift the conversation from simply intelligent cities to ones that have a heart – cities that are designed around people first and foremost,” said Suresh.





WE PUSH TO THE END



SALES SERVICE SUPPORT

Tractor & Equipment Company has been pushing through to the end for our customers since 1943. The Sales, Service, and Support teams at TEC have your back at all times and in all places. Come visit one of our 20 locations throughout AL, GA, and FL today!

TEC1943.COM

TEC college scholarship recipient earns diploma from Auburn University, lands first job



Olivia Hornsby,
TEC scholarship
recipient

Each year, Tractor & Equipment Company (TEC) awards a college scholarship to a child of one of its employees. In 2016, Olivia Hornsby, daughter of Tim Hornsby, a 32-year TEC employee, received the scholarship. Hornsby used the funds to help pay her expenses at Auburn University where she graduated with a degree in Civil Engineering this spring.

"I am so grateful to TEC CEO Dan Stracener and the other employees of TEC who made this possible," shared Hornsby. "Financially, the scholarship allowed me the ability to focus on my studies without worrying about how my family or I would pay for my tuition, fees, and housing.

"Additionally, I was well-prepared for my classes, as the scholarship allowed me to gain access to required books and supplies – I never

ran out of engineering paper," continued Hornsby. "Furthermore, the laptop I was given lasted all four years. It did not give up on me when I needed it most while studying and finishing my senior design project from home during the last few months. Unlike several of my peers, I am blessed to be graduating debt-free."

Last summer, Hornsby interned for Kimley-Horn & Associates, a planning, engineering and design-consulting firm, where she worked as a member of the company's roadway design team on several projects. At the conclusion of the internship, the company offered her a job upon graduation. She passed the Fundamentals of Engineering exam in January and will begin a full-time position with the Atlanta-area company in the coming months. ■

OSHA warns of headphone use on the job

Listening to music through headphones while working on a jobsite could be a potential safety hazard, according to the Occupational Safety and Health Administration (OSHA). It also said headphones are no substitute for traditional hearing-protection devices.

"By masking environmental sounds that need to be heard – especially on active construction sites where attention to moving equipment, heavy machinery, vehicle traffic and safety – warning signals may be compromised," the agency said in a letter of interpretation that it issued in response to a query about

employees using headphones. OSHA has no specific ban on using the devices.

"The key takeaway from the letter is that employers must address employee use of headphones to listen to music on the work site, even if there is not a specific OSHA standard prohibiting it," said Attorney Trever L. Neuroth of the law firm Jackson Lewis PC in a recent EHS Today article on the subject. "Employers should evaluate their worksites and determine whether a policy prohibiting listening to music on the job is appropriate." ■

FHWA awards grants for innovative roadwork projects

Several states and local governments received \$8 million in grants from the Federal Highway Administration to study innovative roadwork techniques. Departments of Transportation in Alabama, Illinois, Michigan and Minnesota each received \$1 million grants, with Alabama and Michigan both employing accelerated bridge construction.

Other projects funded by the new federal grants will look at compacted concrete pavement to improve surfacing; and a road project to expand safety, mobility and access for drivers and bicyclists. Another funded project uses a robot-driven crash truck to protect road workers from traffic during routine maintenance activities. ■

KOMATSU®

WORKS FOR ME™

**"FAILURE IS NOT
AN OPTION IN THE
JUNGLE."**

THE MOST RELIABLE.

"At D. Grimm, Inc., we handle construction projects across the USA that keep our crews and equipment constantly on the edge. And it's my reputation that's on the line, so I choose Komatsu over all other brands because they've proved that they're the most reliable. If you need exceptional construction equipment, and a company that will work hard for you, I recommend Komatsu!"

Dawn Mallard / D.Grimm, Inc. / Conroe, TX

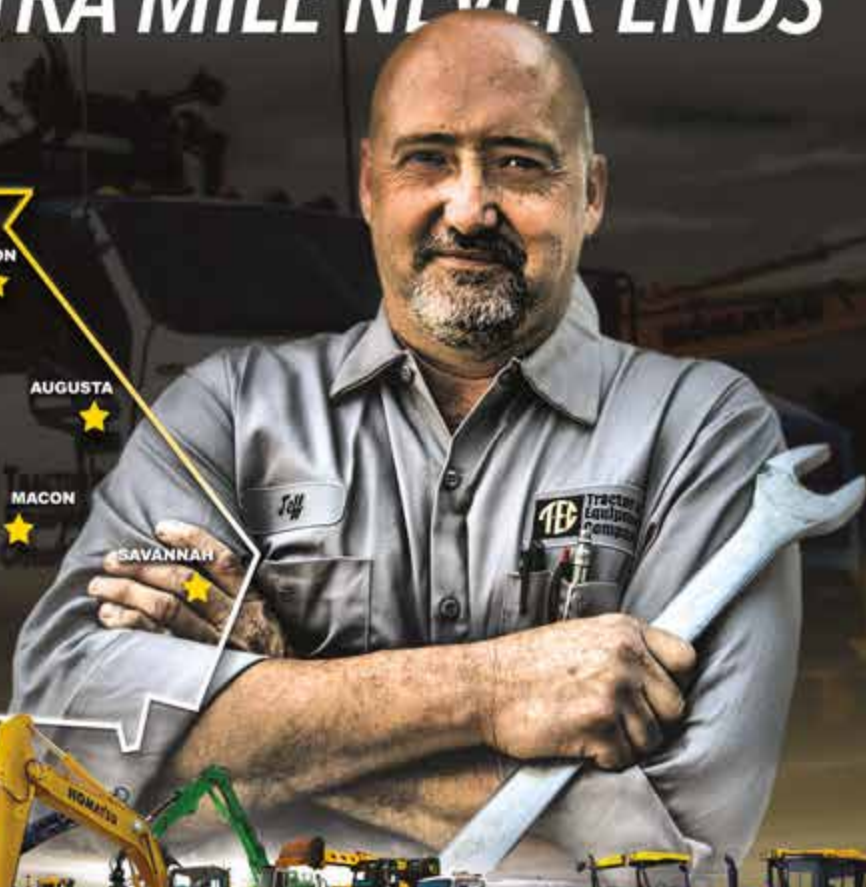
KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com



THE EXTRA MILE NEVER ENDS



WITH 20 CONVENIENT LOCATIONS, WE'VE GOTCHA COVERED!

BIRMINGHAM, AL
(205) 591-2131
MONTGOMERY, AL
(334) 288-6580
(800) 832-9563
TUSCALOOSA, AL
(205) 752-0621
(800) 582-4625
ALABASTER, AL
(205) 621-2489
HUNTSVILLE, AL
(256) 851-2222

ANNISTON, AL
(256) 831-2440
MOBILE, AL
(251) 457-8991
(800) 233-7213
DOTHAN, AL
(334) 678-1832
DECATUR, AL
(256) 355-0305
(800) 321-6865

FOREST PARK, GA
(404) 366-0693
(800) 488-0693
HOSCHTON, GA
(706) 654-9850
(888) 334-9850
KENNESAW, GA
(678) 354-5533
CALHOUN, GA
(706) 879-6200
(800) 827-3072

MACON, GA
(478) 745-6891
(800) 786-3120
SAVANNAH, GA
(912) 330-7500
(800) 827-1405
COLUMBUS, GA
(706) 562-1801
AUGUSTA, GA
(706) 798-7777
(800) 659-3090

ALBANY, GA
(229) 435-0982
(800) 733-0982
PANAMA CITY, FL
(850) 763-4654
(800) 342-2055
PENSACOLA, FL
(850) 505-0550