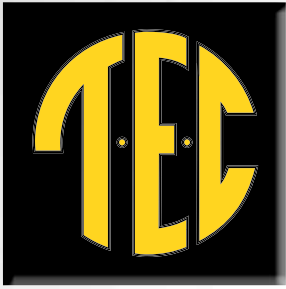


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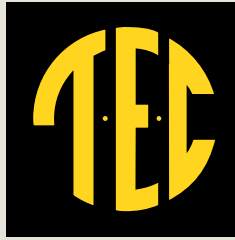
**SMARTCONSTRUCTION**

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MACHINE CONTROL



Chad Stracener

**Consider  
retrofitting your  
excavators**



Dear Valued Customer:

For years, GPS grade control has been used to enhance production and efficiency. Those employing integrated systems on their machines are assisted in increasing their production time by not having a mast or cables to take down or put up.

If you still have conventional excavators and are not using a grade control system, you may benefit from GPS by retrofitting those machines with Komatsu's Smart Construction 3D Machine Guidance. The solution is also now available as a factory install on new machines. As you're looking to upgrade your fleet, it is a good consideration. Read the article in this issue to learn more about the advantages of 3D Machine Guidance.

You can even get 3D Machine Guidance on a new Komatsu compact hydraulic excavator. These smaller machines pack a punch and are designed to drive high production in confined spaces, helping to reduce the need for hand digging. They are fast and versatile, and you can equip them with attachments for demolition and other tasks.

Compact excavators are just a small sample of the equipment Komatsu manufactures for various applications. You can learn about how Komatsu supports industries such as waste, quarry and asphalt by reading the articles about the shows the company attended this year, including WasteExpo and World of Asphalt.

There are also valuable articles about utilizing Komatsu Smart Construction Remote and bonus depreciation.

As always, if there is anything we can do for you, please feel free to call or stop by one of our 20 locations.

Sincerely,

A handwritten signature in black ink that reads 'Chad Stracener'. The signature is written in a cursive, flowing style.

Chad Stracener  
CEO





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**KOMATSU**

# Mineral extraction made efficient

**Oil-Dri Corporation of America mines and produces clay-based products for a wide range of clients**



**Jimmy Sanders,**  
Hauling Supervisor



Discover more at  
[TECTractorTimes.com](http://TECTractorTimes.com)

**O**il-Dri Corporation of America, a long-standing leader in the mining and production of sorbent minerals, has built a reputation for efficiency and innovation. Founded in 1941, Oil-Dri now operates across multiple states — Georgia, Mississippi, Illinois and California — and has a corporate office in Chicago. With more than 80 years in business, Oil-Dri remains committed to growth through strategic decisions, advanced equipment and a highly dedicated workforce, which includes Jimmy Sanders, who has worked at Oil-Dri for 37 years.

"I've been here since high school and have seen firsthand the evolution of our processes," stated Sanders, the hauling supervisor at Oil-Dri's Ochlocknee, Ga., plant. "We dig the clay, haul it to the plant where it's processed, and within an hour, it's ready to be shipped out as finished products."

Oil-Dri's product portfolio consists of over 100 items, including pet care such as Cat's Pride cat litter, agricultural carriers, industrial

absorbent products, fluids purification and more.

In Ochlocknee, the primary mineral Oil-Dri mines is attapulgite, a lightweight sorptive clay, which is refined through a multistep process involving drying, grinding and sizing to meet the needs of different markets. The mining process is rooted in environmental responsibility, and Sanders emphasized the importance of land reclamation in Oil-Dri's operations.

"When we finish a pit, we backfill it with overburden, spread the topsoil back over it, and we'll plant trees," explained Sanders. "Sometimes, we even leave a pond for the landowner if requested."

## Going big on equipment

The equipment Oil-Dri uses plays a vital role in maintaining its operational efficiency. One of the company's most recent acquisitions, a Komatsu PC900LC-11 excavator, has helped improve productivity at the Ochlocknee plant.

"It's one of the biggest machines we've had," declared Sanders. "We were looking to replace two of our competitive brand machines, and when we found out we could load a truck in three buckets with the PC900 versus six or seven buckets with our previous machine, it just made sense. The PC900's primary job right now is digging overburden because it's efficient and moves a lot of dirt quickly."

Oil-Dri's fleet includes several other Komatsu machines that help the company stay on schedule and ensure timely delivery of its products.

"We have two Komatsu WA380 wheel loaders to load product into the hopper that feeds the plant, and we use a Komatsu D65PX dozer for stockpile management," Sanders shared. "These machines are essential for moving clay from one part of the operation to another."

Haul roads are another critical component of the mining process, and Oil-Dri is currently renting a Komatsu GD655-7 motor grader to help maintain them.

"The GD655 has been a good machine," commented Sanders.

Oil-Dri has also begun incorporating more fuel-efficient technology into its operations.

Oil-Dri Corporation of America is currently renting a Komatsu HB365LC-3 hybrid excavator from TEC, which helps cut fuel costs and reduce downtime.

## ▶ VIDEO







An operator loads a haul truck in three passes with a Komatsu PC900LC-11 excavator.

"We've been renting a Komatsu HB365LC-3 hybrid excavator for a few months, and it's pretty efficient and saves a lot of fuel," Sanders noted. "We can run it for a couple of days without having to fuel it up, which means less downtime for refueling. We've been using it for reclamation work for about 12 hours a day, five days a week, and it's steady all day long. It has a pretty good swing and is fairly strong. It's been great."

### Support from TEC

In addition to the Komatsu machinery, the relationship between Oil-Dri and its equipment distributor, Tractor & Equipment Company, is crucial to maintaining smooth operations.

"Mike Kinneman, our sales representative from TEC, is always there for us," Sanders said. "If we have a problem, he's just a call away, and TEC's service team usually has someone out the same day or the next. They come and knock it right out. We've never had to shut a machine down. The other day, they were able to check out an issue with a machine in 10 minutes time. You can't beat that."

Along with product support, Oil-Dri relies on TEC's expertise in recommending the best machines for its evolving needs.



Oil-Dri uses a Komatsu GD655-7 motor grader to maintain its haul roads.

"Mike showed us the Komatsu PC900, which has done the job of replacing two of our aging excavators," Sanders explained. "The efficiency and cost savings were a big factor in making that decision. Mike introduced us to the Komatsu HB365 hybrid excavator, and we

*Continued...*



# 'We'll be around for a long time'

... continued



(L-R) Oil-Dri's Mike Willis and Jimmy Sanders work closely with TEC sales representative Mike Kinneman to find the best equipment for their operations.



TEC provides routine maintenance on Oil-Dri's fleet of Komatsu equipment.

With a Komatsu WA380 wheel loader, an operator loads material into the hopper at Oil-Dri's Ochlocknee, Ga., plant.



were able to rent it through TEC. We also talked about getting a Komatsu GD655 one day and had it the next — that's pretty quick."

As Oil-Dri continues to grow, it remains focused on maintaining its reputation as an industry leader while looking to expand its equipment portfolio with TEC by its side.

"If the PC900 keeps performing like it is, we'll probably get another one," Sanders said with a smile. "As long as TEC keeps supporting us like they do, there's no reason not to."

## Looking ahead

The future looks bright for Oil-Dri, with the company already securing decades of reserves for continued production.

"We have and we consistently maintain clay reserves that will last us a minimum of 40 years," Sanders elaborated. "As long as we keep getting the support we need and maintain our current efficiency, we'll be around for a long time."

With strategic growth plans and continued investment in its equipment, Oil-Dri is well positioned to remain at the forefront of the sorbent minerals industry for many years to come. ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



# SMART CONSTRUCTION



**Tractor & Equipment Company** knows that productivity is a key factor to the success of any job site. Komatsu's Intelligent Machine Control technology is designed with your productivity in mind. Through automatic dozing, rough cut to finish grade, IMC-equipped machines help you make every pass count to achieve superior production compared to traditional aftermarket systems.



TEC1943.COM



# Handling bulk materials efficiently

## Alabama-based Parker Towing Company Inc. navigates growth and innovation on America's waterways



**Will Sledge,**  
Regional Operations  
Manager



**Keith Parker,**  
Port Manager



**Leif Lacey,**  
Sales Manager,  
Ports and  
Terminals Division

**F**ounded in 1940 by Tim Parker Sr., Parker Towing Company Inc. has grown into a pivotal player in the marine logistics industry and is now under the leadership of Tim Parker III. The family-owned company, headquartered in Northport, Ala., operates a fleet of approximately 40 tow boats and 400 dry hopper barges, along with a smaller fleet dedicated to transporting petroleum products. Its operations extend across the southeastern rivers of the United States, providing crucial transport and terminal services.

"Parker Towing is one of the leading barge lines and port service providers in the Southeastern United States," explained Regional Operations Manager Will Sledge, who oversees the Port of Decatur and the Nashville Marine Terminal. "We operate tow boats and manage ports along the rivers, unloading and loading cargo. Our six facilities in Alabama and Tennessee handle a wide range of materials. We move a lot of sand for construction, lightweight aggregates for mortars, and components for steelmaking. These materials are the foundation of many manufacturing processes, and our job is to ensure they get where they need to go efficiently."

The Port of Decatur in Alabama stands out as one of Parker Towing's busiest facilities, and it is capable of handling up to six barges a

day across two docks. The facility's strategic location on the Tennessee River, amidst the growing industrial area near Huntsville and Decatur, makes it a hub for agricultural cargo such as grain and industrial cargo.

"This facility is unique because we operate a shift boat here," Sledge noted. "It's dedicated to moving barges in and out, keeping everything running smoothly."

### Sennebogen adds efficiency

Once the barges dock, the cargo-handling process begins. Parker Towing relies heavily on specialized equipment like Sennebogen 870 E hybrid material handlers.

"The Sennebogen machines have been great," Sledge stated. "We bought our first one at Port of Decatur about four years ago, and since then, we've added two more. They're versatile, with high lifting capacities and quick turn times. They've been very reliable for us."

These material handlers are a large part of the significant advancements the Port of Decatur has made over the years. Port Manager Keith Parker reflected on the evolution of the port's equipment.

"When I first started, we used an old friction crane, and it would wear you out," Parker recalled. "Now, with the hydraulic Sennebogen 870, it's a lot less maintenance and a lot more efficient. It's like a Cadillac with A/C, heat and a radio — sitting up there doing your thing."

These improvements not only enhance operator comfort but also significantly boost productivity, enabling the port to handle more cargo with greater speed and precision. The Sennebogen 870 E hybrid material handlers are praised for their ability to reach across entire barges, minimizing the need to move the barge during unloading. Their versatility and durability also contribute to their value. Whether handling heavy materials like steel or lighter aggregates, these machines adapt seamlessly to the task at hand.

"We can get through multiple barges per day, which is about 1,500 to 1,600 tons per barge," said Leif Lacey, Sales Manager for the Ports and Terminals Division. "The 870 E really speeds up the process and makes it a real smooth flow."

An operator unloads material from a barge into the bed of a haul truck with a Sennebogen 870 E hybrid material handler.

▶ VIDEO







Operators work together using a Komatsu WA500 wheel loader and a Sennebogen 870 E hybrid material handler to unload sand from a barge, into a staging area, and then to a haul truck.

Parker Towing also appreciates the Sennebogen 870 E material handlers' ability to elevate the operator's cab, which provides an unparalleled view into the barge that helps enhance precision and efficiency during loading and unloading.

"The cab rise is really important for what we do," emphasized Sledge. "Being able to see in the barge means you don't have to have a spotter, so it's much safer."

Lacey added, "The operators absolutely love them. The rising cabs make a huge difference."

Additionally, Parker Towing utilizes Komatsu WA500 wheel loaders to load sand into trucks from the stockpile.

"They have a large bucket, so it takes very little effort," noted Lacey. "You can use one to two scoops, get a truck loaded, and we've got the scales on the loader itself, so we know how much we're putting in a truck. It keeps the operation running smoothly as we're not overloading or underloading trucks. They've been great loaders for us."

### Support from TEC

Tractor & Equipment Company has been a strategic partner for Parker Towing, helping the business expand its fleet by



### ▶ VIDEO

With a Komatsu WA500 wheel loader, an operator loads sand into a haul truck.

finding the best equipment that meets its operational needs.

"TEC provides great service and support," commented Lacey. "They've been great to work with, and I have nothing but good things to say about their service and reliability."

Parker Towing works closely with Justin Bryant, a sales representative at TEC who brings valuable expertise to the table.

*Continued...*



# 'He understands the equipment inside and out'

... continued



Discover more at  
TECTractorTimes.com

"Justin's background in maintenance and repair is a real asset," Lacey noted. "He understands the equipment inside and out, helping us troubleshoot issues and find the right solutions."

TEC's commitment to customer service goes beyond just selling equipment. Its proactive approach to maintenance and repair ensures that Parker Towing's operations experience minimal disruptions.

"If we ever have an issue, they get right on it," said Parker. "They don't waste any time. They'll stop something else to come out here and help us. They do really good."

This level of support is critical in an industry where equipment downtime can have significant financial implications. TEC's quick response time and its ability to source parts rapidly have been key factors in maintaining Parker Towing's operational efficiency.

Moreover, TEC's training programs have empowered Parker Towing's team to handle minor repairs and maintenance in-house.

"TEC provides comprehensive training whenever we purchase new equipment," Sledge noted. "This training has been invaluable, allowing our operators to perform

basic troubleshooting and maintenance, which reduces our dependency on external service calls and minimizes downtime."

## Continued growth

Looking to the future, Parker Towing is focused on growth and innovation.

"We've grown tremendously in the last five years, and we're proud of our new terminal in Nashville," commented Lacey. "It's a significant addition to our operations, and we're excited about the opportunities it brings. Our customer-centric approach has helped us grow, and we aim to build long-term partnerships that benefit both us and our clients."

As Parker Towing continues to navigate the waterways of the southeastern United States, its focus remains on efficiency, reliability and customer satisfaction. With a strong foundation and a clear vision for the future, the company is poised for continued success in the marine logistics industry. ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

Removing large quantities of sand from any point of a barge is no problem for the operator of the Sennebogen 870 E hybrid material handler.

► VIDEO







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# TEC expands product line

## Tractor & Equipment Company partners with Superior Industries to offer enhanced crushing, screening and conveying solutions

**T**ractor & Equipment Company has announced its latest venture: partnering with Superior Industries. With this addition, TEC broadens its portfolio to include fixed crushing, screening and conveying equipment, offering customers enhanced service in their aggregate operations.

According to Ben Osborn, Director of Superior Products at TEC, the decision to partner with Superior Industries stems from a need to fill a gap in TEC's offerings.

"We're a full WIRTGEN dealer, so we've always had mobile and portable crushing solutions with KLEEMANN products, but we've never had a stationary solution for crushing and conveying," Osborn explained. "Superior has an incredible reputation and legacy in the industry. They were the perfect fit for us."

The equipment Superior Industries provides is primarily designed for long-term, high-capacity use in large aggregate operations.

"While they do have some portable options, Superior is known for their stationary crushing, screening and conveying equipment," noted Osborn. "This allows us to service our existing customers in ways we couldn't before. Many of our customers already use this kind of equipment, so the partnership just made sense."

### Superior support

TEC is recognized as a relationship-driven company, and this new partnership underscores its commitment to its customers.

"We're not a transactional-based company," emphasized Osborn. "We have longstanding relationships with a variety of companies across the industry. This partnership allows us to extend that same level of support to their stationary equipment needs."

The local presence and support TEC is known for will also apply to Superior products. With over 20 branches in its territory, TEC is well positioned to provide quick and reliable service to customers.

"Local support is everything for us," stated Osborn. "We've always believed in being close to our customers, which is why we've made such a push to have so many branches throughout our footprint. We can't be hours away when our customers need us — we want to be right there in the dirt with them."

TEC's addition of Superior Industries products also opens doors to new customers who may not have previously worked with TEC.

"We've had great relationships with large aggregate producers, but now we're looking to connect with customers who maybe don't run as much mobile equipment," commented Osborn. "We're trying to get the word out that TEC is the new dealer for Superior, and we have inventory on the ground ready to go. We want customers to know that when they think of fixed equipment, TEC should pop to mind." ■



**Ben Osborn,**  
Director of  
Superior Products,  
TEC



TEC now offers Superior Industries products.





## An easy, affordable way to bridge the technology gap

Smart Construction 3D Machine Guidance equips legacy machines with 3D guidance and payload monitoring — tools to drive accuracy and efficiency at your job site.

Learn more about this exciting new solution at [komatsu.com/en/technology/smart-construction/3d-machine-guidance/](https://komatsu.com/en/technology/smart-construction/3d-machine-guidance/)



Scan to  
learn more



# KOMATSU



**Smart Construction**  
**3D Machine Guidance**



# Bring 3D to conventional excavators

## Drive productivity by giving operators high-precision data with Komatsu's Smart Construction 3D Machine Guidance

**A**re you looking for an easy way to improve your conventional excavator's grading performance? Access to 3D advantages offered by Komatsu's Smart Construction 3D Machine Guidance can help by quickly providing operators with the latest design data, effectively measuring payload volume and load counts as well as monitoring production from the office.

Smart Construction 3D Machine Guidance is an entry-level technology solution that brings 3D to conventional excavators, giving operators in the field and managers in the office access to 3D design and topography data that help drive accuracy and promote optimized operations. Using a global navigation satellite system, a machine can determine where it is on the job site and what the target grade is as well as eliminate the need to set up a laser or bench every time the machine moves.

"3D Machine Guidance is an indicate-only system that plays nicely between a standard excavator and Komatsu's Intelligent Machine Control excavators with factory integrated semi-automatic grade control," explained David Yim, Solutions Manager for 3D Machine Guidance with Komatsu's Smart Construction team. "A major benefit of 3D Machine Guidance is that the operator can dig only what's needed, so there's no wasted production and reduced material handling. That allows the operator to be more efficient, saving time and money in the operation."

### 3DMG Basic, Steer To Indicator

Yim noted that Smart Construction 3D Machine Guidance — formerly Smart Construction Retrofit — has new features such as 3DMG Basic that will eliminate the need for a project file.

"After a project has been localized, an operator can touch the bucket to the ground to create a flat plane surface directly from where the cutting edge is," said Yim. "They can also touch point A then point B and create a sloping surface. Another new feature is the Steer To Indicator that offers horizontal guidance along with vertical guidance. That's a powerful tool for those working in utility applications."

Smart Construction 3D Machine Guidance helps lower the costs of bringing technology into your operations with compact and modular kits that fit most sizes of Komatsu excavator models, including the HB365LC-3 hybrid excavator.

"It is now available as a factory-installed option on new machines or as an add-on through your Komatsu distributor," Yim indicated. "3D Machine Guidance can also be installed and used on many OEM brands of excavators. We encourage anyone who's looking for a system that will improve the production and efficiency of their conventional excavators to contact their distributor about adding 3D Machine Guidance." ■



Watch the video



Komatsu's Smart Construction 3D Machine Guidance is an entry-level technology solution that brings 3D to conventional excavators, giving operators in the field and managers in the office access to 3D design and topography data that help drive accuracy and promote optimized operations.

► VIDEO





# From tight quarters to open spaces

## Komatsu compact excavators deliver high production in a wide range of applications



Watch the video

To get high production in confined spaces, you need the right equipment that lets you dig without worrying about hitting structures or obstructions. Komatsu’s compact hydraulic excavators offer the design and engineering to get the job done, according to Komatsu Business Development Manager Taimoor Khan.

“Our compact excavators are sized right for work in close quarters whether it’s next to a house or a building, in a lane of traffic, or near trees or other sensitive environmental elements,” said Khan. “They are built to the same engineering durability requirements as our larger construction and mining excavators. They are quick and reliable, and all come with rubber tracks that reduce ground impact and marring of paved surfaces.”

Four models are available, ranging from the 24.4-horsepower PC30MR-5 to the 38-horsepower PC55MR-5. All can be equipped with buckets for digging or a variety of attachments for use in demolition, landscaping and other applications. All are available with open or closed cabs.

“Which one best fits your operations depends on how you plan to use it,” stated Khan. “All are equipped with the hydraulic lines to easily switch attachments or run a thumb. That gives customers versatility with the ability to do several jobs with one machine.”

In addition to tight quarters, Komatsu’s compact excavators can be used for production in open spaces.

“We see a lot of customers use these machines on larger construction sites where you may not need the power and footprint of larger excavators such as shallow utility digs,” said Khan. “With proper ventilation, you can also use them for indoor applications. There is a wide range of uses beyond just utilizing them for tight spots.”

### Add 3D Machine Guidance

Adding Komatsu’s Smart Construction 3D Machine Guidance can further increase productivity and efficiency. The add-on kit is an indicate-only system that brings 3D to most conventional Komatsu excavators, giving operators 3D design and topography data that help drive accuracy and promote optimized operations.

“3D Machine Guidance adds further value to these high-quality, dependable compact excavators,” noted Khan. “If you are looking for production in a utility-sized machine, these make a great addition to your fleet and are backed by a two-year or 2,000-hour warranty.” ■

Quick Specs			
Model	Horsepower	Operating Weight	Bucket Capacity
PC30MR-5	24.4 HP	6,812-7,143 lbs.	0.07-0.21 yds <sup>3</sup>
PC35MR-5	24.4 HP	8,201-8,532 lbs.	0.07-0.24 yds <sup>3</sup>
PC45MR-5	38 HP	10,737-11,001 lbs.	0.07-0.21 yds <sup>3</sup>
PC55MR-5	38 HP	11,354-11,618 lbs.	0.07-0.24 yds <sup>3</sup>

Komatsu’s compact hydraulic excavators work in a variety of applications, especially on job sites with limited space.



▶ VIDEO





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# Tax-advantaged machinery purchases

**Bonus depreciation drops to 60%; machinery must be purchased and placed into service by midnight Dec. 31**

**T**his year, bonus depreciation dropped to 60% under the Tax Cuts and Jobs Act of 2017. Bonus depreciation is available for both new and used equipment bought and placed into service by the end of the year. Eligible qualified property includes depreciable assets that typically use the Modified Accelerated Cost Recovery System (MACRS) with a recovery period of 20 years.

Bonus depreciation is meant to encourage businesses to invest in new equipment and machinery by providing them a tax incentive to do so. With the percentage of bonus depreciation dropping, now may be a good time to consider making a purchase.

## Higher amounts for Section 179

An additional advantage of bonus depreciation is that it has no limit on the amount. It can

be used in conjunction with Section 179 expensing, another tax savings vehicle, that does have a cap.

The Section 179 deduction limit was raised to \$1,220,000 for 2024, an increase of \$60,000 compared to 2023. After that amount, the expensing percentage begins to reduce. The total equipment purchase limit for this year is \$3,050,000, up from \$2.89 million last year.

Bonus depreciation, which is generally taken after the Section 179 spending cap is reached, will continue to phase down from 60% in 2024 to 40% in 2025, 20% in 2026 and 0% in 2027. ■

*Editor's Note: This article is for informational purposes only. To learn more about how to take advantage of these tax savings, contact your tax adviser or equipment dealer for more information.*

**You can take 60% bonus depreciation on eligible new and used equipment purchased and placed into service by midnight on Dec. 31.**





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# New solutions on display

**World of Asphalt and AGG1 Aggregates Academy & Expo attendees see the latest in equipment and technology to maximize their operations**

**W**orld of Asphalt and AGG1 Aggregates Academy & Expo set a new attendance record with more than 15,800 industry professionals convening in Nashville for the 2024 event, a 38% increase compared to the previous 2022 record of 11,400. Attendees could see more than 440 exhibitors, including Komatsu, which displayed an HM400-5 articulated haul truck, a WA475-10 wheel loader and an HB365LC-3 hybrid excavator.

"Komatsu is deeply committed to our aggregate customers, and these products help increase productivity and return on investment," stated Nathaniel Waldschmidt, Product Manager, Excavators, Komatsu. "They are highly productive on mass production job sites and aggregate quarries where efficiency is key."

Komatsu's 473-horsepower HM400-5 has a 44.1-ton capacity, exceptional maneuverability and a smooth ride over rough terrain. The articulated haul truck features the Komatsu Traction Control System (KTCS), which provides excellent performance in soft and slippery ground conditions without sacrificing steering performance. It also features the

K-ATOMiCS transmission, which is fully automatic with an advanced electronic system to reduce shift shock and torque cutoff.

Developed with customer input, the newly designed 290-horsepower WA475-10 has next-generation technology that helps improve productivity and lower fuel costs. Compared to the previous model, it's up to 30% more fuel efficient with 8% more breakout force and 20% more boom lift force. Boom positions are adjustable in the cab with the push of a button, and the bucket positioner can memorize three horizontal settings. The redesigned bucket has generous curves on the side wall to retain material better, and a wrap angle enhances pile penetration to make the bucket easy to fill.

"The HM400-5 and WA475-10 are proven production machines in the aggregate industry, and we believe the HB365LC-3 will be as well," commented Waldschmidt. "It's designed for operations with high swing utilization such as loading crushers."

An ultracapacitor captures energy, then charges and discharges it rapidly to power the HB365LC-3's electric swing motor.



Watch the video

Continued ...

World of Asphalt and AGG1 attendees check out various equipment solutions from Komatsu, including the HB365LC-3 hybrid excavator.

▶ VIDEO





# 'Our Smart Quarry team can help customers maximize efficiency'

... continued

When swinging, all available hydraulic power is sent to the boom, arm and bucket for improved cycle times and up to 15% increased production compared to the non-hybrid excavator design. The HB365LC-3 can save operations up to 20% in fuel costs compared to non-hybrid excavators.

## Smart Quarry solutions

Besides equipment, Komatsu highlighted its Smart Quarry solutions, which can assess quarry operations' needs and recommend the best fleet to help meet current and future production goals. Using expertise in digital solutions, Smart Quarry helps connect operations with the right tools to better understand, track and optimize mobile equipment, which can result in lower unit costs that help improve the bottom line.

"Our Smart Quarry team can help customers maximize efficiency by offering recommendations and options designed to maximize their productivity and meet their key performance indicators," said Salvador Davalos, Business Solutions Analyst, Smart Quarry, Komatsu.

Smart Quarry Study analyzes your job site to help determine the most efficient mobile fleet that will meet project targets. Custom detailed reports provide information about potential operational needs such as machine size, machine configuration and fleet size.

Smart Quarry Site is a total fleet management solution. Pre-shift inspections allow managers to identify any issues with the equipment. Remote job site monitoring provides a detailed view of the job site and each machine's performance. Fleet optimization and operator scorecards help engineers and managers make the most out of their equipment and personnel.

"Studies can be done on a job site and provide valuable information that gives a snapshot," explained Davalos. "It generally takes about a day. Our Smart Quarry Site solution is more comprehensive, with live data available over a longer period, and allows customers to track production numbers and make faster decisions on adjusting practices that improve production. Customers interested in either solution can contact their distributor to set up a Smart Quarry solution consultation." ■

Komatsu personnel provide information about equipment and Smart Quarry solutions during World of Asphalt and AGG1.





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# Specialty equipment showcased

## Komatsu's waste package machines draw attention during annual WasteExpo in Las Vegas

**M**ore than 13,500 participants flocked to the Las Vegas Convention Center for WasteExpo 2024.

Attendees could view equipment and technology from more than 500 exhibitors at North America's largest solid waste, recycling, organics and sustainability trade show.

Komatsu displayed its D65PX-18 WH, PC360LC-11 WH and WA475-10 WH waste package machines, which are specially designed to protect vital machine parts, improve protection from airborne debris and reduce wear on components.

"Komatsu has come a long way in improving our products in waste, and we're still constantly developing packages to get ultimate performance and production from our machines for heavy-duty waste applications," said Mario Muxo, Komatsu National Accounts Manager. "WasteExpo gives us the opportunity to show that and talk with customers about how we can help them be more productive."

For instance, the D65PX-18 WH dozer is a game-changer in landfill operations, particularly in trash management and cover. It features a comprehensive guarding system, including final drive seals, tanks and engine, to help protect the equipment from debris damage and contamination.

Other key features of the D65PX-18 WH include:

- A trash rack blade that provides operators with a wide range of vision and increased blade capacity for enhanced efficiency in moving piles

- An A/C condenser mounted to the roof that helps shield the dozer from debris
- Front and rear striker bars that are designed to prevent debris from riding up on the tracks and damaging the chassis, improving reliability and efficiency in waste management use

Often used for sorting materials, the PC360LC-11 WH excavator has operator cab guarding, severe duty revolving frame under covers and a chassis seal package. The PC360LC-11 WH also has a wide core cooling package with 4-millimeter fin spacing, compared to a standard excavator with 1.75-millimeter fin spacing, and a corrugated and perforated screen package.

The WA475-10 WH wheel loader comes standard with guarding on the:

- Front window and light
- Bucket cylinder
- Front and rear frame
- Axle seals
- Fuel tank
- Articulation point
- Boom cylinder hose

Additionally, the WA475-10 WH wheel loader has cooling screens that increase the effective open area for airflow while reducing debris reaching the coolers.

### Attendees enjoy meetings, equipment and technology

American Recycling Management LLC General Manager, Robert Buffolino, and Chief Financial Officer, Dominic Susino, stopped by the Komatsu booth to see the machinery. The New York-area company recycles cardboard, metals and organics, relying on several pieces of Komatsu equipment and Komatsu Care Plus from its local Komatsu distributor for service.

"We get value from attending WasteExpo and seeing all the machines," commented Buffolino. "Getting to meet people and create new friends and business associates is great. We have purchased quite a few Komatsu machines in the last three years, and it's helped our business tremendously with recycling. Komatsu makes great products."



Watch the video

Komatsu's D65PX-18 WH dozer is specifically designed for waste applications such as landfills.

► VIDEO







The Komatsu WA475-10 WH wheel loader features guarding on the bucket cylinder, front and rear frame, axle seals, fuel tank, articulation point and a boom cylinder hose.

According to Susino, American Recycling Management LLC has reduced its overall maintenance and operation costs with Komatsu Care Plus because its staff doesn't have to focus as much on maintaining equipment. Komatsu tracks the machines and takes care of regularly scheduled maintenance on time.

"It frees our people up to do other things," Susino noted. "As we roll out old equipment and replace it with new, we probably wouldn't buy anything that didn't have the Care Plus package."

Kamil Bak, Vice President of Accounting for Sims Municipal Recycling DBA Balcones Recycling, which operates material recovery facilities in New York City and other areas, attended WasteExpo to see new technology, such as software. He also came to talk about financing with lenders and manufacturers. The company runs several Komatsu loaders.

"This is my first time at WasteExpo, and it's definitely as big as advertised," said Bak. "It's exciting to see what everybody has to offer and meet and greet people. We have a preference for Komatsu because they're easier to maintain and troubleshoot in our opinion. We also believe that Komatsu's technology is better."

Environmentally Conscious Recycling of Portland, Ore., also runs several pieces of

Komatsu equipment, including loaders and excavators. Frank Gilbert, who manages operations and logistics for the company, attended WasteExpo for the second time.

"This year has been a little better, in my opinion, because I have a better understanding of the business, and I have learned a lot," stated Gilbert. "There is new technology that's brought progress and growth to the industry. We believe Komatsu is a leader. The equipment is dependable, and that's a huge thing for us."

### Returning in May 2025

Overall, Muxo said WasteExpo was a success: "It's been awesome; I believe there is probably double the foot traffic compared to the past couple of years. That means we get to introduce more attendees to our products and services and show them what we can do for them now and in the future with innovative solutions such as hybrid and electric machines that reduce the carbon footprint and increase sustainability."

WasteExpo is scheduled to return to the West Hall of the Las Vegas Convention Center from May 5-8, 2025. ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



# Remote resolutions

## Smart Construction Remote helps Burks Excavation Corporation of Idaho save time and reduce expenses when updating plans



Watch the video

**B**urks Excavation Corporation of Idaho recently finished one of several complex ski-related projects the company has done during its nearly 30 years in business. The approximately six-month job included developing an 1,800-foot-long ski run that sloped from 28 to 35 degrees, lift enhancements, and new snowmaking areas.

To complete the project, Burks Excavation Corporation of Idaho used Komatsu Intelligent Machine Control (IMC) equipment with factory-integrated GPS machine control. General Manager Cody Allison created the project's design files that were uploaded to the machines, base stations and rovers.

Allison said projects like the ski resort are why Burks Excavation Corporation of Idaho added Komatsu's Smart Construction Remote, which allows users to send design file updates directly to targeted machines remotely from the company's offices. Files can also be sent from a smartphone. Smart Construction Remote allows users to remotely assist operators as well.

"It would have taken several hours to drive to the resort and back to do an update,"

said Allison. "With Remote, it can be done in a matter of minutes, so we are saving time and the costs that go along with driving to the job site. The update is done automatically, so the operator doesn't have to stop. Another great feature is that if there is an issue or the operator has a question, we can remotely access the screen in the machine, see exactly what they do in real time, and quickly resolve whatever it is without them having to wait for someone to come out to the site."

### Well worth it

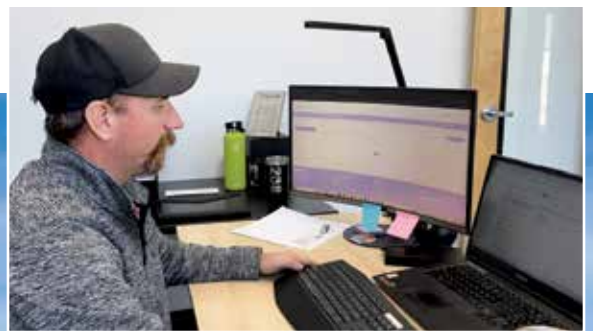
Allison estimated that Burks Excavation Corporation of Idaho uses Smart Construction Remote two to three times per week to send files and collaborate with operators.

"If you add up the time and expenses we save by using Remote, it's significant," said Allison. "It's relatively inexpensive. Basically, if you use it one time, it pays for itself. It's well worth the investment." ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

Burks Excavation Corporation of Idaho General Manager Cody Allison uses Komatsu's Smart Construction Remote to send plan updates to the company's Komatsu Intelligent Machine Control (IMC) equipment from his office.

► VIDEO





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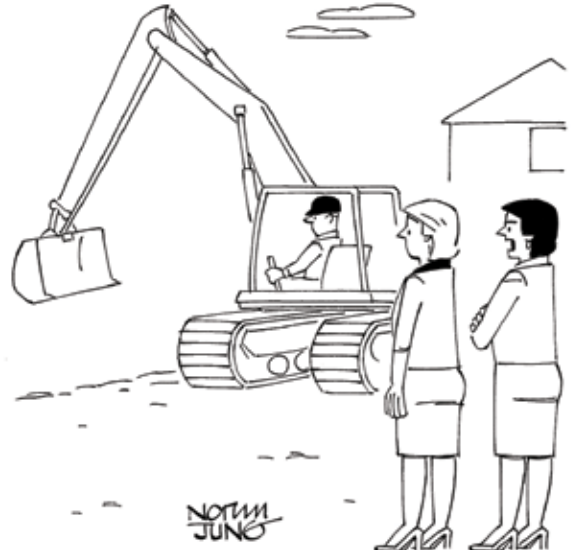




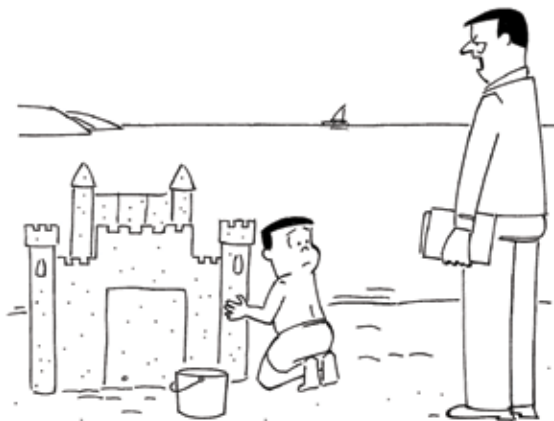
# On the light side



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## Did you know?

- The Newby–McMahon Building, commonly referred to as the World's Littlest Skyscraper, is in Wichita Falls, Texas. It is only 40 feet tall.
- Hummingbirds are the only birds that can fly backwards.
- A single day on Venus is approximately 243 Earth days long.
- Dolly Parton wrote the legendary songs "Jolene" and "I Will Always Love You" on the same day.
- The U.S. National Highway System contains 6 billion tons of steel.
- Lemons float, but limes sink.
- The period from June through August in 2021 was the hottest on record in the United States, exceeding even the Dust Bowl summer of 1936.
- The Japanese word *kuchisabishii* is the act of eating when you're not hungry because your mouth is lonely.
- The Ancient Romans used to drop a piece of toast into their wine for good health, which is why we "raise a toast."
- The actors who voiced Mickey and Minnie Mouse got married in real life.

## Brain Teasers

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

1. NLPA \_\_\_\_\_

2. TACS \_\_\_\_\_

3. UTC \_\_\_\_\_

4. PELSO \_\_\_\_\_

5. TOMEER \_\_\_\_\_



See the answers



## Ideal for chipsealing

### HAMM's new HP 100i pneumatic-tire roller delivers homogenous compaction with greater efficiency

**D**esigned especially for the North American market, HAMM has developed the HP 100i articulated pneumatic-tire roller primarily for the chipseal process. With five wheels on the front axle and four wheels on the rear axle, the working width is 67.9 inches, and the generous overlapping of the tire tracks ensures homogenous compaction.

To match the application, the HP 100i is offered with 6-ton, 8-ton and 10-ton operating weights. The ballast kits for adjusting the weight are designed in such a way that individual modules can be attached or detached as required. The 185-gallon-capacity water tank can be used for the ballasting. As an option, the roller can be equipped with a water-sprinkling system as well as scrapers for the tires, thermal aprons, and the HAMM Temperature Meter.

The working speed of the roller can be steplessly increased up to 11.8 miles per hour, while an intelligent travel control system supports smooth and precise reversing behind the paver. Anti-slip control (ASC) is also available as an option for improved traction on rough terrain. The steering provides an extra layer of safety. Thanks to a steering angle sensor and the associated speed control depending on the steering angle, the speed is automatically reduced during fast cornering. The operator can conveniently

return to the preset speed at any time via a rocker switch on the driving lever.

The HAMMTRONIC machine control system also guarantees energy efficiency in the on-board load management. It reduces the engine speeds in such a way that maximum power is always called up while fuel consumption remains low. The optionally available engine stop system, which automatically shuts down the engine during prolonged inactivity, also ensures low fuel consumption and low operating hours.

HAMM offers the pneumatic-tire roller with an open operator's platform, including ROPS, with a protective roof or with a ROPS cab. Many storage options are available in both, and depending on the configuration, cup holders, heating and an air-conditioning system are standard equipment or available as an option.

Seat height and the degree of hardness of the suspension — as well as seat tilt and the tilt and height of the armrests — can be adjusted as standard. For optimum visibility, the seat operating unit can be rotated 90 degrees to the left and right. Several optional features are also available, including a lighting package. ■

#### Quick Specs

**Model**  
HP 100i

**Operating Weight  
(With Cab)**  
12,987 lbs.

**Horsepower**  
75.3 HP

**Working Width**  
67.9 in.

**HAMM's new HP 100i pneumatic-tire asphalt roller has five wheels on the front and four in the rear, and the generous overlapping of the tire tracks ensures homogenous compaction. Designed especially for the North American market, the roller is ideal for chipsealing.**







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# Komatsu acquires iVolve

## Komatsu expands fleet management offerings with acquisition of technology company

**T**o increase its fleet management offerings for customers, Komatsu acquired iVolve Holdings Pty Ltd., an Australian-based technology company that provides fleet management solutions for small to mid-tier quarry, mining and construction operations.

The acquisition bolsters Komatsu's existing suite of fleet management technology offerings, which include Smart Construction for construction, Modular for mining, and Smart Quarry for aggregate applications. Komatsu previously partnered with iVolve on Komatsu's Smart Quarry Site.

"The team at iVolve have been great collaborators, and this acquisition offers exciting potential to further our global work together," said Mike Gidaspow, Vice President, Products, Service & Solutions for Komatsu North America. "For quarry customers in particular, we believe iVolve's offerings and experience will be a great addition to Komatsu's suite of technology."

### Improve safety, productivity

Komatsu plans to globally deploy iVolve's fleet management system to further contribute to improving safety and productivity at customers' workplaces. So far, iVolve has achieved optimal operation management at customer sites in Australia and North America.

"We have enjoyed a long working relationship with Komatsu and believe this agreement aligns with our goals and vision, and importantly, the resources of Komatsu will help us achieve our growth goals," said Kim Parascos, CEO and co-founder of iVolve. "As a Komatsu brand, we aim to widen our market presence, elevate our product line, and preserve flexibility for our customers. Our existing customers will also benefit from this new alignment, as we leverage the expertise, commitment and reach of Komatsu to improve our offering."

While furthering development of its products and solutions, iVolve will continue to provide its services as an independent group company. ■

**Komatsu's acquisition of iVolve, a technology company that provides fleet management solutions, expands Komatsu's existing suite of offerings such as Smart Construction and Smart Quarry. Komatsu plans to globally deploy iVolve's fleet management system to further contribute to improving safety and productivity.**







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