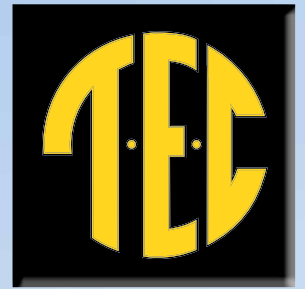


Winter 2026



# Tractor Times



**KOMATSU**

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Intelligent machine control **3.0**



Chad Stracener

Positive  
impact



Dear Valued Customer:

It is a pleasure to partner with Komatsu — a proud member of the United States manufacturing community — and be able to provide you with innovative, high-quality equipment. While Komatsu is a global brand, it has an extensive presence in North America, with several manufacturing operations across the U.S., including Tennessee and Kentucky. In this issue, you can delve into Komatsu's rich history, and discover how its core values help the company leave a positive impact on the industry and beyond.

We were happy to see many of you in attendance at Komatsu's Spring Demo Days 2025. The event gave customers a firsthand look at Komatsu's new solutions and the opportunity to operate various machines, such as intelligent machine control (IMC) dozers and excavators. Talk with your local representative if you are interested in participating in the next Demo Days. We look forward to seeing you there!

This issue also highlights Komatsu's Parallel Link Undercarriage System (PLUS), which is engineered with the goal of distributing wear evenly, simplifying maintenance and delivering long-term durability where it counts most. Check out the article to learn all about its performance-focused design.

If you are planning a rebuild on your large equipment and want to reduce your overall total cost of ownership, try Komatsu's Firm Future Order (FFO) program. It is a proactive approach to rebuilding that guarantees parts availability without expedited or air freight costs.

To help drive customer and team member engagement and collaboration, you can read about relational leadership, which is a management strategy that aims to build genuine, trust-based relationships. Business relationship expert Ed Wallace explains how emphasizing a relationship-first mindset can help build a lasting legacy.

Additionally, there are other valuable articles I think you will enjoy, from customer success stories to product showcases.

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,

Chad Stracener  
Chairman/CEO



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# Built on strong foundations

## Third-generation contractor carries forward a family legacy while driving rapid growth through technology investments in northeast Georgia



Dwayne Bray,  
Managing Member

**B**ray Siteworks LLC has deep roots in northeast Georgia. Founded by Managing Member Dwayne Bray in 2021, the company builds on three generations of family legacy in grading and utility work.

"I grew up in Winterville, Georgia, and I'm a third generation in this business," shared Bray. "My grandfather started a paving and grading company in the late 1960s called Hicks Paving, and my dad worked with him for decades. I knew from the time I was 8 years old and running a backhoe that this was what I wanted to do."

His family's history in the industry is a point of pride for Bray, who recalls his grandfather's emphasis on quality work and his father's mechanical skills. Those lessons

in accountability and craftsmanship shaped his approach when launching his own company.

"My grandfather always believed in keeping things small and manageable, and he was not a fan of debt," explained Bray. "He would buy old equipment and fix it himself, but I'm not mechanically inclined, so I had to take a different approach. What I learned from him, though, was that downtime kills a company, and avoiding it is critical to success."

Today, Bray Siteworks completes residential, commercial and institutional projects across the region, offering full turnkey services from clearing to final grade.

---

***"We pride ourselves on being flexible enough to handle projects as small as \$30,000 repairs or as large as multimillion-dollar subdivisions."***

*- Dwayne Bray,  
Managing Member,  
Bray Siteworks*

---

"We pride ourselves on being flexible enough to handle projects as small as \$30,000 repairs or as large as multimillion-dollar subdivisions," Bray noted. "One of our anchors has been a three-phase subdivision for D.R. Horton that totaled about \$12 million over three years. That project really helped us establish a foundation for growth."

The company has grown rapidly in four years, from two employees to about 45 field workers, along with several people in the office, including estimators, an operations manager and a controller.

"I still have the first five or six employees I hired when I started the business, and that's a blessing," Bray said. "They are knowledgeable and really care about what they do. They take pride in keeping a clean jobsite, doing it right the first time and maintaining equipment. Our success comes from their dedication more than anything I've done."

Employee care is central to the company's culture. Bray emphasizes promoting from within and providing full health benefits, retirement matching and profit sharing.

"These guys bust their tails every day in a tough, dangerous industry," declared Bray. "We pay

### Customer snapshot

**Company:** Bray Siteworks LLC

**Location:** Bogart, Georgia

**Employees:** Approximately 50

**Established:** 2021

**Area of expertise:** Turnkey sitework for residential, commercial and institutional projects

**Komatsu equipment:** PC290LCi-11 and PC360LCi-11 IMC excavators; D39PXi-24 and D61PXi-24 IMC dozers; PC240LC excavator

**Komatsu technology:** intelligent machine control (IMC); Komtrax

To push material to grade, Bray Siteworks relies on equipment like the Komatsu D61PXi-24 intelligent machine control (IMC) dozer.





▶ VIDEO

An operator lays stone for a utility installation using a Komatsu PC290LCi-11 IMC excavator.

a livable wage and make sure everyone has opportunities for growth. It's not about me making money — it's about reinvesting back into the company and into our people."

### IMC-driven precision

As part of that reinvestment, equipment has been a major focus. Bray transitioned from older used machines to new models from Tractor & Equipment Company to help reduce downtime and improve productivity.

---

***"The Komatsu IMC machines have completely changed the way we work. With a PC360LCi-11, we cut the need for an extra dozer on-site because the excavator can grade to final grade."***

*- Dwayne Bray,  
Managing Member,  
Bray Siteworks*

---

"I knew we had to partner with a strong manufacturer and dealer," Bray explained. "At first, I went with one dealership because they had aggressive rates, but over time, we connected with TEC and Komatsu. The equipment reliability and the service from TEC have been game changers for us."

Bray Siteworks now owns several pieces of Komatsu intelligent machine control (IMC) equipment, such as PC290LCi-11 and

PC360LCi-11 excavators as well as D39PXi-24 and D61PXi-24 dozers. The company also has a standard Komatsu PC240LC excavator and HAMM rollers purchased through TEC.

"The Komatsu IMC machines have completely changed the way we work," commented Bray. "With a PC360LCi-11, we cut the need for an extra dozer on-site because the excavator can grade to final grade. It saves us time, reduces waste and makes projects more profitable."

The GPS integration on Komatsu IMC machines has been especially valuable for utility projects. Crews can set precise grades for pipes, pads and drainage systems with little to no reliance on manual checks.

"We used a PC360LCi-11 to dig a French drain at a perfect 4% grade, and we finished in four days what would normally take a week and a half," Bray described. "The accuracy is incredible and eliminates the need for constant pipe lasers and ditch checks. That level of precision gives both us and our clients confidence."

Bray credits TEC's rental purchase option (RPO) program with making it possible to build the fleet strategically.

"Most contractors don't have a million dollars sitting around for a tractor," said Bray. "The RPO program lets us try equipment and see how it fits our needs before converting it to a purchase."



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

*Continued...*

# 'The support from TEC in the field has been incredible'

... continued

## Partnership beyond sales

Support from TEC has been a key part of Bray's decision to continue buying Komatsu equipment. From field mechanics to sales representatives, the relationship feels more like a partnership than a transaction.

"John Malcom, our sales rep, has been incredible," Bray emphasized. "He's upfront about equipment life cycles, advises us on when to trade or hold, and makes sure we're getting the most value. The support from TEC in the field has been incredible too. They have true fleet mechanics who are

experts in their field. They can diagnose the issue and know how to fix it."

That dealer support translates into less downtime and smoother operations. TEC's ability to stock parts locally also helps ensure Bray Siteworks can stay productive.

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***"John Malcom, our sales rep, has been incredible. He's upfront about equipment life cycles, advises us on when to trade or hold, and makes sure we're getting the most value."***

*- Dwayne Bray,  
Managing Member,  
Bray Siteworks*

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## By the numbers

- **\$12 million** subdivision was recently finished
- **4 days** was all it took to complete a French drain installation with a Komatsu PC360LCi-11 IMC excavator, compared to a week and a half with standard equipment



(L-R) Dwayne Bray works closely with TEC's John Malcom and Richard Shore to identify new equipment and support machines already in Bray Siteworks' fleet.

An operator grades a new road with a Komatsu D61PXi-24 IMC dozer.



"I've had other dealers where a part could take a week, but TEC usually has it the next day," stated Bray. "They understand how critical it is for us to keep machines running. That reliability is the reason we've continued to grow with them."

Technology also plays a role in how Bray manages the business. Komatsu's Komtrax telematics system gives the office real-time data on machine hours, idle time and service intervals.

"The information we get back monthly helps us understand our costs down to the yard of dirt moved or the pipe laid," acknowledged Bray. "That data allows us to improve efficiency and provide profit sharing to employees. It makes us a better company across the board."

## Controlled growth

Looking forward, Bray plans to maintain growth but at a more controlled pace, focusing on strengthening internal systems and promoting employees from within.

"We've had rapid growth, and now it's about sustainable growth," remarked Bray. "We want to keep investing in our people, keep building relationships with developers and general contractors, and continue to grow with Komatsu and TEC. At the end of the day, it's about doing quality work we can all be proud of."

For Bray, the legacy of his grandfather and father continues to guide him, but the future is built on the strength of his people and partnerships. With Komatsu equipment and TEC support, Bray Siteworks is positioning itself for steady, long-term success in northeast Georgia. ■

*\*The opinions expressed here are based on the customer's specific experience. Results may vary.*



**Intelligent  
machine control | 3.0**

## **SMART CONSTRUCTION**

**Intelligent machine control (IMC) technology improves construction efficiency by reducing manual staking, surveying, and final inspection. By using 3D design data, operators can accurately work from rough excavation to finish grade while minimizing over-excavation. Komatsu's sensor package—including stroke-sensing cylinders, an IMU sensor, and GNSS antennas—monitors machine position in real time.**



**TEC1943.COM**

# A legacy that lasts

After 62 years of marriage, the Jordans still enjoy being in business together and continue to work at their Alabama-based landfill and roll-off operation

**D**avid Jordan didn't plan to enter the roll-off or landfill business. He and his wife, Amanda, were farmers, raising cattle and growing soybeans across thousands of acres in central Alabama, but in the 1970s, economic pressures and shifting markets pushed them to the brink.

"We went broke soybean farming," remembered David. "I told Amanda we could either double up and try to catch up, or we could do something different. That's when I knew we had to make a change."

With nothing to lose, the Jordans took a chance on something entirely new: starting a roll-off container business in Montgomery at a time when local contractors had few reliable service options.

"Everybody told me there was no way I'd survive, but I saw a need," David said. "We promised contractors that if they called from inside the city limits, we'd have that container picked up, serviced and returned within three hours — or it wouldn't cost them a nickel."

That simple commitment helped build David Jordan & Company Inc. from the ground up. The business earned a reputation for fast service and soon expanded into demolition, taking on structural takedowns and hauling debris across the region.

As the company grew, so did its reliance on outside landfills — and the Jordans quickly saw the limitations.

"We were hauling to other landfills and kept running into delays and costs we couldn't control," explained David. "I told Amanda, if we're going to keep doing this kind of work, we need to have our own site. That way we can manage our own schedule and serve our customers better."

That decision launched a years-long journey. The permitting process was grueling and filled with setbacks, but David and Amanda never gave up.

"Everybody told us we'd never get a landfill approved, but we kept going," Amanda recalled. "On Christmas Eve, we got the call from ADEM, Alabama Department of Environmental Management, that we had the permit."

David added, "It was the best Christmas gift we ever received."

That moment marked the beginning of Circle J Landfill Inc., which now serves a 75- to 80-mile radius around Montgomery and is permitted to receive material from 17 counties.

While the Jordans no longer manage large-scale demolition jobs, David Jordan &

## Customer snapshot

**Companies:** David Jordan & Company Inc. | Circle J Landfill Inc.

**Location:** Montgomery, Alabama

**Employees:** 15-20

**Established:** 1970s | 1995

**Areas of expertise:** Roll-off container service, demolition and landfill operations

**Komatsu equipment:** Excavators, including PC300LC and PC490LC models; dozers, including D61PX models; mobile crusher

David and Amanda Jordan are the founders of David Jordan & Company Inc. and Circle J Landfill Inc.



David Jordan still operates some of his old equipment, like a Komatsu D5 dozer that's nearly 50 years old.





▶ VIDEO

An operator compacts and piles landfill material with a new Komatsu D61PX dozer from TEC.

Company still runs smaller construction and hauling projects through its roll-off division, which includes four trucks and around 500 containers across the region, and Circle J Landfill remains a core business.

***"We're a small outfit, but we've stayed steady by being fair and honest."***

*- David Jordan,  
Founder,  
David Jordan & Company Inc.  
and Circle J Landfill Inc.*

"Back then, we had 10 or 12 roll-off trucks," David noted. "Now, we run a smaller fleet, but we've got great customers — some who've been with us for 25 years."

Both companies remain family-owned, with Amanda as the owner of David Jordan & Company, and the Jordans' daughter helps run the office. David owns and oversees Circle J Landfill alongside a handful of employees.

"We're a small outfit, but we've stayed steady by being fair and honest," commented David. "We treat people right, and they stick with us."

Together, David and Amanda have formed more than a business — they've created a legacy rooted in resilience and hard work.

"We've been married 62 years and in business together for nearly as long," reflected Amanda. "I worked for the phone company when we first got married, but after a few years, I left that job so we could build the business together. I ran



Circle J Landfill recycles concrete with what is likely one of the only Komatsu mobile crushers that is still in use in North America.

the office and David ran the field — and that's how we've always done it."

**Lifetime partnership with TEC**

The Jordans credit much of their early success to Tractor & Equipment Company's willingness to believe in their business, which was built on trust and service. Those values mirrored the way TEC treated them — especially in the early years when financing was hard to come by.

"I'll never forget when Gerald Carroll at TEC ordered parts for me even though I didn't have money at the time," remarked David. "He said, 'When you get paid on the job, bring me the check, and we'll write up the ticket.' That's how they operate, and they still show that level of trust with our business."



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

Continued...

# 'That kind of support is rare'

... continued

## By the numbers

- **62** years of marriage have shaped David and Amanda's enduring partnership in life and business
- **3** hours was the promised turnaround time for roll-off containers during the company's early days — setting a standard that built customer trust
- **75-** to **80-** mile working radius around Montgomery with Circle J Landfill permitted to receive material from **17** counties
- **4** trucks and around **500** containers are in use for David Jordan & Company's roll-off operation



David Jordan (center right) works with TEC Used Parts Manager Brad Hubbard (left), TEC Service Manager Steven Blake (center left) and TEC Branch Manager Andrew Huggins (right).

A Circle J Landfill operator uses a Komatsu PC300LC excavator to load material into the bed of a truck.



Over the years, David Jordan & Company and Circle J Landfill transitioned to Komatsu machines through TEC. Today, they run a fleet that includes all Komatsu excavators — primarily PC300LC and PC490LC models — and three Komatsu D61PX dozers, as well as an assortment of other Komatsu machines. At the landfill, the dozers are used to pack and spread trash, a job many would assign to a landfill compactor.

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***"The dozers do it all — spreading, packing, building dikes and prepping new cells."***

*- David Jordan,  
Founder,  
David Jordan & Company Inc.  
and Circle J Landfill Inc.*

---

"I looked hard at compactors but decided against it," said David. "The dozers do it all — spreading, packing, building dikes and prepping new cells. They're more versatile for what we do."

The team also runs what is likely one of the only Komatsu-branded mobile crushers in North America for recycling concrete. Like much of David's equipment, the older machine is reliable and keeps more material out of the landfill to maximize reuse.

"We separate every load that comes in," David described. "If there's household garbage in it, we pull it and dispose of it properly. Our smaller machines help with that and keep the workflow moving."

David emphasized that TEC's support has been just as critical as the equipment itself. When machines go down, technicians respond quickly — often within just a few hours.

"I had a mini excavator down yesterday, and TEC had someone out that night to get it back up by morning," David declared. "That kind of support is rare. You can't make money with a machine that's dead in the yard."

## Never retiring

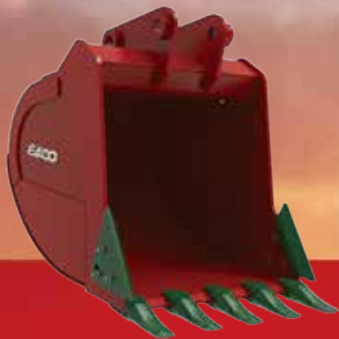
Looking to the future, the Jordans plan to continue working as long as they can. David, now 83, still shows up every day — albeit a bit slower than before.

"People ask me when I'm going to retire," David stated. "I tell them to show me where anyone retired in the Bible. They worked until the Lord called them home — and that's what I plan to do." ■

*\*The opinions expressed here are based on the customer's specific experience. Results may vary.*

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# Make an impact with your clients and employees

Learn about relational leadership and how it can help drive long-term success

**A**ccording to business relationship expert Ed Wallace, successful businesses with a solid track record often have one thing in common: they practice what Wallace terms “relational leadership” by emphasizing a relationship-first mindset with customers, employees and other stakeholders.

Relational leadership is more than a management strategy. It aims to build genuine, trust-based relationships, driving customer and team member engagement and collaboration. Unlike traditional leadership approaches that may only focus on authority or results, relational leadership is grounded in the principle of worthy intent — putting the other person’s needs ahead of your own, emphasizing authenticity, communication and mutual respect as core components of effective leadership.

---

***“With relational leadership, the beauty is that it can be anyone at a company, not just who we think of as the traditional leader, such as the owner or managers and supervisors.”***

— Ed Wallace,  
Business Relationship Expert,  
Managing Director of AchieveNEXT

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“With relational leadership, the beauty is that it can be anyone at a company, not just who we think of as the traditional leader, such as the owner or managers and supervisors,”

said Wallace, who is the managing director of AchieveNEXT, a No. 1 bestselling author and experienced keynote speaker with more than 400 leadership sessions on record. “Everyone who works for a company represents its brand, so everyone is a relational leader, from the first person someone sees when they walk into your office — often a receptionist — to the CEO. Every interaction builds a relationship, and relational leadership involves approaching each one with worthy intentions and putting the other person’s needs and goals ahead of your own. That builds trust and authenticity with your customers.”

## Five principles of relational leadership

Wallace emphasizes five key principles to relational leadership:

- 1. Display worthy intent:** “Ask yourself if an interaction made the person come away feeling like you have their best interest at heart, whether it’s an employee or a client,” said Wallace. “Ask questions and actively listen to the answers. Keep peeling back the onion until you fully understand what their needs are.”
- 2. Care about people’s goals, passions and struggles:** If you can locate what Wallace calls relational GPS — the business and personal goals, the causes or passions that people care deeply about, and their struggles — there is a great chance you will advance the relationship. Research indicates that 89% of the time, relationships carry the day in sales. The best indicator that you’re building a good relationship is that the other person shares their struggles in a way that they believe you can help them. This doesn’t happen quickly. It takes time. Remember, a relationship is an investment.
- 3. Make every interaction matter:** “Even if it’s a five-minute ‘drive-by,’ it’s important,” emphasized Wallace. “You can practice this anytime. Try ‘being in the moment’ with someone outside of your business such as a supermarket checker. Actively listen and ask questions. Then, when you have those business opportunities each day, you will focus on the other person’s needs and uncover valuable ways to help them.”
- 4. Value people before processes:** “It’s essential to put people first and treat them



Relational leadership emphasizes authenticity, communication and mutual respect as core components of effective leadership.



Relational leadership builds genuine, trust-based relationships, driving associate engagement and collaboration.

well," said Wallace. "Always keep in mind, 'Are we doing this to help, or are we doing things that hinder performance and our relationship? Are we making our employees' and customers' lives better, and are we making it easier for them to work with us?'"

##### 5. Connect performance to a purpose:

"There is an impact in everything you do," said Wallace. "If you keep that in mind and approach it as a positive impact, chances are the outcome will lead to performance and attract people who want to work with you both as clients and as fellow employees. One of the people I work with views the projects they are part of as their legacy, and that's a great way to look at them. Who doesn't want to leave a positive, lasting legacy?"

### What's your legacy and are you a trusted adviser?

During his leadership sessions, Wallace often uses the number 0.00000002 as an illustration to get attendees to understand their impact and legacy.

"That's how long you are on the Earth in relation to its age if you live to be 85," Wallace said. "It leads to asking yourself what I want to accomplish in that relatively short amount of time. The people who practice relational leadership can leave a lasting legacy because it comes back to making a positive impact. We all remember the people who have done that: teachers, coaches, bosses. Companies who

do that with customers can create long-term relationships that drive repeat business and referrals. And, you'll make a lot of true friends in the process."

Wallace is clear that long-term business relationships are not built overnight. He refers to his relational ladder, which is a process for prioritizing, measuring and advancing important business relationships that last. At the bottom are acquaintances who you are establishing common ground with as you display integrity and trust. The next rungs are professional peers who have come to trust you to use time purposefully and know you will help, which then leads to the top where clients see you as a respected advisor.

---

***"The people who practice relational leadership can leave a lasting legacy because it comes back to making a positive impact."***

*– Ed Wallace,  
Business Relationship Expert,  
Managing Director of AchieveNEXT*

---

"As you build a business, you will have varying numbers of relationships at each stage, both clients and employees," said Wallace. "Even the best companies will have relationships that don't work out for various reasons, but from my experience, the ones that have the most at the top have developed solid practices that apply the relational leadership principles and have become a trusted advisor as opposed to just another contractor." ■

# Educational event for customers

## Spring Demo Days 2025 gave attendees a firsthand look at Komatsu's new solutions and the opportunity to operate equipment

**K**omatsu's Customer Center in Cartersville, Ga., buzzed with energy during Spring Demo Days 2025, as contractors, fleet managers and heavy equipment operators from across North America gathered for three days of hands-on experiences, technology previews and one-on-one conversations with Komatsu specialists.

From intelligent machine control (IMC) 3.0 and other Smart Construction solutions like drone surveying tools, the event underscored Komatsu's commitment to innovation — and more importantly, to the companies and individuals across the construction industry who put that technology to work.

"Spring Demo Days 2025 showcased a range of our Komatsu and partner brands'

products — from our IMC 2.0 dozers and 3D Machine Guidance excavators to the WA485-11 and WA475-11 wheel loaders and Smart Quarry solutions," said Ethan Staples, Product Demonstration Specialist, Komatsu. "The highlight this week has been the new Komatsu PC220LCi-12 excavator. As the newest excavator that Komatsu has released, its redesigned cab, integrated technology and jobsite versatility make it a standout for construction companies across the board."

### Customer feedback

According to Staples, the event is structured to give customers value from the moment they arrive.

"Every day starts with a safety and product briefing in our theater, then we rotate attendees through stations — dozers, excavators, loaders, trucks and Smart Construction solutions," explained Staples. "We station Komatsu team members at each area to inform customers about each machine's capabilities and offer the customers an opportunity to get real answers to real questions from our experts."

That personal attention left an impression on Valentine Cortese, owner of AWS Landworks in New Jersey, who recently finished a project two months ahead of schedule thanks to his new Komatsu D71PXi IMC dozer.

"The machine's performance and the smart grade system really helped with efficiency, wear and tear, and gave us a finished product we were proud of," Cortese commented. "We're here today to look into the IMC excavators and drones. The drone presentation was very educational. Demo Days is a great tool for us owners to look at the new technology, future purchases and just the performance of the machines."

Brandon Wilson, the owner of Wilson Excavation in Utah, added, "This is my first time here, and I would absolutely recommend coming out to Komatsu Demo Days. Where else do you get to play in a big sandbox and try different machines that you can use on your jobsites and for your equipment? It's great."

Wilson also noted that his team already runs about 20 Komatsu machines, including several IMC dozers and excavators.



Watch the video



(L-R) TEC's Jay Wages, Russell Lands' Scott Peterson and Johnny Peterson, and Adams Construction & Assoc. Inc.'s Randall Adams and Tyler Fair catch up at Demo Days.

(L-R) Evergreen Siteworks' Jesse Perper and Ray Estes get an up close look at a Komatsu PC900LC excavator with TEC's Andy Huggins.





▶ VIDEO

Demo Days attendees test out Komatsu equipment, including a D61PXi intelligent machine control (IMC) 2.0 dozer.



Gray Excavating Inc.'s Todd Gray (left) and Kim Gray (center left) chat with TEC's Buddy Averett (right) and his wife, Heather Averett (center right).



(L-R) Gregory Construction's Josh Halverson, Doug Burress and Matt Patrick explore Demo Days with TEC's Zach Thomas.

"We love the IMC machines for their cost-effectiveness," emphasized Wilson. "You move the dirt once, put it in the right place the first time and track production accurately. That translates into stronger bids and better pricing for our clients."

**Technology solutions**

Attendees also received a firsthand look at the latest innovations in Smart Construction technology, including faster drone data processing tools, new scheduling and resource-tracking platforms, and cloud-based dashboards that enable contractors to manage assets in real time.

"Komatsu is ahead of the curve when it comes to technology," declared Luke Morgan, Project Manager and Smart Construction Technology Manager, Wilson Excavation. "We use their IMC



(L-R) Pruitt Excavation's Ian Underwood, TEC's Conner Bussman, Pruitt Excavation's Austin Pruitt and Rox Plus's Bransen Anderton check out Komatsu excavators.

*Continued ...*

# 'Komatsu is working hard to help them succeed'

... continued

machines on every type of project, and we've seen huge benefits and boosts in productivity. We're really grateful and excited to be here and have the opportunity to try out some new products, learn new things, and see how they can help us be more productive and do better work for the people in our community."

Chris Christiansen, Associate Vice President of Fleet at BHI, echoed the sentiment,

commenting, "We came to Demo Days to learn, test and get our teams' opinions on what's next. Komatsu's equipment performs well, and they've demonstrated excellent service over the years. That partnership matters to us."

## Until next time

Staples wrapped up the event with a note of gratitude.

"We really appreciate everyone taking time out of their busy schedules to come here," said Staples. "We want our customers to leave knowing they were heard, supported, and that Komatsu is working hard to help them succeed." ■



TEC's Andy Huggins (center) discusses Komatsu equipment with Scott Bridge Company's Len Riley (left) and Tim Walters (right).



(L-R) The Case Company's Grant Crossland, TEC's Hunter Middleton and The Case Company's Jonathan Prosser look at the machines on display.



(L-R) Estess Utility Services' Jordan Estess, TEC's Bill Murphree and Jon Lake, and Estess Utility Services' Jason Ahlquist walk around Demo Days.

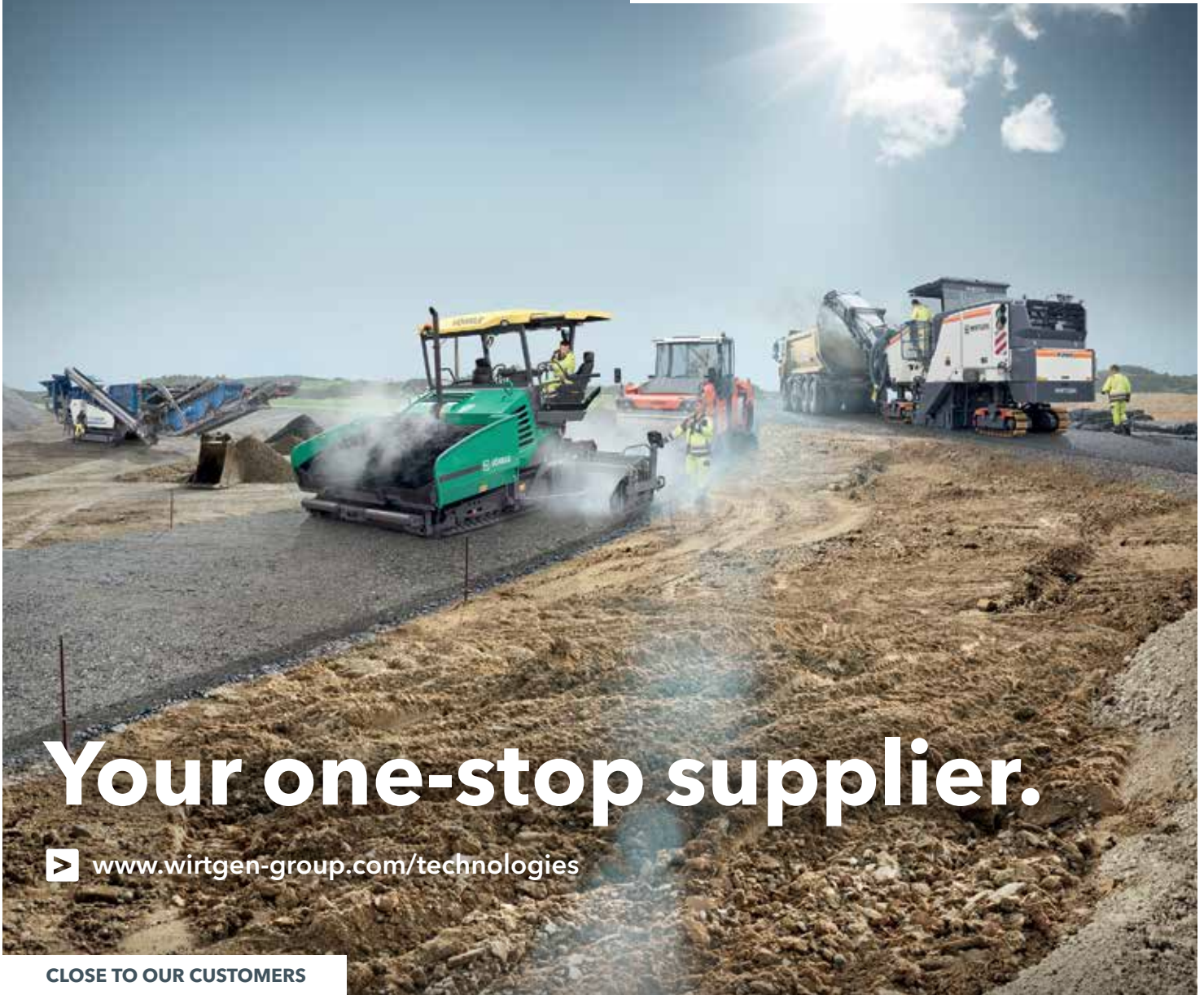
(L-R) Mid-South Builders' Daniel Braswell, Cord Weaver and Ben Weaver meet up with TEC's Greg Carroll.



TEC's Charlie Pettit (right) informs Hicks Hauling and Grading's Lee Hicks about the Komatsu equipment at Demo Days.



Atlas Demolition's Dave Savignano (left) talks with TEC's Jason Smith at Demo Days.



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DECATUR	TUSCALOOSA
HUNTSVILLE	

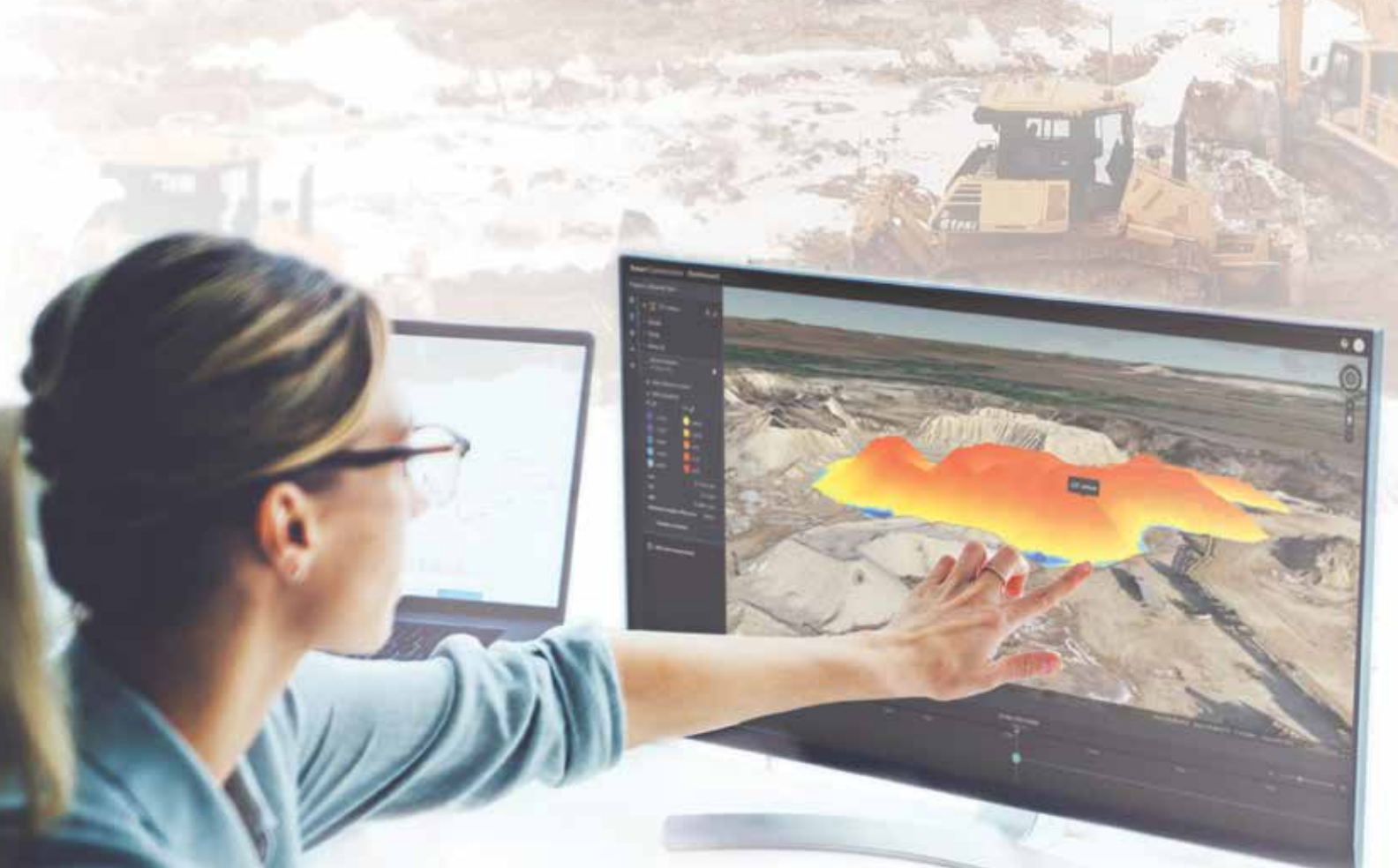
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# Offer provides exceptional value

## Komatsu is including Smart Construction solutions with the purchase of IMC equipment now through March 31

**K**omatsu is giving customers added value when they purchase an intelligent machine control (IMC) dozer or excavator through March 31, 2026, by offering three Smart Construction solutions complimentary for a year. All customers who purchase a new IMC-equipped product receive Smart Construction Dashboard and Smart Construction Remote, and those buying a PC220LCi-12 IMC 3.0 excavator will also receive Smart Construction Fleet Lite.

***"We want to help our customers get better exposure to technology that enables them to get more out of their IMC machines."***

*– Ron Schwieters,  
Senior Manager,  
Smart Construction,  
Komatsu*

"We want to help our customers get better exposure to technology that enables them to get more out of their IMC machines," said Ron Schwieters, Senior Manager, Smart Construction, Komatsu. "IMC is a great investment based on the semi-automatic features alone, but there's more production and efficiency to unlock with these and other Smart Construction solutions. The complimentary bundle equates to about a \$9,000 value per year, plus productivity and efficiency gains."

Smart Construction Remote provides 3D data file transfer to a machine from anywhere with an internet connection, enabling project managers and others to update design changes without the time and costs of driving to the jobsite. They can also view the operator's screen remotely and see exactly what the operator sees, if needed for troubleshooting or questions. Smart Construction Remote is compatible with the latest IMC, Smart Construction 3D Machine Guidance, Topcon and Trimble GNSS systems.

"Remote is an easy solution that's proven to reduce costs," noted Schwieters. "Updates can be done anytime and from practically anywhere. If it's sent after hours, the update will occur the next time the operator starts the machine. It's seamless and requires no input from the operator."

### Visualize data at any time

Smart Construction Dashboard combines as-built data from IMC and other machines,

plus design and drone data, to create a 3D virtual twin of your jobsite. This solution has many essential features and operational benefits:

- Users can quickly measure cut-and-fill
- Job completion is automatically calculated
- 2D/3D cross-sections help users check elevation changes
- Progress logs help users understand overall completion from chart to timeline
- Heatmap visualizations show completed and remaining work, as well as cut/fill and overcut/overfill

"It's a great tool for visualizing data and tracking progress at any time," stated Schwieters. "That can help you make faster decisions that affect production and potentially save costs. For instance, if you see that you are behind on a project, you can allocate additional resources. If you are ahead, you can put resources into other places. It's also easy and fast to create accurate reports for customers or regulators."

Smart Construction Fleet Lite is a simple payload tracking solution for machines with an integrated payload meter. Payload history is sent back to the office every day, so project managers know how much material was moved and how that impacts the projected schedule and budget.

"At this time, the PC220LCi-12 is the only one, but more will be coming in the future," said Schwieters. "These are all great solutions that provide real value. Customers can work with their local dealers' Smart Construction teams to learn more about them and how to get the most out of them for their operations." ■



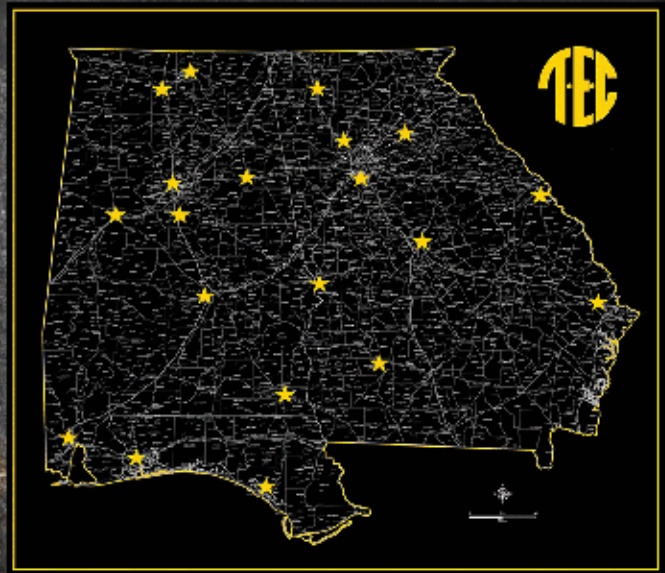
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### ▶ VIDEO

Smart Construction solutions, such as Smart Construction Dashboard, help project managers see as-built data in near-real time.

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# PRODUCT SUPPORT TEAM



# Proactively schedule a rebuild

## Preplanning with Firm Future Order program guarantees parts availability and helps reduce your large equipment's overall total cost of ownership

**L**arge off-road machinery frames generally last 40,000 to 60,000 hours or more, depending on use and the conditions and materials they are in on a daily basis. The life of most of their components are typically about half as long, according to Matt Beinlich, Senior Director, Remanufacturing Business, Komatsu.

"Most of these machines see their first rebuild at around 20,000 hours," said Beinlich. "The advantage is that the customer gets a like-new machine from a components standpoint at a much lower cost, and rebuilding with remanufactured components using Komatsu's Firm Future Order, or FFO, program further enhances the savings and helps reduce the overall total cost of ownership."

Beinlich added, "The frames of these machines are designed for long life, so there is a ton of value in rebuilding instead of replacing. That value is increased by being proactive with FFO, because you are guaranteed parts availability without expedited or air freight costs to ship parts, which can be quite expensive. We can use the most efficient methods that the supply chain offers."

FFO is a proactive approach to rebuilding, according to Goran Zeravica, Senior Product Manager, Komatsu.

"The idea is to plan well ahead of time with your Komatsu dealer or distributor to take equipment out of service," Zeravica said. "FFO provides a long lead time — at least 120 days — and guarantees parts availability at a set price and often at a discounted rate in exchange for placing the order so far in advance. It gives everyone plenty of preparation time."

### Coverage up to 12,000 hours

Beinlich and Zeravica encourage customers to use certified dealer technicians to do the FFO rebuild using genuine remanufactured components, saying it's a great way to ensure they are installed correctly and covered under a one-year, unlimited-hours warranty. Major components are also backed by Komatsu's Quality Assurance Program of up to 12,000 hours with labor covered. Some conditions apply.

"We want customers to have the best possible experience with their reman components, so we encourage them to have the work done by trained dealer technicians who are skilled at this type of work," said Zeravica. "They are also going to use high-quality genuine Komatsu lubricants and filters. It's really an ideal solution." ■



The Firm Future Order (FFO) program is a proactive approach to scheduling a rebuild that guarantees parts availability and can help lower your overall total cost of ownership.



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**KOMATSU**

# Control wear while driving productivity

## Komatsu's Parallel Link Undercarriage System aims to maximize machine life, minimize downtime and cut long-term operating costs

**A** well-built undercarriage does more than support the machine — it can help protect uptime, help control costs, and assist performance in tough conditions. From bushing design to track tensioning, every detail matters when it comes to keeping equipment productive over time. That's why Komatsu's Parallel Link Undercarriage System (PLUS) is engineered with the goal of distributing wear evenly, simplifying maintenance and delivering long-term durability where it counts most.

"Undercarriage costs can represent up to 50% of a dozer's lifetime maintenance," said Raf Bukowski, Product Marketing Manager for HST Dozers, Komatsu. "That's why Komatsu made durability and service life the top priorities with the PLUS undercarriage. We've focused on smarter wear distribution, simplified maintenance and materials that last. All of that [can] translate into real savings and less downtime for customers."

### Performance-focused design

The most notable innovation of PLUS is its rotating bushing technology. Unlike systems that require manual bushing rotation, Komatsu's design allows bushings to float around the pin, promoting even wear with the goal of extending component life.

"With PLUS, you're getting nearly double the life compared to traditional undercarriages before any major intervention is needed," Bukowski explained. "Time is money in this industry. If you can run longer without pulling machines into the shop, that's a huge win."

PLUS also includes a self-adjusting idler that automatically works to maintain optimal track tension. This is designed to help minimize track slippage and premature wear, helping operators maintain performance while assisting to protect the system over time.

"It works like a cruise control for track tension," stated Bukowski. "It's snug enough to perform well but loose enough to help protect the components. That balance adds up over thousands of operating hours."

With durability in mind, Komatsu also redesigned key structural elements. Carrier rollers now feature thicker material and updated flange geometry to promote even link contact, while segmented sprockets are shaped to shed material and resist packing in challenging terrain.

"Every inch of the system is purpose-built," Bukowski declared. "We've made iterative

improvements based on field feedback. This isn't the same undercarriage you saw five or six years ago."

### Smart technology integration

PLUS pairs with Komatsu's intelligent machine control (IMC) technology to help control overall machine stress and promote extended undercarriage life. As the load increases during operation, the machine automatically adjusts the blade to help prevent track slippage, helping to control unnecessary wear on the system.

"Our dozers don't just push dirt — they respond like experienced operators," commented Tony Kosolofski, Komatsu IMC Product Manager in Canada. "With IMC 2.0, we've given the machine the ability to predict terrain changes and adjust proactively. That helps reduce operator fatigue and undercarriage strain."

---

***"With PLUS, you're getting nearly double the life compared to traditional undercarriages before any major intervention is needed."***

*-Raf Bukowski,  
Product Marketing Manager for HST Dozers,  
Komatsu*

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Komatsu IMC dozers like the D71PXi-24 and D61PXi-24 use track mapping to capture real-time as-built data and apply features such as lift layer control, which helps promote consistent compaction thicknesses. That data integrates seamlessly with Komatsu's Smart Construction Dashboard, enabling users to compare performance day by day.

"When we talk about undercarriage wear, we're also talking about how you use the machine," Kosolofski added. "Technology that limits unnecessary spinning, slipping or overworking helps stretch the life of every component." ■



Komatsu's experts showcase the PLUS undercarriage system on a D71PXi-24 IMC dozer at Demo Days 2025.



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# New forestry machine

**TN785D is one of TimberPro's largest and highest capacity machines with excellent stability in a wide working area**

**K**omatsu recently introduced the new TimberPro TN785D swing machine that is designed to be durable, powerful and productive in moving mass quantities of large timber in log loader and millyard environments. It is TimberPro's largest, most powerful and highest capacity machine to date, and it was built with proven components and new features to meet the demands of high-productivity swing applications.

The TN785D features a newly redesigned 12-roller track frame to provide a long stable platform for even weight distribution with high mobility and extended machine durability. Additionally, the operator cab has been raised 51 inches and includes a rear-facing door for easy entry, an overhead skylight for full visibility, and power tilt for efficient transport and access.

Other features include:

- More than 44 feet of reach for a wide working area combined with excellent stability and lift capacity

- High performance hydraulics that offer consistent speed with simultaneous circuit commands
- Closed-loop hydrostatic swing for responsive and precise movements
- A high-output engine that provides more power and productivity
- Dedicated track drives for enhanced maneuverability and control

"TimberPro has designed this machine to excel in high-demand millyard applications where lift capacity, reach combined with stability and hydraulic response are key to maximizing productivity," said Nathan Repp, Product Manager for Forest Products, Komatsu. "We understand the real-world demands our customers face in these environments, and the TN785D was designed to meet those needs — delivering the performance, durability and efficiency they rely on to keep operations running smoothly." ■

### Quick specs

Model	Horsepower	Operating weight	Swing torque
TN785D	390 HP @ 2,100 rpm	116,500 lbs.	150,700 ft.-lbs.



The new TimberPro TN785D swing machine is designed to deliver durability, power and productivity in high-demand environments.

# Higher overall mark

## ASCE's 2025 Report Card shows improvement in U.S. infrastructure, raising its grade to a C as investment helps in upgrading some sectors

Some progress has been made in upgrading the United States' infrastructure, according to the American Society of Civil Engineers (ASCE), which recently released its 2025 Report Card for America's Infrastructure. The ASCE noted that there is still a long way to go, as it gave the overall infrastructure a grade of C. That represents an improvement over the 2021 report, which graded U.S. infrastructure as a C-.

ASCE graded 18 sectors, with broadband making the list for the first time and receiving a C+. Ports and rail received the highest marks, with a grade of B and a grade of B-, respectively. Overall, eight of the sectors received higher grades compared to 2021.

"Unfortunately, while significant advancements are being made, we still face a substantial investment gap," ASCE noted in its 2025 report, while acknowledging that infrastructure investment has been helped by 2021's Infrastructure Investment and Jobs Act (IIJA). "The shortfall grows as existing infrastructure systems continue to age and demands on those systems increase."

ASCE also noted that passage of the IIJA has shed light on key issues and documented just a few of the challenges affecting our industry:

- Projects should be modernized or replaced by prioritizing resilience to withstand extreme weather
- Resilience-focused measures may add to upfront costs but save on sudden, less

predictable and large financial impacts from disaster-related damages

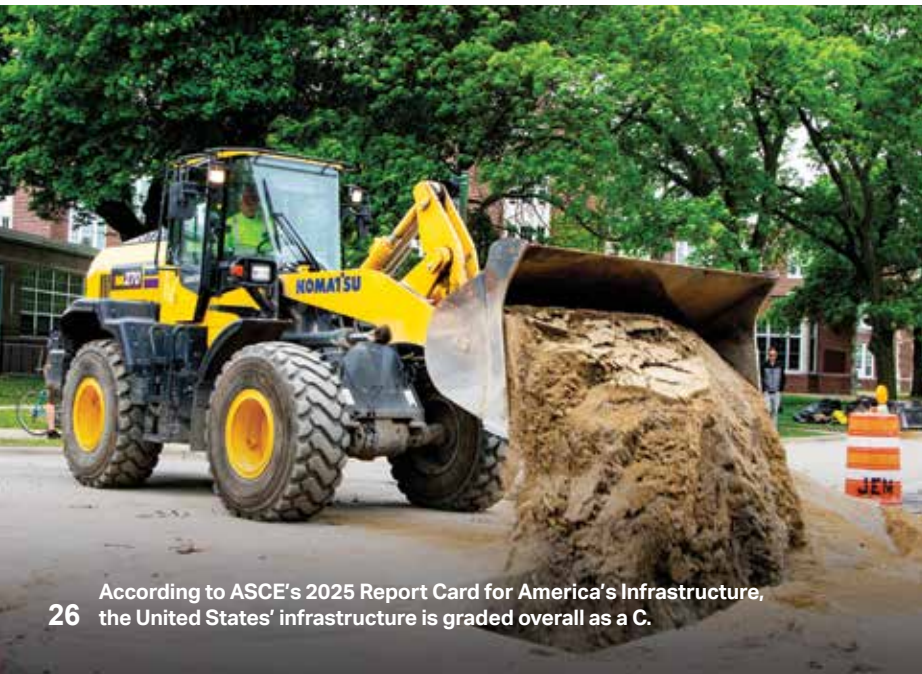
- Infrastructure projects take a long time to develop, and stakeholders may hesitate to pursue resilient designs without assurances that current funding levels will be sustained in the future

### Average and below

Bridges, drinking water, hazardous waste, inland waterways, public parks and solid waste were all in the C+ to C- range. Aviation, dams, energy, levees, roads, schools, stormwater, transit and wastewater all received either a D+ or D. This year's report card was the first since the original in 1998 that had no category below a D.

"The 2025 Report Card for America's Infrastructure provides a snapshot of how our infrastructure systems are faring and offers solutions for improving the performance of each category," ASCE stated in its report. "For the second consecutive report, Report Card grades show that U.S. infrastructure is trending in the right direction thanks to comprehensive support, innovative solutions and bold leadership. Continued action will further improve these networks, unlocking the full potential of our nation's economy and creating opportunities for all Americans."

You can view the full report at <https://infrastructurereportcard.org/>. ■



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# Proud partner in the nation's growth

For over a century, Komatsu has been proud to manufacture innovative products and employ thousands of people across the United States

**K**omatsu is a proud member of the United States manufacturing community and directly employs more than 8,000 people in the U.S. Its U.S. operations are largely export-driven, with a cumulative trade surplus of more than \$7.5 billion during the last decade.

U.S. manufacturing operations were launched in 1986 with the production of the first machine, a WA600 wheel loader, in Chattanooga, Tennessee. Today, Komatsu produces excavators, HM400 articulated trucks and forestry products in Chattanooga, which are shipped globally around the world. Additional manufacturing operations in the U.S. include Newberry, South Carolina; Duffield, Virginia; Homer City, Pennsylvania; Lebanon, Kentucky; Longview, Texas; Milwaukee, Wisconsin; Peoria, Illinois; Shawano, Wisconsin; Solon, Ohio; Reno, Pennsylvania; and Wellington, Utah.

The initial North American headquarters was established in 1970 in San Francisco, six years after the first Komatsu machine, a dozer, was introduced to North America. Subsequent headquarters included Atlanta, followed by Chicago, where it is currently located. With the acquisition of legacy brands Joy Global and P&H, which have been manufactured in the U.S. for over a century, Komatsu established a large mining headquarters in Milwaukee.

Komatsu's presence in the U.S. is an extension of its rich global history, which began in Japan more than 100 years ago when founder Meitaro

Takeuchi sought a way to save the livelihoods of community members relying on a local mine. At the time, the local copper mine, a vital source of employment, was in danger of being shut down.

Takeuchi and a group of investors rolled out their first product, a one-cylinder sheet-forming machine, in 1924, after founding Komatsu Ltd. in 1921. Komatsu continues to manufacture industrial presses today.

Over the next century, Komatsu expanded its product portfolio to include construction and mining equipment, as well as forklifts and forestry products. It has made several strategic acquisitions, including the addition of U.S.-based manufacturer TimberPro Inc., which has a long history of innovative forestry machinery. Several other Komatsu-owned subsidiaries are either based in the U.S. or operate facilities in the U.S. to distribute and support their products, including American Battery Solutions, Hensley Industries, Montabert, Lehnhoff, Tramac, Quadco and Mining Technology Solutions.

## Creating value through core principles

Across all its product lines, Komatsu continues its commitment to "Creating Value Together" with its customers. It's doing that through its core values, which include:

**Ambition:** With a 'challenging spirit' and without fear of failure, we innovate and always aspire to do more.

*Continued ...*



Komatsu has various manufacturing operations across the U.S., including one in Chattanooga, Tennessee.

# Creating value together

... continued

**Perseverance:** Even when the work is difficult, we remain committed to our promises and work to reliably carry them through to completion.

**Collaboration:** Creating value comes from teamwork, inclusion, respect, diversity and a win-win approach to all relationships.

**Authenticity:** To earn and maintain trust, we work to act with sincerity, integrity and honesty, and to communicate transparently.

That aligns with the principles Takeuchi stood by as he and his team worked to grow operations — quality first, technology and innovation, globalization, and the development of people.

Technology and innovation have become an increasingly significant part of the overall picture, particularly with the advent of GPS grading.

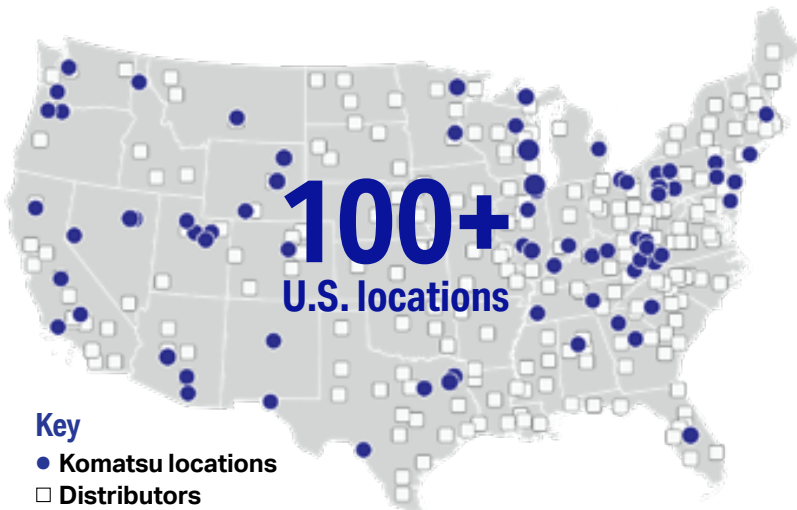
Komatsu pioneered integrated intelligent machine control (IMC) dozers and excavators that have been designed to reduce costs while boosting production efficiency. That innovation came on the heels of Komatsu's pioneering autonomous technology, such as driverless mining trucks.

It includes digital solutions designed for efficient equipment and jobsite management, such as My Komatsu and a suite of Smart Construction solutions that can do everything from mapping and tracking jobsite progress to remotely transferring files to reporting timecard data.

## Making an impact

As its machines and solutions make an impact on those who use equipment to build the nation, Komatsu also remains committed to impacting the communities it serves. It supports more than 160 nonprofit organizations in local communities across the country, focusing on workforce development, disaster relief, food insecurity, environmental action and more. Workforce development encompasses training programs that focus on technical skills and manufacturing expertise, including more than 100 internships annually, and providing funding to support the development of the next generation of heavy equipment technicians.

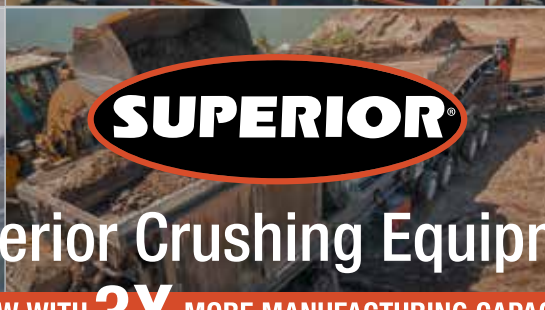
Komatsu also honors and values U.S. veterans and their families and is proudly engaged in helping them secure family-sustaining careers after their military service. The company is an active member of the DoD SkillBridge, Hiring Our Heroes, and the Army Reserve's Private-Public Partnership. ■





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