

Fall 2026



**Tractor
Times**



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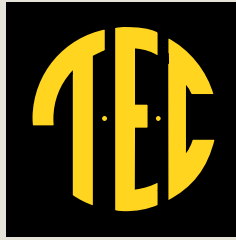
SMARTCONSTRUCTION

**Intelligent
machine control** | **3.0**



Chad Stracener

Technology and technicians



Dear valued customer,

Do you ever wonder what's next for Komatsu and heavy industry? Komatsu CEO Rod Bull answers that question and many more in this issue. I highly recommend you check out the full Q&A to learn more about Rod Bull as a person and how he views technology, collaboration and a customer-first approach as important elements that are helping shape the future of Komatsu.

If you have been considering adding a new excavator to your fleet, Komatsu's next-generation PC220LC-12 and PC220LCi-12 models deliver comfort, control and automation. The PC220LCi-12 includes the latest intelligent machine control (IMC) 3.0 technology with two new features: swing-to-line and travel-along-line.

For contractors wanting to move more material with greater consistency, Komatsu's new HM460-6 articulated haul truck features an innovative traction system and a new Komatsu DBA127 engine designed to deliver exceptional power, torque and fuel efficiency.

We also highlight Komatsu's Smart Construction Advantage package, which gives customers a bundle of solutions at a lower price than purchasing each individually. The package includes Smart Construction Dashboard, Smart Construction Remote and Smart Construction Fleet Lite, as well as two applications that are only available with the bundle: Smart Construction Whiteboard and Smart Construction Home.

Additionally, there are several other valuable articles I think you will enjoy, such as customer success stories and an employee feature that showcases Cody Leggett, who recently participated in Komatsu's national Advanced Technician Competition (ATC) in Georgia.

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 fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Chad Stracener
Chairman/CEO



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*Published for TEC.
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Printed in the USA.*

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KOMATSU

Grading for generations

Three generations of the Simpson family have helped transform a trucking operation into a leading site development contractor



Greg Simpson,
President



James Simpson,
General
Superintendent

Simpson's Trucking & Grading Inc. began nearly 50 years ago in Gainesville, Ga., when James E. Simpson bought a single dump truck.

"I was about 10 years old when my father started dump trucking," recalled President Greg Simpson. "When they started building Spaghetti Junction in Atlanta, he bought some more dump trucks and started hauling material for the interchange roads, ramps and approaches leading to the overpasses. We were a major trucking company for many years, and then we got an opportunity with a construction company to help do some finish grading, so we bought a couple of small tractors. We just started growing from there."

Greg's role changed in 1987 when his father underwent cancer treatment. To help support his family and the business, Greg decided to leave high school and take over payroll.

"Once Dad recovered, we sold out but kept two pieces of equipment," said Greg. "A couple of years later when he got healed back up, we started buying smaller companies in this area. By 2005, we had about 365 employees and close to 500 trucks and machines. When the market changed in 2007, we dropped to 95 employees and around 200 pieces. I've seen the company come up, go down and come back up about three times."

In 2021, Greg's father passed away, and local developers honored him by naming James Simpson Boulevard in his memory. Today, approximately 200 employees support Simpson's Trucking & Grading, including several Simpson family members.

"That's what my father always wanted us to have: the drive to try to keep this thing going for the last Simpson who was ever around to be able to have a job here," shared Greg.

General Superintendent James Simpson represents the third generation and returned after military service.

"I thought I would build a career somewhere else, but the military put me in an office, and I knew I didn't belong there," remarked James. "My family worked outside, and that was the work I enjoyed. I came home 10 years later, and I haven't regretted it."

Simpson's Trucking & Grading concentrates on private industrial and commercial work within roughly 50 miles of its new headquarters in Talmo, Ga. Strong demand has kept much of its recent work within 20 miles.

Customer snapshot

Company: Simpson's Trucking & Grading Inc.

Location: Talmo, Georgia

Established: Late 1970s

Employees: Approximately 200

Area of expertise: Full-service site development for private industrial, commercial and public projects

Komatsu equipment: D39PXi, D51PXi, D61PXi and D71PXi IMC dozers; PC88MR excavator; PC210 through PC490 excavators; WA270 and WA320 wheel loaders

Komatsu technology: Intelligent machine control (IMC) and My Komatsu

A Simpson's Trucking & Grading operator uses a Komatsu D51PXi-24 intelligent machine control (IMC) dozer to grade around a building at a school site in Jackson County.



"We handle everything except the curb and asphalt. Our crews remove trees, install erosion control, grade the site, and put in stormwater and sewer systems."

- Greg Simpson
President,

Simpson Trucking & Grading Inc.

"We handle everything except the curb and asphalt," explained Greg. "Our crews remove trees, install erosion control, grade the site, and put in stormwater and sewer systems. We carry the job through base preparation for the paving contractor."

Its portfolio includes manufacturing facilities, industrial parks, schools and the new inland port serving northern Georgia. Repeat clients



► VIDEO

Simpson's Trucking & Grading relies on Komatsu D71PXi-24 dozers equipped with IMC technology to efficiently push material and maintain accurate grade.

and trusted general contractors have helped Simpson's Trucking & Grading remain local through changing markets.

"This business depends on relationships from the general contractor to the companies supplying our fuel and equipment," stated Greg. "It takes a strong team to keep 200 employees working safely and productively. We want our partners to succeed because that keeps everybody moving forward."

One major assignment currently underway is a more than 100-acre school site in Jackson County that includes over 1.5 million cubic yards of earthwork and approximately 11 miles of pipe. Another ongoing project is a 60-acre landfill expansion with about 600,000 cubic yards of material and nine ponds.

"On the school project, we're probably two months ahead of schedule," reported Greg. "We're ahead of the vertical construction and reached areas they did not expect to pave until later."

Technology drives efficiency

Completing projects faster than expected is possible with Komatsu equipment. Simpson's Trucking & Grading operates more than 20 Komatsu D71PXi intelligent machine control (IMC) dozers, approximately 14 Komatsu D61PXi IMC dozers, four Komatsu D51PXi IMC dozers and a couple of Komatsu D39PXi IMC dozers, making Komatsu about 90% of the company's dozer fleet. The IMC technology



To handle more precise excavation, Simpson's Trucking & Grading utilizes small excavators like the Komatsu PC88MR to work around concrete and utilities.

works with the contractor's Trimble positioning systems. Integration removed external masts and receivers while retaining compatible base stations and networks.

"Efficiency matters, but the biggest reason we moved to integrated systems was safety," emphasized Greg. "We no longer have expensive components on poles or people climbing onto a wet blade to remove them. The technology also saves money by helping us reach grade without downtime."

Another major advantage of the Komatsu IMC dozers is excellent visibility, which is especially



Discover more at
TECTractorTimes.com

Continued...

'The support behind Komatsu with TEC is phenomenal'

... continued

important around schools, other contractors and tight areas.

"The visibility, throttle response and power are there, and the joystick control response is smooth," added James.

Six pipe crews use Komatsu PC210 excavators through Komatsu PC490 excavators for mainline work and Komatsu dozers for backfilling.

By the numbers

- 3 generations of family members
- 50-mile working radius around Talmo
- 100-acre school site in Jackson County that includes over 1.5 million cubic yards of earthwork and approximately 11 miles of pipe is currently 2 months ahead of schedule
- 60-acre landfill expansion with about 600,000 cubic yards of material and 9 ponds is currently underway
- 90% of the company's dozers are Komatsu
- 0 downtime when grading is possible with Komatsu's intelligent machine control (IMC) dozers
- 6 pipe crews
- 1 phone call is all it takes to get support from TEC



(L-R) Greg and James Simpson work closely with TEC's Chip Temple and Jesus "Chewy" Muniz to purchase and maintain Simpson's Trucking & Grading's fleet of Komatsu equipment.

Simpson's Trucking & Grading staff members gather outside the company's shop and office in Talmo, Ga.



Approximately six Komatsu WA270 and WA320 wheel loaders serve projects across the territory.

"Every family member, superintendent and working foreman here runs a Komatsu machine," commented Greg. "Everybody loves them. Once people understand them, they see Komatsu makes a great product."

Greg still spends 25 to 40 hours a week in the operator's seat, giving him firsthand knowledge of how the Komatsu machines perform through a shift.

"The fuel efficiency and power continue to amaze me," declared Greg. "These dozers hold on slopes and put power to the ground instead of spinning. They are really productive machines."

Responsive fleet support

Tractor & Equipment Company supports the fleet with Komatsu Care and My Komatsu. Personnel can review machine data remotely, guide an in-house repair or dispatch a service truck.

"The support behind Komatsu with TEC is phenomenal," stated Greg. "We make one phone call, and there's somebody there if we have a problem. TEC can pull up the tractor, tell us what it is doing and help decide the next step. If we need a technician or GPS support, they stay on top of it."

TEC representatives Chip Temple and Jesus "Chewy" Muniz understand Simpson's Trucking and Grading's fleet and match machines to job demands. Their follow-through reinforces the company's decision to keep investing with TEC.

"Chewy understands what we own, what kind of people we are and what downtime costs," said Greg. "If a machine is down, nobody benefits, so he is Johnny-on-the-spot and helps us get everything right back up and going. I cannot think of anything we could call TEC about that they would not help solve."

Looking ahead

As Simpson's Trucking & Grading moves into its next chapter, the company remains focused on sustainable growth and adapting to the region's changing construction needs. Greg believes the opportunities ahead will allow the family-owned business to continue building on its legacy.

"The future is strong here with the inland port, growing school systems and more industries moving in," concluded Greg. "We expect the next three or four years to bring quality work. Our goal is to build safely and put out good products everyone is proud to see." ■

**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

Supporting the Southeast

Carcel & G Construction LLC combines family-centered leadership and self-performing capabilities to complete complex infrastructure projects



Wesley Hastings,
President

Carcel & G Construction LLC was founded in August 2002 by Carmen and Wesley Hastings. The woman-owned company pursued disadvantaged business enterprise opportunities and built its reputation as a subcontractor for prime contractors.

"We started with just a couple pieces of equipment, and the first new machine we bought was a Komatsu PC290 excavator," recalled President Wesley Hastings. "We did not want breakdowns on the project; we wanted to work. We kept taking on larger jobs and proving that contractors could count on us."

Today, the heavy civil contractor has expanded well beyond its early subcontracting assignments. Based in Cullman County, Ala., Carcel & G Construction's territory spans Alabama, Tennessee and Mississippi, with roughly 60% of its work tied to state-funded highway projects.

Customer snapshot

Company: Carcel & G Construction LLC

Location: Cullman County, Alabama

Established: 2002

Employees: Approximately 140

Areas of expertise: Highway and roadway construction; site development; landfill closure and construction; airport construction; sewer and utility installation; demolition; land clearing and grading; and commercial, residential and public infrastructure projects

Komatsu equipment: D71PXi-24 IMC dozers; PC290LC-11 excavator; D51, D61 and D71 dozers; 200-, 300- and 400-class excavators

Komatsu technology: Intelligent machine control (IMC)

An operator adds brush to the burn pile with a Komatsu PC290LC excavator at Carcel & G Construction's Highway 43 expansion job.



"One of our greatest strengths is our ability to self-perform a large portion of our work," stated Managing Member Carmen Hastings. "We are a diversified heavy civil contractor capable of handling many aspects of a project, including hauling, grading, drainage, utilities and site development. This level of self-performance allows us to maintain quality, improve efficiency, and keep projects moving forward."

The company has grown to approximately 140 employees and operates more than 300 assets. Its leadership team, safety division and multigenerational workforce carry forward a family culture that has included Carmen's brother, father and other relatives, as well as longtime employees.

"Wes, Carmen and their family genuinely care for people, and that is one reason I joined Carcel & G," shared Fleet Manager John Smith. "They make people want to do a good job because employees know their work matters. It's special and means a lot to me."

Early on, Carcel & G Construction earned an opportunity from a larger outfit and completed about 14 miles of shoulder work on consecutive jobs. That performance opened doors with other prime contractors, while faith, sacrifice and accountability shaped the company's operating philosophy.

"When we take a project, our goal is to complete it on time or ahead of schedule," Wesley noted. "We will do whatever it takes to finish the job, even when it costs us more than expected. Our customers know they can count on us."

Recently, Carcel & G Construction secured a major role on the Highway 43 design-build project, which consists of approximately 14 miles of roadway improvements. The company will widen existing two-lane roadways and move about 1.7 million cubic yards of earth while managing grading, drainage, paving and related infrastructure work.

"We received two of the seven segments, including the longest one, and that means a lot to us," Wesley said. "It shows that people making decisions about who they want to partner with have confidence in our company."

Dependability drives production

Carcel & G Construction works with Tractor & Equipment Company to find the best equipment



► VIDEO

On large highway jobs, the Komatsu D71PXi intelligent machine control (IMC) dozer's 13-foot, 6-inch blade helps crews spread material, maintain grade and cover ground efficiently.

for its projects and recently purchased two Komatsu D71PXi-24 intelligent machine control (IMC) dozers along with a Komatsu PC290LC-11 excavator. Carcel & G Construction's broader fleet includes Komatsu D51, D61 and D71 dozers as well as Komatsu 200-, 300- and 400-class excavators, giving crews options for earthmoving, pipe installation, drainage and finish-grade work.

"These jobs require the right machines, the right software and accurate calibration," John commented. "Our field team works with Komatsu and TEC to make sure operators have what they need. When all of that stays aligned, production keeps moving."

On large highway jobs, the Komatsu D71PXi-24 IMC dozer's 13-foot, 6-inch blade helps crews spread material, maintain grade and cover ground efficiently. Carcel & G Construction especially appreciates the visibility, ease of operation and IMC technology, which all help contribute to increased efficiency and improved project outcomes.

"Our operators love the Komatsu dozers."

- Wesley Hastings,
President,
Carcel & G Construction LLC

"Our operators love the Komatsu dozers, whether they are running a D51, D61 or D71," Wesley declared. "They feel confident in the seat, which gives us confidence that the work will be done right."

Integrated GPS and IMC technology help Carcel & G Construction connect survey data to field production. Field Engineer Pat McDonald works with crews using Topcon systems and machine control from initial layout through final grade, reducing staking, rework and repeated material handling.

"The intelligent machines help operators know where grade is and how far they can safely dig," John explained. "They can use that information for pipe work and around power or gas lines. We are trying to take error out of the equation."

Machine durability is also important to production, and Carcel & G Construction reported that its Komatsu PC290 excavators often approach 10,000 hours with minimal issues, and a Komatsu PC300 excavator purchased new in 2006 remains in service.

Straightforward distributor support

Carcel & G Construction's relationship with TEC goes back to connections with Wesley's father. TEC sales representative Zach Thomas understands the contractor's priorities, shares its family-business values and helps guide equipment purchasing decisions without making the relationship feel transactional. That familiarity helps TEC recommend machines that fit Carcel & G Construction's production goals and long-term fleet strategy.

"We have to have support from TEC and Komatsu to be successful," John emphasized. "TEC always answers the phone and finds a way to say yes. It's great communication. When a machine is down

Continued...



**John Smith,
Fleet Manager**



Discover more at
TECTractorTimes.com

'TEC brings us the best price'

... continued

By the numbers

- **60%** of Carcel & G Construction's work is tied to state-funded highway projects
- **300+** assets
- **14** miles of roadway improvements are currently being completed on Highway 43
- **13-foot, 6-inch** blade allows the Komatsu D71PXi-24 IMC dozer to maintain grade while efficiently spreading material across large highway projects
- **10,000** hours of service with minimal issues demonstrates the durability and productive life Carcel & G Construction receives from its Komatsu PC290 excavators

and people are waiting, they get our machines back up and running."

TEC also helps Carcel & G Construction evaluate pricing, availability and machine capabilities without slowing the purchasing process. Instead of spending valuable time on extended negotiations, the contractor can make informed decisions and put the right equipment to work quickly.

"Buying equipment can sometimes feel like buying a car because of all the back and forth, but TEC brings us the best price," Wesley said. "They are easy to do business with. We don't have time to waste, and their team helps us get things done."

Positioned for growth

The Highway 43 project will be a major focus for Carcel & G Construction over the next three years. At the same time, the company will continue advancing other highway projects, constructing landfill cells, and pursuing residential and infrastructure opportunities that align with its capabilities and long-term growth strategy.

"We have good people, a large fleet and a real opportunity to keep improving," John reflected. "If we manage the equipment well, we can save money, grow the company and hire more people. I am excited to do my part and help Carcel & G build for the future." ■

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



(L-R) TEC's Zach Thomas works closely with Carcel & G Construction's Wesley Hastings and John Smith to identify the best equipment for their projects and provide support.

To clear brush along the Highway 43 expansion project, operators utilize excavators like the Komatsu PC290LC.





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HUNTSVILLE	

Georgia

ALBANY	HOSCHTON
AUGUSTA	KENNESAW
CALHOUN	MACON
COLUMBUS	SAVANNAH
FOREST PARK	

Florida

PANAMA CITY PENSACOLA

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Built to serve you better

TEC's renovated Pensacola branch expands service, parts and customer support capabilities for a growing Gulf Coast market



Kenny Smith,
Pensacola Branch
Manager,
TEC

Tractor & Equipment Company recently welcomed customers, employees and local leaders to its Pensacola, Fla., branch to celebrate a major renovation of the longtime facility, which was originally opened in 1997. To best support contractors across the market and improve workflow, TEC chose to reinvest in the building through several significant upgrades, adding roughly 12,000 square feet to the existing facility and transforming the branch from a two-bay shop into a seven-bay service department. TEC also added a full wash rack, a new showroom and lobby, larger parts and service areas, expanded break rooms for employees and technicians, and an improved hose shop.

"This location is now equipped to service more equipment and keep more parts on hand to limit downtime and keep our customers running."

*- Kenny Smith,
Pensacola Branch Manager,
TEC*

"We have a very good group of customers in this area," said Pensacola Branch Manager Kenny Smith. "The market has grown significantly since we first opened the facility, and we knew we needed to modernize to keep up with our customers' needs and better serve them.

(L-R) Several TEC team members, including Joe Patton, Chris Kohlenberg, Jeremy Tolbert, Autrey McMillan, Kenny Smith, Chad Stracener, Mike Burkes and Copeland Bush, are excited to greet customers and show off the newly renovated Pensacola, Fla., facility.



This location is now equipped to service more equipment and keep more parts on hand to limit downtime and keep our customers running."

Expanded customer support

During the grand opening, TEC employees toured the facility with visitors to show them some of the additions. One of the stops was the branch's improved hose shop.

"We've seen the benefits of adding an upgraded hose shop to some of our other facilities and wanted to offer that to our customers in Pensacola," stated Smith. "We can custom fit hoses for machines and get machines back up and running faster."

Smith continued, "We're also really proud of our new parts department. We know how important it is to have a large inventory on hand. With the additional parts storage space, we can get customers what they need when they need it."

The new showroom also gives customers easier access to everyday supplies such as gloves, flashlights, zip ties and other jobsite essentials. Smith noted that customers who remember the old facility often react immediately when they walk into the renovated space.

"Part of the current showroom actually used to be the shop, with a small parts and service area nearby," described Smith. "Since the renovation was completed, I cannot tell you how many times a customer has walked in, looked up and said, 'Wow.' It's hard to fathom unless you saw this facility before and understand what it's like now."

Focused on relationships

The grand opening also carried a personal connection. TEC CEO Chad Stracener previously held Smith's role in Pensacola, so many customers at the event knew him from his time working in the market. Despite rainy weather, Smith said the turnout was strong and gave customers, employees and company leaders a chance to reconnect.

"Relationships are everything in this industry, and that's something we take seriously," emphasized Smith. "Tractor & Equipment's motto is 'Putting the customer first since 1943,' and that's how we do business every day. We have a good, tight-knit group here in Pensacola, and this renovated facility gives us what we need to keep taking care of customers the right way." ■



► VIDEO

TEC's renovated Pensacola, Fla., branch doubles the facility's square footage and expands service, parts and customer support capabilities for contractors across the Gulf Coast market.



At the new hose shop, TEC can custom fit hoses for equipment quickly to get customers back up and running.



The updated Pensacola, Fla., branch features seven full-service bays to work on equipment.



Watch the video

KOMATSU

A system
built for
demolition



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Alabama

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HUNTSVILLE	

Georgia

ALBANY	HOSCHTON
AUGUSTA	KENNESAW
CALHOUN	MACON
COLUMBUS	SAVANNAH
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PANAMA CITY PENSACOLA

Since 1943
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More time-saving insights at a lower price

New Smart Construction Advantage package delivers essential solutions designed to increase jobsite efficiency and progress tracking

If your customers work with machines equipped with intelligent machine control (IMC) or Smart Construction 3D Machine Guidance, Smart Construction Remote and Smart Construction Dashboard are essential digital solutions.

Smart Construction Remote enables users to send design files or view machine screens remotely; **Smart Construction Dashboard** creates a 3D digital twin of jobsites from design, machine, drone and survey data. Both can save owners and fleet managers a lot of time.

And now customers can get both with just one annual bill — at a price thousands lower than if they were subscribed separately (\$15,000 vs. \$20,000).

Exclusive new technology with this package

When customers subscribe to the Advantage package, they also get Smart Construction Fleet Lite, Smart Construction Whiteboard and Smart Construction Home applications. Whiteboard and Home are only available with the package.

Smart Construction Whiteboard is what its name says — it's a digital version of the customers dispatch and scheduling whiteboard. Users just drag-and-drop machines and labor onto jobsite columns. Assignments are visible to both office and field teams to keep everyone on the same page.

Smart Construction Home is basically the homepage for projects, displaying jobsites on a map with key metrics such as job completion percentage. Each project can be opened directly in Smart Construction Dashboard with a single click.

Smart Construction Fleet Lite integrates with IMC 3.0 on excavators to track payloads.

New Dashboard Mobile

Dashboard gives owners and fleet managers near-real-time visibility into what's happening across their jobsites — without waiting for manual updates, spreadsheets or scattered reports. It turns field data into clear progress tracking, production insights and accurate quantities to make faster decisions. With a visual 3D view of the site, teams can quickly understand what's been completed, identify issues earlier and simplify billing and proof of work. Customers can even see what's

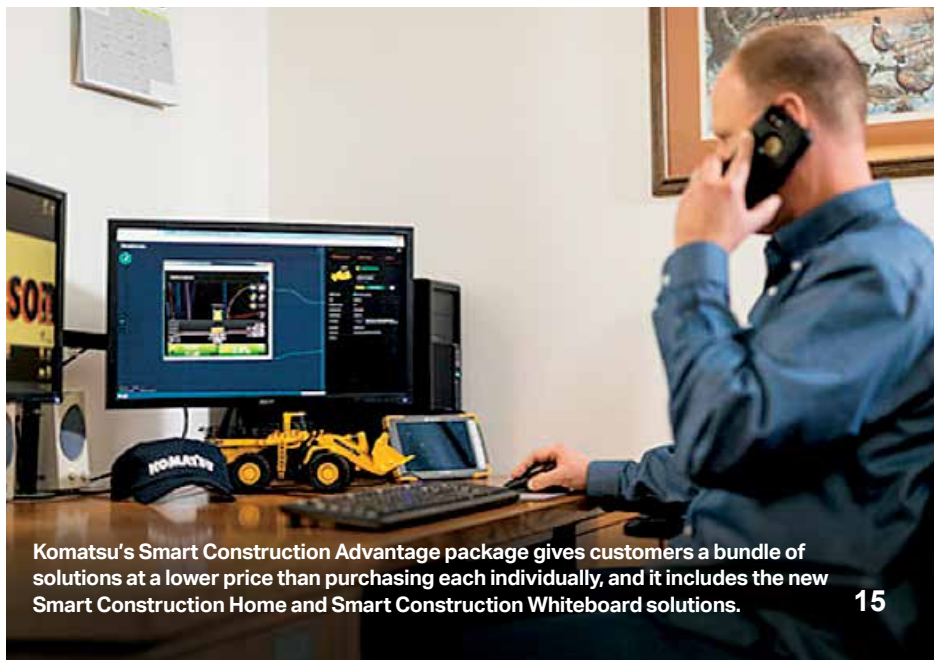
been completed by their IMC and 3D Machine Guidance machines every hour. Smart Construction Dashboard helps reduce the time, uncertainty and day-to-day hassles that slow projects down.

Komatsu is also extending access to the software's insights with its new **Smart Construction Dashboard Mobile**, a companion app that brings key project information out of the office. Users can view cut-and-fill and stockpile volumes, perform in-field line and area measurements, and more. It's an add-on to existing Smart Construction Dashboard subscriptions, for an additional fee.

"There's a big difference between guessing where a job stands and actually knowing."

*- Jason Anetsberger,
Senior Director,
Customer Solutions,
Komatsu*

"There's a big difference between guessing where a job stands and actually knowing," said Jason Anetsberger, Senior Director, Customer Solutions, Komatsu. "When teams can see current site conditions and production data, they can plan the next day better, answer customer questions faster and avoid surprises. We're focused on making that information simple to capture, easy to understand and available when crews need it." ■



Komatsu's Smart Construction Advantage package gives customers a bundle of solutions at a lower price than purchasing each individually, and it includes the new Smart Construction Home and Smart Construction Whiteboard solutions.

A clear picture of your projects

Komatsu's cloud-based 3D Smart Construction Dashboard helps contractors turn jobsite data into daily action

Komatsu's Smart Construction Dashboard is giving contractors a clear picture of their projects by merging 3D design files, aerial mapping and intelligent machine control data into a single, easy-to-use solution. Designed for daily use by operations teams, Smart Construction Dashboard offers near-real-time visibility into jobsite conditions, supporting efficient decision-making and accurate project control.

At its core, Smart Construction Dashboard helps contractors understand where they are today, so they can make informed decisions about where they want to be tomorrow. By combining multiple 3D data streams, users can confirm quantities, monitor progress, and reduce the guesswork that can surround earthwork and site development.

Features and benefits include:

- **Real-time, integrated 3D jobsite view**
The dashboard combines 3D design data, drone mapping and machine as-built

information, allowing users to spin, rotate and manipulate a model of the entire site. No specialized hardware or software is required, and collaborators can log in from anywhere.

- **Fast and accurate quantity calculations**
Whether verifying a pre-bid topo map or evaluating daily production, the system is designed to make volumetric measurements simple. Users can outline a stockpile with a few clicks to quickly calculate volume, density/mass or assigned value. Cut/fill calculations are equally fast, with options to compare the initial survey versus the design, today versus the design or any day in between.
- **Color-coded cut/fill visualizations**
Smart Construction Dashboard automatically generates industry-standard color maps to highlight material movement. These grids can be downloaded, emailed or printed, helping teams communicate progress and provide documentation for reporting or change orders.
- **Timeline-based project progress tracking**
A playback feature lets teams review jobsite development through time, using whole-site views, cross-sections and measurement snapshots. With drone data layered in, progress becomes visually obvious and simple to confirm.
- **Enhanced documentation and accountability**
High-resolution aerial data captured throughout the project helps contractors document site conditions, support change order requests and maintain complete records for clients and stakeholders.
- **Advanced site management**
The 3D viewer, fed by drone and machine data, gives project managers a complete view of the jobsite. This helps teams identify issues early, coordinate effectively and maintain tight control over daily operations.

The platform is backed by Komatsu-trained Smart Construction and Technology Solution Experts who offer coaching before, during and after deployment. Support includes operator training and guidance to help project managers navigate digital transformation. ■



Komatsu's Smart Construction Dashboard helps users confirm quantities, monitor progress, and reduce the guesswork that can surround earthwork and site development.

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Smart alignment features take center stage

Both next-generation PC220LC-12 and PC220LCi-12 excavators deliver comfort, control and automation, while the latter features even more advanced technology

Komatsu's new PC220LCi-12 excavator, with the latest intelligent machine control update (IMC 3.0), introduces two significant technological features designed to help operators work more efficiently: swing-to-line and travel-along-line. These features build on Komatsu's growing lineup of intelligent automation, offering refined machine movement that supports accuracy, consistency and reduced operator effort on trenching-focused jobs.

Swing-to-line is selectable by tapping a polyline and marking it as a checkable option. Once activated, the machine automatically restricts unnecessary overswing when returning to the trench after dumping, ensuring the upper structure stays aligned with the intended cut. Operators benefit from smoother, more predictable cycle movements and better trench-to-dump workflow rhythm.

Travel-along-line, also enabled by selecting a polyline as a checkable option, helps the excavator maintain a square position to the center of the trench line as it advances. By minimizing the need for constant micro-repositioning, this background function helps operators stay on the line, improve trench continuity and reduce time lost to realignment.

These new capabilities build on an already-advanced technology base of the companion model without IMC 3.0, the PC220LC-12. Even without the addition of intelligent machine control, the PC220LC-12 includes some powerful integrated baseline smart tools: 2D machine control, 2D boundary control and payload monitoring.

But for operations looking to level up on cutting-edge technology that helps good operators do a great job, the PC220LCi-12 adds the IMC 3.0 platform for advanced automation. Features such as auto grade assist, bucket angle hold, compaction control, minimum distance control, auto swing, advanced payload monitoring and industry-first integrated 3D boundary control help operators work more precisely and productively across the full jobsite. Auto swing and travel stop functionality is another notable factory-installed feature — another industry first for excavators.

Added comfort and exceptional performance

Comfort and performance remain core strengths of both models. The redesigned cab provides

28% more space, 30% more legroom, significantly improved visibility, reduced noise and vibration, and a high-quality heated air-suspension seat. An 8-inch HD monitor gives operators easy access to machine data and customization settings.

A new electronically controlled hydraulic system paired with a high-output engine delivers tangible performance gains. Compared to the previous Komatsu PC210LC-11, operations can benefit from up to:

- 8% greater digging force
- 7% more lift capacity
- 20% lower fuel costs
- 18% higher workload productivity with a new P plus mode

Komatsu also prioritized safety and operator assurance. Features such as rollover avoidance, KomVision 360-degree camera coverage, object detection, automatic deceleration controls and seat belt reminders promote zero harm. Maintenance is streamlined with ground-level service points and longer replacement intervals, helping reduce costs by up to 20%.

For contractors seeking machines that enhance operator capability, reduce fatigue and deliver smarter, more consistent trenching performance, both next-generation excavators represent a major step forward. And, with the introduction of swing-to-line and travel-along-line on the PC220LCi-12 with IMC 3.0, this more advanced excavator levels up intelligent automation in practical, productivity-driven ways that support operators shift after shift. ■

**All percentage claims are based on a comparison to the previous PC210LC-11 model. Reductions in maintenance costs are due to longer replacement intervals for hydraulic oil and oil filters and longer cleaning intervals for the particulate filter.*



Komatsu's PC220LCi-12 intelligent machine control (IMC) 3.0 excavator now features swing-to-line and travel-along-line functions that help operators work more efficiently.



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Delivering more tons per cycle

Komatsu HM460-6 elevates articulated truck performance with engineering designed for increased traction, power and payload

For contractors working in quarries, construction sites and large-scale earthmoving operations, the ability to move material efficiently across soft, uneven or unpredictable terrain can have a major impact on productivity. Komatsu's new HM460-6 articulated haul truck is a next-generation articulated dump truck engineered to help contractors move more material with greater consistency, even in challenging ground conditions.

Designed around a new high-output powertrain, an advanced traction control system and a redesigned operator environment, the HM460-6 reflects direct customer input on performance, efficiency and control in demanding applications. With a higher-rated payload and improved fuel efficiency compared to the Komatsu HM400-5 (which this new model replaces), the truck is designed to deliver a lower cost per ton while maintaining stable, predictable operation throughout the haul cycle.

The truck's increased rated payload capacity of up to 46.3 tons (compared to the 44.2-ton capacity of the HM400-5) also allows more material to be hauled in each cycle — further boosting productivity and increasing the total volume of material that can be hauled over a

period of time. This has positive impacts across the truck's total cost of ownership and the hourly cost of moving material.

"We didn't just increase the payload and call it done," said Bruce Boebel, Director, Products and Service, Komatsu. "The entire machine was engineered as a system — reducing the truck's weight; adding a high-torque engine, a nine-speed transmission and locking axles; and pairing it with system hydro-pneumatic suspension. When all those elements work together, you get a more nimble truck, faster cycle times and higher overall productivity."

Powered by a new engine

At the core of the HM460-6 is the new proprietary Komatsu DBA127 engine equipped with a two-stage turbocharger system. The engine delivers 518 gross horsepower at 1,700 rpm, providing increased torque at lower engine speeds to support strong acceleration, improved hill-climb capability and efficient power delivery under load. It also eliminates the complexity of an exhaust gas recirculation (EGR) system through a simplified design, uses less fuel and helps extend service intervals, lowering the total cost of ownership. Paired with a new nine-speed Komatsu transmission and intelligent gear control, the powertrain is designed to balance

Continued ...



An increased rated payload capacity of up to 46.3 tons (compared to the 44.2-ton capacity of the Komatsu HM400-5) allows for the Komatsu HM460-6 articulated truck to haul more material each cycle.

'Delivering confident performance in real-world conditions'

... continued

performance and fuel efficiency across a wide range of conditions.

The DBA127 engine's two-stage turbocharger system is designed to deliver efficient boost across a wide operating range, supporting strong low-speed torque while maintaining consistent performance at higher speeds. An electronically controlled bypass valve helps manage boost pressure, contributing to durability and smooth engine response. The engine meets U.S. EPA Tier 4 Final emissions standards and is designed with extended maintenance intervals to help reduce downtime.

"The goal with the new powertrain was to improve performance while also lowering operating costs," Boebel stated. "By pairing the new DBA127 engine with a nine-speed transmission and reducing the truck's overall weight by about 6,600 pounds, we were able to increase production while lowering fuel consumption by up to 12% — which is a meaningful improvement for customers focused on lowering their total cost of ownership."

Designed to maintain traction

Traction performance is a central focus of the HM460-6's design. The Komatsu Traction Control System continuously monitors wheel speed and slip, automatically applying brake force to individual wheels when traction loss

is detected. This system works in conjunction with an inter-axle differential lock and a manually activated cross-axle differential lock, providing operators with multiple layers of traction assistance based on ground conditions. Together, these systems are designed to help reduce tire spin to extend tire life, limit material spillage and support steady travel on grades or soft surfaces. Combined with a hydro-pneumatic suspension system engineered to balance ride comfort and stability, the HM460-6 is designed for reliable hauling across the toughest terrain.

Improved awareness

A redesigned cab focuses on visibility, ergonomics and operator comfort. A four-pillar cab design increases glass area by 16% and reduces blind spots by 43% compared to the HM400-5, helping to improve awareness during loading, hauling and dumping. Control layouts were revised to group high-use functions within easy reach, and a high-resolution 8-inch machine monitor paired with a 10-inch sub-monitor provides access to payload data, machine information and rearview camera feeds.

Standard operator-assist features include cruise control and automatic retard speed control to help maintain consistent downhill speeds, as well as hill start assist, which helps prevent rollback on steep grades. A rollover prevention system monitors vehicle speed and rear frame angle, providing alerts and limiting machine functions when thresholds are approached. New brake inspection guidance helps operators assess brake status.

Maintenance access is also addressed in the HM460-6 design. A powered tilting engine hood, ground-level service points and extended service intervals are intended to help reduce downtime and simplify routine inspections and scheduled maintenance. The truck is equipped with telematics data-monitoring technology that enables fleet managers to access machine health and operating data, helping improve utilization and planning and supporting proactive maintenance.

"In engineering the HM460-6, the focus is on delivering confident performance in real-world conditions where traction, torque and control make the difference — with extra payload," said Boebel. "The new DBA127 engine and advanced traction systems were designed to help operators stay productive on challenging and versatile terrain, while the redesigned cab and service features reflect how closely we listened to customer feedback." ■

Quick specs

Model	Gross horsepower	Operating weight	Capacity
HM460-6	518 HP at 1,700 rpm	165,126 lbs.	46.3 tons



Komatsu's new HM460-6 articulated truck features an innovative traction system and a new Komatsu DBA127 engine designed to deliver exceptional power, torque and fuel efficiency.

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Building the future while honoring the past

Komatsu CEO Rod Bull says focusing on technology, collaboration and people is helping the company shape what comes next for heavy industry



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

**Rod Bull,
CEO,
Komatsu North America**

Rod Bull serves as Chief Executive Officer of Komatsu North America, the company's largest global region, overseeing construction, mining, forestry, forklifts and digital solutions. With more than 25 years in the heavy equipment industry, Bull brings deep expertise in manufacturing operations, field leadership and global customer engagement.

Raised around equipment in central Illinois, Bull's roots in the industry run deep. He worked for his family's tree removal business as a teenager, gaining hands-on experience that shaped his appreciation for machinery and hard work. After earning a bachelor's degree from Eastern Illinois University and later an MBA from the University of Illinois Springfield, he began his career as a pricing analyst in the heavy equipment sector, building a strong foundation in dealer relations and customer-focused problem-solving.

"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter," said Bull. "There is no question that for them to win a bid or secure a project, they have to have the right partners, and we believe Komatsu is that. We have an opportunity to add real value to their businesses."

Bull has held a series of senior leadership roles across parts marketing, regional mining operations, manufacturing and field operations since joining Komatsu in 2011. Following Komatsu's acquisition of Joy Global in 2017, he led loader manufacturing in Texas, then oversaw operations in the mining, construction, forestry and technology fields before being named CEO in 2025. He also completed the Advanced Management Program at The Wharton School.

"I've been very blessed to be surrounded by great people who gave me opportunities to learn different parts of the business," Bull commented.

Bull is known for his strong belief in customer centricity, workforce development and collaboration across the industry. Outside of work, he is married to his high school sweetheart, Gina, and they have three children. He enjoys reading, spending time with his family and staying connected to the field side of the business — where his passion for the industry first began.

Question: How does innovation and technology shape Komatsu's strategy today?

Answer: Innovation starts with a simple question: What problem is the customer trying to solve? Technology is not pursued for its own sake but as a way to make work safer, more productive and more sustainable. Historically, Komatsu has been known for quality and reliability, and that foundation remains unchanged. What is evolving is how technology is developed and deployed.

"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter."

— Rod Bull,
CEO,
Komatsu North America

The organization is investing heavily in advanced automation, electrification and digital platforms, while also partnering with technology leaders outside traditional heavy industry. These partnerships allow the company to move faster, learn from adjacent industries and bring proven solutions into mining, construction and forestry. A key focus is autonomous equipment — haulage, loading and dozing — designed to help customers address labor shortages, rising costs and productivity constraints.

Equally important is how technology is developed. By adopting strategic development and testing cycles, the company aims to sustain long-term leadership rather than short-term advantage. Innovation is viewed as an ecosystem — internal expertise combined with external partners, all aligned around customer outcomes.

Question: What does a customer-first approach look like in practice?

Answer: Customer focus is deeply embedded in the culture. It begins with spending time where the work happens — a concept known as *gemba* — on jobsites, in shops and in production facilities. This philosophy ensures that strategies and products are grounded in real-world conditions rather than assumptions.



Komatsu's PC365LC-11 excavator with electric work equipment technology and intelligent machine control (IMC) dozers are part of Komatsu's commitment to improving production, efficiency and sustainability.

A significant portion of new product development is driven directly by customer feedback. Engineers and product teams observe operations firsthand, test solutions in the field and refine designs based on real use. This continuous feedback loop helps ensure that equipment, technology and services deliver measurable value.

Customer focus also extends beyond the machine itself. Service, parts availability and technical support are viewed as critical components of the value proposition. The goal is to allow customers to focus on their projects while relying on a trusted partner to support the full life cycle of their equipment.

Question: How does Komatsu differentiate itself as a market leader?

Answer: Market leadership is built on three pillars: quality, safety and accessibility. Quality and reliability define the products, while safety guides how they are designed, built and supported.

Safety is a shared responsibility that starts with strong leadership and extends across every team member of the organization. We work hard to keep leaders and stakeholders connected, aligned and focused on our ultimate goal of zero harm. Our top priority is to help ensure everyone returns home healthy and safe to their family each day. Another key differentiator is accessibility. Customers and dealers can reach deep into

the organization, including engineering and manufacturing teams, to resolve challenges quickly. This openness creates trust and accelerates problem-solving.

Market leadership is also reinforced through strong dealer partnerships and a growing brand presence. Rather than relying on aggressive marketing, the company focuses on consistency — delivering the same high standard of experience across products, services and regions. This approach strengthens long-term relationships and reinforces credibility in the marketplace.

"Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle."

*— Rod Bull,
CEO,
Komatsu North America*

Question: What has driven Komatsu's growth?

Answer: Growth is driven by a holistic view of value. Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle. Service contracts, rebuild programs, parts support and digital tools all play a role in reducing the total cost of ownership for customers while creating sustainable revenue streams.

'Komatsu is focused on balancing heritage with momentum'

... continued

Significant investments in infrastructure support this strategy. Modern manufacturing plants, rebuild centers and distribution facilities enable faster response times and higher-quality service. These investments also support export growth, positioning North America as a critical hub for production and innovation within the global organization.

Workforce development is another growth driver. Komatsu is expanding training programs, partnerships with schools and trade organizations, and flexible learning platforms to attract and develop the next generation of technicians and operators. Addressing labor shortages is not just a workforce issue — it is essential to supporting customer growth as well.

Question: How does Komatsu view the industry's future as it celebrates more than a century of notable achievements?

Answer: The future is collaborative. The challenges facing heavy industry — labor availability, sustainability, cost pressures and regulation — cannot be solved by individual companies acting alone. Komatsu sees its role as part of a broader community that includes customers, dealers, competitors, technology partners and industry associations.

Technology will continue to play a central role, particularly in automation, electrification and data-driven operations. At the same time, sustainability will extend beyond emissions to include processes, supply chains and long-term workforce health.

Nothing is more important than keeping safety at the center of how we operate, and that's a commitment I work to reinforce every day. As we look ahead to the next 100 years, safety will remain at the forefront of everything we do. It is fundamental to our culture, embedded in the way we operate and essential to how we grow and plan for the future.

That unwavering commitment not only defines how we work today but also reflects the values that have shaped Komatsu. With more than a century of history, Komatsu is focused on balancing heritage with momentum. Its origins were rooted in protecting livelihoods and creating value through skilled work, and that philosophy continues to guide decisions today. By investing in people, embracing partnerships and staying relentlessly customer-focused, the organization believes it is well positioned to lead the industry forward — responsibly, collaboratively and with ambition for the long term. ■



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Ready for the challenge

TEC field technician Cody Leggett puts his troubleshooting skills to the test at Komatsu's Advanced Technician Competition



Cody Leggett,
Field Technician,
TEC



Discover more at
TECTractorTimes.com

Cody Leggett did not start his career expecting to work on heavy equipment, but one service truck changed his direction.

"I grew up working on trucks with my dad, then carried that experience into a career because I felt comfortable doing it," Leggett recalled. "Eventually, I decided I was ready for a change of scenery, and that's when I saw a TEC service truck pull into our yard to work on a Komatsu loader. I thought it looked like a cool job, so I made the change to work on heavy equipment, and I've enjoyed it ever since."

Leggett joined Tractor & Equipment Company's Kennesaw, Ga., branch in 2019 and began in the shop. After six months, he moved into field service, a role that fits his personality and his approach to problem-solving.

Competing in ATC

Based on his experience working on equipment in the field, Leggett was nominated to compete in Komatsu's Advanced Technician Competition (ATC) in Cartersville, Ga. The competition brings in Komatsu dealer technicians from across the country to face timed troubleshooting and inspection stations on real-world scenarios involving Komatsu machines such as the new PC220LCi-12 intelligent machine control (IMC) 3.0 excavator and D71PXi-24 IMC 2.0 dozer.

"The PC220 was definitely the most challenging," Leggett commented. "It's a great machine, but they haven't been around long enough to have any problems. You throw in

something new that nobody's seen, and that kind of puts a curveball in it."

For Leggett, the competition reinforced how important training and resources are for dealer technicians. He credits TEC's trainers for keeping technicians prepared and helping them get into classes when they need to learn more about a machine or system.

"We have four of the best trainers and access to the resources we need," Leggett declared. "That support is a big advantage for dealer technicians and helped me feel prepared not only for ATC, but for what I do day to day."

While Leggett felt prepared for the knowledge portion of the competition, completing the work with a running clock played a larger factor than he expected.

"Put your heart into it, and practice somewhere before you get here," Leggett advised. "Even if you think you're pretty good, the time factor is what really hits you. Set yourself a limit, have somebody practice with you, and learn how to work through that pressure."

"There's a feeling of success when you get the machine up and going."

- Cody Leggett,
Field Technician,
TEC

Rewarding work

Outside the competition, Leggett said the best part of field service is getting a machine running and seeing the customer's reaction. That is especially true when the problem looks major but turns out to be something he can solve quickly.

"There's a feeling of success when you get the machine up and going — especially when a customer thinks they have an awful, terrible problem, and you roll up, and 10 minutes into it you've got it figured out," Leggett shared. "They're ecstatic, and that's one of the most enjoyable parts of my job."

Leggett still sees many years ahead in the field, but he is open to future opportunities as a service manager or trainer. For now, he enjoys the variety of working on a range of equipment, meeting different people and supporting customers when they need TEC most. ■

TEC field technician Cody Leggett diagnoses a Komatsu D71PXi-24 intelligent machine control (IMC) dozer during a timed station at Komatsu's Advanced Technician Competition.

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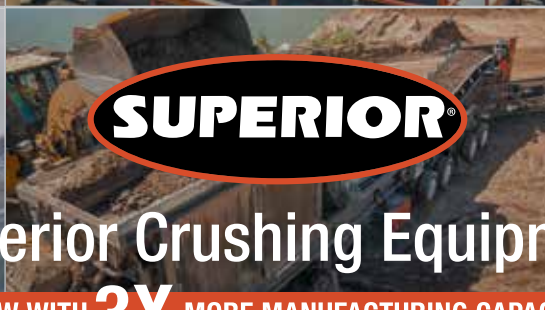
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Cutting-edge technology for quarry operations

Komatsu and Pronto team up to bring scalable autonomous haulage to quarry operations of various sizes across North America

Komatsu and off-road autonomy pioneer Pronto are collaborating to deploy Pronto's autonomous haulage technologies to quarry operations in North America. The partnership centers on the launch of Komatsu Smart Quarry Autonomous, which integrates Pronto's autonomy technologies into quarry-sized haul trucks and ties into Komatsu's Smart Quarry solutions. This alliance further positions both companies as leaders in transforming the quarry industry through cutting-edge autonomous technologies.

"This collaboration with Pronto accelerates our vision of smart, automated quarry operations."

*— Jason Anetsberger,
Senior Director for Customer Solutions,
Komatsu*

The new OEM-agnostic solution will allow quarry operations to retrofit existing Komatsu vehicles or purchase new trucks equipped with Pronto's self-driving system, enabling 24/7 operation with minimal human intervention. The result is a step-change in operations: promoting safety by removing drivers from the immediate quarry environment, facilitating consistent cycle times with better fuel

efficiency and providing data-driven insights via the Smart Quarry platform designed to optimize the overall operation of quarries.

"This collaboration with Pronto accelerates our vision of smart, automated quarry operations," said Jason Anetsberger, Komatsu's Senior Director for Customer Solutions. "We have decades of experience with autonomous haulage in large-scale mining. Now, we're bringing that expertise to quarries of all sizes."

Unprecedented insight

Pronto's autonomous technologies utilize advanced artificial intelligence and an array of rugged sensors to perceive the environment and navigate haul roads. This streamlined approach is designed to significantly lower the cost and complexity of deploying autonomy for quarries of various sizes. Combined with Komatsu's Smart Quarry Site fleet management and analytics suite, operators will be equipped with an unprecedented level of insight and real-time control over their operations.

"Partnering with an industry leader like Komatsu is about more than technology; it's about accelerating the future of heavy industry," said Anthony Levandowski, CEO of Pronto. ■





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