

TRACTOR TIMES

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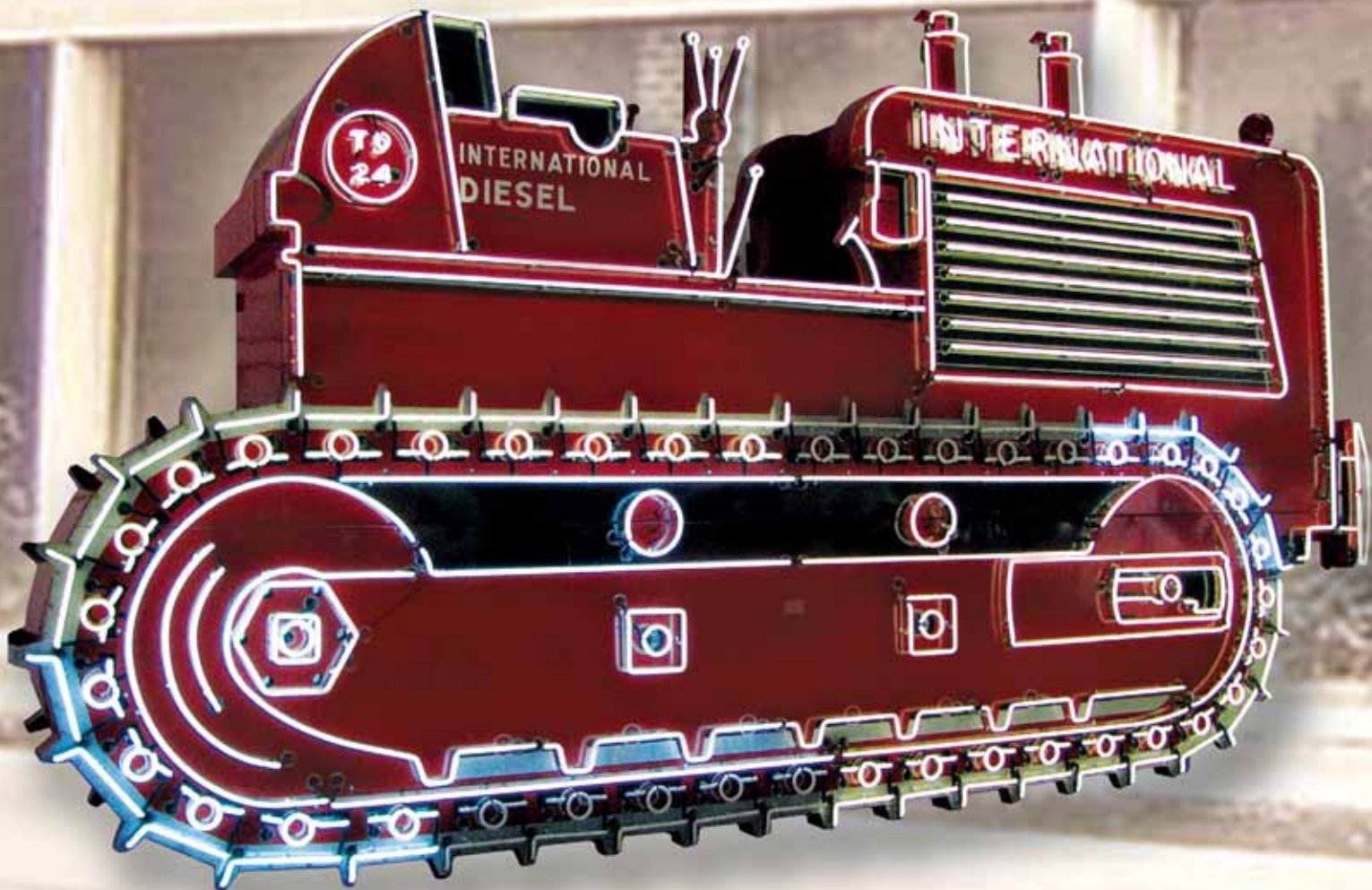


Seventy
YEARS OF SERVICE

70th ANNIVERSARY

1943 • 2013

A publication for and about Tractor &
Equipment Company customers



*TEC Showcases memorabilia
at 70th anniversary event*

See article inside . . .

A MESSAGE FROM THE PRESIDENT



Dan Stracener

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to assess
your fleet**



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Dear Valued Customer:

As the construction season and the weather heat up, we share a common goal with our customers — to help you keep your owning and operating costs low so you keep more of your hard-earned dollars. One way we do that is by providing top-of-line products and outstanding support.

We offer cost-effective solutions to meet your equipment maintenance needs, including scheduling downtime after hours and at your location. Our technicians are trained to do the work efficiently to maximize uptime. Staying on top of scheduled preventive maintenance will keep your machinery running longer and more productively.

Our technicians are also skilled at spotting items that may potentially lead to catastrophic failures. We can help you address those before they lead to more costly repairs down the road.

If you believe new equipment is in order, we carry top-of-line products from leading manufacturers, including Komatsu. In this issue of your *TEC Tractor Times* we highlight some of those products, and, of course, if you purchase a new Tier 4 Interim Komatsu machine, we'll provide complimentary factory-scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE. We'll also track your equipment through KOMTRAX and contact you to schedule these services at a convenient time, using genuine Komatsu fluids and parts.

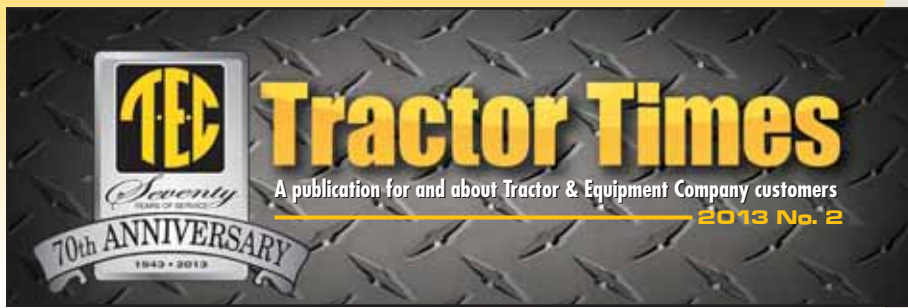
If you choose to do repairs yourself, we have a large parts inventory on hand. Call and tell our parts department what you need, and we'll have it ready for you to pick up or we'll ship to your location.

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

Sincerely,



Dan Stracener
President



IN THIS ISSUE

MILESTONES

Check out TEC's 70th anniversary event at it's Birmingham facility, where the company honored retirees and former staffers and displayed memorabilia.

PITTMAN CONSTRUCTION COMPANY

Read about one of the Atlanta-area's leading road builders and its long, proud, accomplished history.

INDUSTRY TRIBUTE

Recognized for a lifetime of industry contributions, Jim W. Waitzman Jr. enters ARBA Hall of Fame.

GUEST OPINION

Stephen E. Sandherr, CEO of the Associated General Contractors of America, explains why a long-term strategy is needed for infrastructure improvement.

100TH ANNIVERSARY

Learn about the Lincoln Highway, the nation's first cross-country auto route, as it reaches its century mark.

INDUSTRY NEWS

Find out how more fuel-efficient vehicles are affecting transportation revenues.

NEW PRODUCTS

See how Komatsu's versatile new WA270-7 and WA320-7 wheel loaders provide the benefits of two machines in one.

FORESTRY NEWS

Check out the new PC390LL-10 log loader from Komatsu Forest, designed to make a tough business a little easier. news briefs.

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MILESTONES

TEC CELEBRATION HONORS RETIREES

Birmingham facility hosts former staffers, guests at TEC's 70th anniversary event



(L-R standing) Jim Waitzman Jr., Bill Roberts, Dan Stracener and (seated) Jim Waitzman represent three eras of TEC CEOs.



(L-R) Retired VP/Birmingham Sales Manager Tom Studeman, current VP/Regional Sales Manager - Alabama Brett Bussman and retired VP/Regional Sales Manager - Alabama Lenn Morris attended TEC's 70th anniversary event.

As a part of its year-long 70th anniversary celebration, Tractor & Equipment Company invited its retired employees from all branches for a luncheon at the company's Birmingham, Al., headquarters facility on May 20. The event was held to honor the hard work and dedication of those who retired and were huge contributors to the company's success. More than 20 retirees joined current TEC staff, manufacturer representatives and others to take a stroll down memory lane. Retirees and guests from all over the Southeast turned out for the event.

A huge event tent was set up at the rear of TEC's corporate facility where TEC provided refreshments and the opportunity to view a vast array of memorabilia from the company's 70 years in business. Golf carts were available for those who wanted to take tours of TEC's Birmingham headquarters campus and take a look at how the operation has grown and evolved through the years.

As the retiree party concluded, everyone enjoyed a piece of 70th anniversary cake and received parting gifts.

Special attractions

Parked under the big tent was a special attraction — a 70-year-old 1943 International T6 dozer that was impeccably restored in 1999 by retiree Ollis Stracener and other staff members. "TEC sold this machine with a winch on it to a logger in Double Springs, Alabama," said TEC CEO Dan Stracener. "A friend of mine bought it and kept it for a long time, and it eventually ended up in the woods. So he gave it to me (the winch had long since been removed), and we decided to restore it, which took about six months."



Retired TEC employees honored during the 70th anniversary event included: (front row, L-R) Cotton Hazelrig, Earl Hayes, Ollis Stracener, Bill Roberts, Fred Campbell, Nolan Dorning, Tom Studeman, Mike Hall, (second row, L-R) Charlie Shoop, Marlin Harrell, Albert Estes, Jim Waitzman Jr., Sam Thomason, Mike Holleman, (back row, L-R) Lenn Morris, Tommy Howle, Jack Hamby, Dean Weams, Chris Beck and Dave Hawker.

The 1943 T6 became a TEC showpiece and a reminder of what machines looked like in the first year of business at Tractor & Equipment Company. "The tractor was displayed at all locations of Tractor & Equipment Company at one time or another," Stracener noted.

The centerpiece of all the displays was a mammoth-size, neon-tube International sign that has been in restoration for seven months at TEC. The sign measures approximately 20 feet by 14 feet, with all-new, hand-blown neon tubes. Originally from North Carolina Equipment Company, the sign was in rough shape when TEC purchased it. It went straight into restoration at the TEC shop in Birmingham and is about 90-percent completed. North Carolina Equipment Company had two of these unique signs built for them in 1947; this one came from its Greensboro, N.C. branch.

Tim Tipton, TEC Vice President of Product Support Marketing, spearheaded the restoration project. He estimated between

Continued . . .



Gathered in front of the restored International Tractor sign are (L-R) Cotton Hazelrig, retired VP; Mike Copeland, VP/General Sales Manager - Georgia; Jim Waitzman Jr., retired CEO; Lenn Morris, retired VP/Regional Sales Manager - Alabama; Brett Bussman, VP/Regional Sales Manager - Alabama; and Hugh Stith, VP/Regional Sales Manager - Georgia.

Three of the TEC staff who worked to restore the vintage International sign are (L-R) Steve Faulkner, Tim Tipton and Todd Phillips.



Memorabilia showcased at TEC anniversary event

... continued

800 and 1,000 man hours have been poured into the steel and porcelain sign so far. "The original sign was covered over in yellow paint, which we stripped away and took down to the original porcelain finish. The interior steel frame that holds the sign together required extensive refabricating and rewelding. We

paid careful attention to maintaining as much of the original sign substructure as possible."

Tipton went on to say that Tate McNees in the TEC aftermarket department was a big help on the project. "If it weren't for Tate, this wouldn't have happened. He was responsible for outsourcing the hard-to-find componentry for the restoration and lining up the new neon tubing, as well as powder coating and painting. He also worked with a tin fabricator to design each piece that needed replacement and ensure they exactly matched the original sign. He located old replacement glass and other parts, and made sure the wiring was the same as the original and the animations were correctly done."

Tipton also gave accolades to welders Steve Faulkner and Todd Phillips. "Those two gentlemen stayed on this project for several months and put a great deal of welding and engineering work into this restoration. There were so many aspects to this project, but we had a great time doing it. Next year, we plan on completing it and lighting the other side." ■



Looking over some TEC memorabilia collected during the last 70 years are (L-R) Ollis Stracener, retired VP/General Service Manager; Larry Foltz, Komatsu District Sales Manager; and Tommy Howle, retired Sales Manager - Anniston.



Ollis Stracener was responsible for restoring this 1943 International T6 dozer, a machine TEC sold 70 years ago and that eventually came back to the company as a restoration project in 1999.

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A SALUTE TO A CUSTOMER



PITTMAN CONSTRUCTION COMPANY

One of the Atlanta-area's leading road builders has a long, proud, accomplished history



Louie Pittman Jr.
Chairman



Arnie Pittman,
President

When it comes to Atlanta construction companies, few, if any, have the history of Pittman Construction. The original patriarch of the family, Frank Pittman, started building residential structures in the city in 1884 — just 20 years after the burning of Atlanta in the Civil War.

Through the early 20th century, Frank Pittman took on increasingly larger building projects, including construction of Peachtree Christian Church, which remains a landmark Atlanta structure to this day. The company officially became Pittman Construction in 1916, and was the first to lay concrete pavement in the city.

The company's second generation, consisting of Frank Pittman's five sons, took over in 1920. Under the direction of Louie Pittman, road building/highway construction became the company's specialty. At first, it built brick and cobblestone roads but eventually, concrete paving became the preferred surface, and Pittman Construction was at the forefront of that movement.

A fourth-generation family company, Pittman Construction has a large fleet of mostly Komatsu equipment, including this D65EX-17 dozer, and is one of Georgia's leading road and highway builders.

▶ VIDEO



In 1956, the brothers retired and the Pittman name briefly disappeared from the Atlanta construction scene until Louie Jr., grandson of the founder, joined forces with his uncle Oscar to start Pittman Curb & Gutter Company in 1958. Three years later, they reestablished their firm as Pittman Construction and began adding services such as grading and drainage. In 1970, the company won its first Georgia DOT award as a prime contractor. In 1980, it added asphalt paving to its list of services.

Today, Louie Jr. is Chairman of Pittman Construction and his son, Arnie, the fourth generation, is President. The company employs more than 200 people, runs projects ranging up to \$75 million or more, and remains one of Georgia's leading road and highway builders. It has been involved with most, if not all, of the major arteries in and around Atlanta including I-75, I-85, I-20 and I-285, as well as other big jobs like Bobby Jones Parkway in Augusta. Although the company still does concrete work, including paving, most of its paving projects today are asphalt. The company also owns six asphalt plants, most of them along I-20, east of Atlanta.

"I'm extremely proud of our family's history with the Atlanta construction industry," said Louie Jr. "You don't find many fourth-generation family businesses still going strong. I credit my grandfather for starting it and my father and his brothers for building it. I guess I helped build it back up, but I believe my son Arnie, who took over for me in 2003, has really taken it, run with it and made it what it is today. When I look back, there's a lot to hang our hat on. It hasn't always been easy, but I'm very pleased with our legacy."

Jobs large or small

The vast majority of Pittman Construction's work is with cities, counties and the state of



▶ VIDEO

A Pittman Construction Company operator uses the company's Komatsu PC400LC-7 excavator to load a Komatsu HM300-2 haul truck at its Covington, Ga., airport job.

Georgia. The company can do any and all aspects of a road job.

"We excavate and grade, lay pipe and do both asphalt and concrete paving," said Louie Jr. "We can handle very large jobs but we'll also take on small jobs. For road projects, we can work as a prime contractor and perform virtually everything in-house with Pittman personnel, or we can work as a sub and do any part of the project."

Pittman Construction relies heavily on many longtime, valued employees. Among them are Chief Estimator Phillip Thompson, Estimator Jim Bronaugh, Controller Jim Mann, Equipment Supervisor Michael Ardiff, Grading Superintendent Tommy Shockley, Asphalt Operations Manager Mike Davis and Concrete Foreman Rick Payne. Bruce Raynor handles traffic control and Andy Long does erosion control. Jane Kinnett and Louie's daughter Jenny Cantrell are among an office staff that keeps things running smoothly.

"We have really good people, many of whom have been here 20 to 30 years, and some longer than that," said Louie. "We also have great operators and field supervision, which is crucial, because that's where the money is really made. I also owe a great deal to my wife, Carolyn, who's been a big part of holding the company together all these years."

Through the years, the Pittman family has been active in many industry organizations. Both Arnie and Louie have served terms as President of the Georgia Highway Association, which recently honored Louie with its Lifetime Achievement Award.



A crew at Pittman Construction's Covington, Ga., airport project hauls dirt with two Komatsu HM300-2 haul trucks and grades the site using a Komatsu D65-17 dozer. The company owns more than 30 Komatsu machines.

A winning combination: Komatsu and TEC

Pittman Construction has a large equipment fleet. Much of its heavy machinery consists of Komatsu units it purchased from Tractor & Equipment Company with the help of Sales Rep Mike Potts.

"We probably have 30 to 35 Komatsu pieces," said Equipment Supervisor Michael Ardiff. "We have Komatsu excavators up to a PC400. We're demo'ing a compact PC88 right now, and I think I know what's going to happen. We'll buy it, then every crew will want one. Most of our dozers are D51s and D65s and we have HM300 haul trucks. We use Komatsu WA470 and WA450 wheel loaders to run our asphalt plants.

"The best thing about Komatsu equipment and the reason we have so much of it is its



Go online or scan this QR code using an app on your smart phone to watch video of Pittman Construction machines at work.

www.TECTractorTimes.com

Continued . . .

Family company still going strong at 129 years

... continued



Michael Ardiff,
Equipment
Supervisor

reliability," he noted. "We just don't have many problems with Komatsu. Our philosophy is to buy a new machine, run it as a mainline piece for a number of years, and as it ages, we put it on secondary jobs. We rarely trade anything in. We find a use for our machines until they're pretty much worn out, and for our Komatsus, that's a long time. Bottom line, we get our money's worth from them."

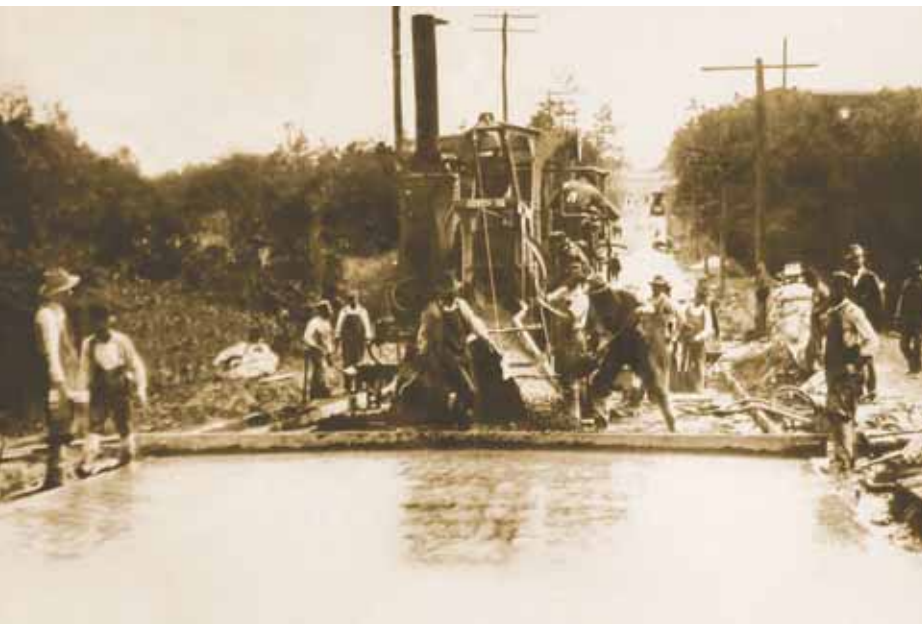
Ardiff says the KOMTRAX machine-monitoring system that Komatsu installs on all of its new equipment is also a big plus.

"I use it to locate machines, to ensure on-time maintenance and to check equipment utilization. It's been a big help in tracking down excessive machine idle time, which has resulted in significant fuel savings. It's a great tool that helps us be more efficient."

In 1884, Frank Pittman (seated, right) began what eventually became Pittman Construction. His sons (standing, L-R) Harold, Oscar, Louie, Marshall and (seated, left) Cecil took over in 1920.



In 1916, Pittman Construction Company was the first to lay concrete pavement in the city of Atlanta. Here, a crew works on Lakewood Avenue.



Pittman Construction has its own shop and four mechanics, but Ardiff says he frequently uses Tractor & Equipment Company for service.

"Dealer support is crucial to us and TEC does an excellent job with parts and service. It's especially helpful when we're working outside of metro Atlanta. For example, we have a big job in Augusta right now. It's cheaper for me to use their technicians in Augusta than send my own guys over there. I also like the fact that although TEC is a large dealership, they treat us like we're important. We're not just a number to TEC, and I appreciate that."

"We've done business with TEC for a long time, back when they were Stith and even before that, when they were Tri-State," said Louie. "I've known Tim Aiken — who's been our Sales Rep and is now TEC Vice President/Regional Sales Manager — and his family for decades. They're good people and they've given us great service through the years. We're very pleased with our relationship with Tractor & Equipment."

Tradition continues

Despite challenges ahead, Louie says he's optimistic about the transportation construction industry and Pittman Construction's place in it.

"In the past, the gas tax funded most road work, but with today's fuel-efficient cars, there's much less money available than there used to be, so alternative funding methods must be found. One thing we know is that Americans aren't going to stop driving anytime soon, which means new roads have to be built and old ones have to be maintained. Because that costs money, one way or another, funding will have to be there. Eventually, there will likely be more toll roads and/or some type of mileage-based user fee.

"As a family business, Pittman Construction has been through many up-and-down cycles during the past 129 years including bubbles, recessions, a depression and two World Wars. Today, challenges remain — both to the general economy and specifically to transportation funding — but I feel good about where we are as a company. My son Arnie has been here full time for 20 years and President the last 10. We've grown considerably under his leadership, and I couldn't be prouder of what he's been able to do to continue the family construction tradition." ■

INDUSTRY TRIBUTE

FORMER TEC CHAIRMAN HONORED

Recognized for a lifetime of industry contributions, Jim W. Waitzman Jr. enters ARBA Hall of Fame

The Alabama Road Builders Association recently inducted six individuals into its Hall of Fame, honoring them for outstanding contributions to the industry. Among them was Tractor & Equipment Company's Jim Waitzman Jr. The induction ceremony and dinner were held April 10 at the Montgomery Country Club.

Jim was born in Birmingham, Ala., in 1946, the same year that his father joined Tractor & Equipment Company. He attended Catholic schools and graduated from Shades Valley High School in 1964. At the University of Virginia, Jim played on the rugby team, was a member of St. Anthony Hall social fraternity and graduated in 1968 with a BA in Economics.

Immediately after college, Jim worked in Chicago for a short period of time for International Harvester before joining the Army as a Second Lieutenant in the Combat Engineers. He qualified as a paratrooper and became an Army Ranger, serving in the Central Highlands of Vietnam during 1969 and 1970.

After the Army, Jim worked for a heavy equipment distributor in San Francisco for two years. He met his wife, Carole, in California. They married in 1972 and moved to Birmingham where Jim joined Tractor & Equipment company. He worked in sales and sales management in Birmingham, Panama City, Montgomery and Mobile. Jim and Carole moved back to Birmingham with their twins, Kam and Jake, so Jim could manage TEC's North Alabama operations.

TEC, ARBA contributions

When his father, Jim W. Waitzman (ARBA Hall of Fame, 2004) retired in 1989, Jim and Bill J. Roberts took over senior management of Tractor & Equipment. During their leadership period, TEC was recognized as the best Komatsu

dealer in the U.S. for several years running, and the company earned the Chairman's Award for Excellence every year that the award was given.

Their keys to success during those years were product support, satisfied customers, fairness and loyal employees. In 2001, Jim led the company to acquire the Komatsu dealership in Georgia, and when he retired, TEC had more than 20 branch operations throughout Alabama, Georgia and the Florida Panhandle. Many in the industry regard Tractor & Equipment Company as one of the the best Komatsu distributorships in the world.

During his years with TEC, Jim was very active with the Alabama road-building community. In the days of Montgomery highway lettings, he was always in town with his many friends in the industry. He served on the board of the Alabama Asphalt Association in 1989. He was active on many ARBA projects and committees, and he proudly served on the ARBA board for 16 years.

Jim's hobbies are tennis, fishing, jogging and travel. ■



James (Jim) W. Waitzman Jr.



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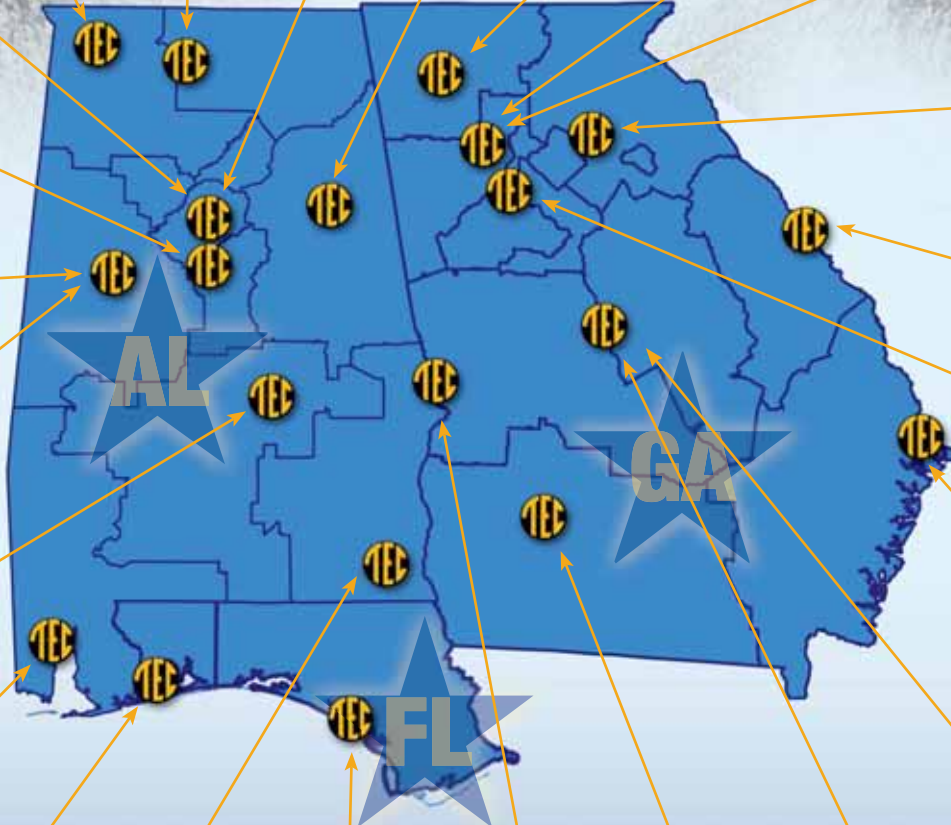
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GUEST OPINION

SEEKING A LONG-TERM STRATEGY

President's transportation plan sheds light on needs for infrastructure investment

President Obama is right to continue to focus on the nation's significant, and growing, infrastructure needs. As he noted in his State of the Union address, the condition of many of the nation's aging bridges, highways, and other essential infrastructure is unacceptably poor.

And he is absolutely right to point out the need to identify sources of revenue for transportation investment, including from the private sector.

We look forward to working with the administration as it acts on the key measures in the President's plan that were already authorized by last year's transportation law and require no additional legislation, including the federal infrastructure loan program known as TIFIA, and cutting the length of regulatory reviews by at least 50 percent.

There is no reason it should take federal officials nearly a decade on average to decide

whether to allow or deny new infrastructure projects, for example.

While we are encouraged by the President's consistent focus on infrastructure, we hope the administration will expend as much energy identifying ways to address the long-term funding challenges that threaten significant cuts in federal transportation investments over the coming years. Instead of just focusing on one-time investments, we need to address an estimated \$76 billion in federal transportation funding shortfalls projected during the next six years.

That is why we will work with congressional leadership and administration officials to craft long-term transportation measures that address funding shortfalls. The ultimate goal must be to craft reliable multi-year legislation that puts us on a path to repairing and expanding the nation's transportation infrastructure so it can continue to support robust economic growth for years to come. ■



Stephen E. Sandherr,
Chief Executive Officer
of the Associated
General Contractors

This article is a response by Stephen E. Sandherr, CEO of the Associated General Contractors of America, to the release of President Obama's Infrastructure Investment Plan.



Stephen E. Sandherr, Chief Executive of the Associated General Contractors says the President's call for more infrastructure investment is good, but he should also focus on long-term solutions to eliminate funding shortfalls.

100TH ANNIVERSARY

MILE MARKER MILESTONES

Lincoln Highway, Federal Highway Program hit century mark

This year marks a milestone in U.S. road transportation history with the 100th anniversary of the Lincoln Highway. Formally dedicated in October of 1913, the Lincoln Highway was not only the nation's first cross-country automobile road, but the first national memorial to President Abraham Lincoln.

The Lincoln Highway became known as "The Main Street of America" as it spanned across the United States, running east to west from Times Square in New York to Lincoln Park in San Francisco. Though its route has been changed numerous times throughout the past 100 years, the Lincoln Highway has passed through more than 700 cities and towns in 14 states. Counting its original route and realignments through the years, the Highway has totaled 5,869 miles.

This year marks the 100th anniversary of the Lincoln Highway, which was the first east-west, cross-country automobile road. It ran from Times Square in New York to Lincoln Park in San Francisco and was an inspiration for the future Interstate highway system.

The century mark of the Lincoln Highway comes just a year after the Federal Highway Program reached its 100th year. It was established in August of 1912 by President William Taft when he signed the Post Office Appropriations Act, creating the first federal-aid post road program. The Act allocated \$500,000 to improve roads for mail delivery, and became a model for the Federal Aid Road Act of 1916, which officially established the federal highway program.

Inspired by the Good Roads Movement of the time, which advocated for better transportation systems than dirt and gravel roads, The Lincoln Highway proved so successful that it in turn inspired other road development. Cities and businesses along the Lincoln Highway saw great economic benefits, leading others to seek new roads in their areas. Subsequent routes included the Yellowstone Trail, the Dixie Highway, Jefferson Highway and Victory Highway.

All became well-known, but probably none more so than the famous Route 66. Immortalized in song by the likes of The Rolling Stones, Chuck Berry and others, and portrayed in a popular television show in the early 1960s, Route 66 has also been dubbed "The Main Street of America" and "Mother Road."

Established in 1926 and covering nearly 2,500 miles from Chicago to Los Angeles, Route 66 passed through Illinois, Missouri, Oklahoma, Texas, New Mexico, Arizona and California. Those along its path also saw economic benefit, even during the Dust Bowl and Great Depression of the 1930s.

Spark for Interstate system

Perhaps the Lincoln Highway's greatest inspiration though was sparking the idea





The nation's Federal Highway Program turned 100 last year, and the U.S. continues to work to rehab, rebuild and construct new roads. Today's annual spending on such projects is near what the entire Interstate system cost to build.

of the nation's Interstate highway system that covers more than 46,000 miles. Not long after the Lincoln Highway was established, a Lt. Col. named Dwight Eisenhower set off west from Washington, D.C., as part of the Army Transcontinental Motor Convoy in 1919. It connected with the Lincoln Highway in, of all places, Gettysburg, Pa., in July.

While the highway was an improvement on older roads, it still wasn't anywhere close to the standards of roads that have been built during the past century. Those who traversed the Lincoln Highway in its early days could attest to its potential perils and pitfalls. A 1916 written guide suggested it might take up to a month to drive the entire route, and without many services along the way, camping equipment was recommended. Gas stations were few and far between, and it was recommended that motorists carry shovels, chains and various other items. If they encountered water in an area where there was no bridge, the guide suggested wading in to determine its depth before driving through.

Eisenhower and the Army convoy faced those obstacles as well as others. After two months of tough going, the convoy finally reached its destination in San Francisco. Along the way,

heavy military vehicles got stuck in the mud and broke through bridge decks. Tales of the experience helped spur county bond issues in some places that supported better highway construction.

The trip also convinced Eisenhower that a better national highway system was necessary, although it would be many years before his vision would come to fruition. When he saw Germany's Autobahn during World War II, he realized what the U.S. needed, and eventually pushed for the Interstate system during his presidential campaign in 1952.

"The obsolescence of the nation's highways presents an appalling problem of waste, danger and death," said Eisenhower during the campaign. "A network of modern roads is as necessary to defense as it is to our national economy and personal safety."

Two years into his second term as President, he signed into law the Federal-Aid Highway Act that would lead to what's now known as the Dwight D. Eisenhower National System of Interstate and Defense Highways. It turns 57 this year.

The first contract awarded was for work on Route 66, which would become Interstate 44.

Continued . . .

Miles added, taken away during the past century

... continued

Final cost estimates, done in 1991, put total construction of the Interstate system at close to \$130 billion, with 90 percent of the funds coming from the federal government.

Annual spending now near entire Interstate total

Today, annual spending on road construction is in the billions. The latest highway bill, MAP-21 (Moving Ahead for Progress in the

21st Century), passed and signed into law last summer, invests \$40 billion for the current fiscal year, and another \$41 billion in the next, which begins October 1 and ends September 30, 2014.

MAP-21 includes \$12 million each year that supports new pavement technologies, sustainable pavement and improvement in pavement design, maintenance and construction. It replaces the previous highway bill that expired in 2009, leading Congress to fund road and bridge construction through short-term continuing resolutions.

Moving forward, Congress is already working to craft the next bill that funds highway construction. In addition to federal dollars, revenue streams such as private investment are being encouraged. That's how the Lincoln Highway got its original funding.

Contributors included Theodore Roosevelt and Thomas Edison, both friends of Carl Fisher, an "automobile entrepreneur" who envisioned a transcontinental highway. He wanted a coast-to-coast rock highway to be completed by May of 1915, estimating the cost to be about \$10 million and began pushing for it in 1912. In July of 1913, the Lincoln Highway Association was established to further promote funding. The organization still exists.

Celebrations planned

The first section of the Lincoln Highway — from Newark, N.J., to Jersey City, N.J. — was completed and dedicated in December of 1913. Of course, thousands of miles have been added during the last 100 years, and hundreds of miles have been removed during improvements.

Roads also became numbered, dropping names such as the Lincoln Highway and Dixie Highway. Much of the Lincoln Highway became U.S. Highway 30, and portions of Interstate 80 now follow the path of the Lincoln Highway.

This summer, the Lincoln Highway Association plans to celebrate the 100th anniversary with a tour. Groups will start in New York and San Francisco, meeting at the route's midpoint in Kearney, Neb. An international motor tour featuring classic cars is also planned for this summer. ■



Today's Interstates and other highways are vast improvements over the Lincoln Highway and other early roads designed for automobiles. Passed in 1956, the Dwight D. Eisenhower National System of Interstate and Defense Highways turns 57 this year.

Portions of Interstate 80, which ends near the west end of the Bay Bridge in San Francisco, follow the path of the Lincoln Highway.



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TRUST FUND SHORTAGE

AED report shows more fuel-efficient vehicles are affecting transportation revenue

A study commissioned by the Associated Equipment Distributors (AED) highlights the negative effect of today's higher-mileage vehicles on the federal Highway Trust Fund (HTF), and without a change in funding it, a shortfall of \$365 billion will occur during the next 23 years. The main funding source for the HTF is an 18.4-cents-per-gallon tax on fuel, which hasn't been raised in two decades.

During that time, Corporate Average Fuel Economy standards have risen, and new standards will continue to push gas mileage

even higher. The greater fuel efficiency means fewer fill-ups and, in turn, less revenue for the HTF. To fund recent shortfalls, Congress has dipped into the general budget to prevent cuts in transportation-related projects.

"HTF revenues are inadequate to support today's road and bridge spending levels, which are already well below what's needed to maintain the Interstate system's performance," said Christian Klein, AED Vice President of Government Affairs. "As part of the broader tax and budget reform debate, Congress needs to do something bold to put the program back on solid footing."

Another report from the Congressional Budget Office showed similar results. According to the CBO, the fund will be bankrupt by fiscal year 2015, or a year after the current highway funding bill expires. By 2023, it projects an annual shortfall of \$92 billion.

Possible fixes

AED's report suggested possible solutions, including increasing the gas tax to 25 cents per gallon and indexing it to future inflation. That would raise \$167 billion above current spending requirements during the next 20 years. The report also looked at ways to implement a vehicle mileage-based user fee.

"We hope Congress will take these findings to heart and act quickly to identify new revenue streams for the road program," AED President and CEO Toby Mack said. "Highways are the arteries of commerce and the arteries are clogged. The longer lawmakers wait to tackle the problem, the worse it will get and the harder it will be to fix." ■

A study by the Associated Equipment Distributors (AED) projects a shortfall in the federal Highway Trust Fund (HTF) during the next 23 years, due to the introduction of higher-gas-mileage vehicles. The main funding source for the HTF is a tax on fuel.



D65-17

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NEW PRODUCTS

VERSATILE NEW WHEEL LOADERS

With standard parallel linkage, WA270-7 and WA320-7 provide benefits of two machines in one



Armando Najera,
Product Manager

Having one machine that offers the capacity and capabilities of two is a distinct advantage on construction sites. Komatsu's new WA270-7 and WA320-7 wheel loaders provide that, along with improved fuel efficiency compared to their predecessors.

"The Parallel Z-bar linkage of the previous PZ models is now standard on the new WA270-7 and WA320-7, so they replace both the previous Dash-6 models," explained

Komatsu's new WA270-7 loader and its big brother, the WA320-7, do the work of two machines in one, using standard parallel linkage that makes them ideal for a variety of applications.

Product Manager Armando Najera. "The linkage provides an increase of up to 10-percent lift force compared to the older PZ models. Combined with that increased lift force is a significant increase in bucket breakout force, which greatly improves digging performance. The new loaders have all the advantages of the previous models in a more efficient package that meets Tier 4 Interim requirements."

Smart features reduce brake, tire wear

Like other Tier 4 Interim loaders, the new wheel loaders have Komatsu's SmartLoader Logic, which functions automatically, providing optimal engine torque in all applications. SmartLoader Logic decreases engine torque when the loader isn't working hard, providing greater fuel savings.

"The WA270-7 and WA320-7 have hydrostatic transmissions (HST)," said Najera.

"The HST drivetrain delivers dynamic braking, meaning it slows the loader down when the accelerator is released, so brake wear is virtually eliminated. That makes them ideal in start-and-stop types of work, such as material transport in sewer and water and construction jobsites, as well as for pallet loading."

Additional improvements include an automatic traction-control setting, which adjusts traction to ground conditions, virtually eliminating slipping in slick conditions,





The new Komatsu WA270-7 and WA320-7 (shown here) wheel loaders feature Komatsu's SmartLoader Logic, which provides optimal engine torque in all applications, as well as hydrostatic transmissions and automatic traction-control that virtually eliminate brake and tire wear.

Brief Specs on the Komatsu WA270-7 and WA320-7

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-7	149 hp	28,836 lbs.	2.5-3.5 cu. yds.
WA320-7	165 hp	33,731-33,984 lbs.	3.7-4.2 cu. yds.

saving tire wear and making it simpler for the operator. An S-mode setting is also available for very slippery conditions, such as snow removal.

Improved cabs

Komatsu improved the operator platforms with lower front glass and a redesigned dashboard for better visibility, and added a standard, rearview camera for increased awareness. Machine features with function-mode settings can be set from the comfort of the operator's seat through the large monitor panel.

"Operators can also adjust third-spool hydraulic flow to attachments through the LCD monitor panel," said Najera. "Because these machines replace previous standard and PZ models, running a variety of

attachments, such as different buckets, lift and hay forks, sweepers and many others, will be commonplace. The biggest difference between the two new models is really in terms of the lifting capacity needed, as well as how much space the user has at the jobsite.

"Komatsu designed these loaders with features to maximize productivity," he added. "Another way we do that in our Tier 4 Interim machines is by backing them with Komatsu CARE, which provides complimentary service for the first three years or 2,000 hours by trained distributor technicians. We encourage anyone who's considering good all-around loaders, to test the WA270-7 and WA320-7. We believe users will find them the most productive and efficient in their size classes." ■

PC490LC-10

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The Komatsu PC490LC-10 provides more power, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

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- Increased lift capacity with a larger machine design and a reinforced undercarriage
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GENERATION NEXT

Komatsu introduces new PC390LL-10 log loader that makes a tough business a little easier

Logging is a tough business. It's tough on equipment and can be tough on an operator. So loggers are always looking for something that can make the job a little easier. That's where the new Komatsu PC390LL-10 log loader comes into play.

"Whether shovel logging, loading trucks, processing logs or sorting them on a mill yard, operators want a comfortable and productive machine," said Komatsu Forest Marketing Director Kurt Moncini. "That's what they get with the new PC390LL-10."

The PC390LL-10 is the first in a new, upgraded line of Tier 4 Interim Komatsu log loaders. Komatsu started with a PC390LC-10 excavator base that features higher horsepower yet lower fuel consumption compared to its Dash-8 counterpart. As with all Dash-10s, it comes standard with KOMTRAX and is covered by the industry-leading Komatsu CARE package of complimentary scheduled maintenance services for three years or 2,000 hours.

"On top of those standard Dash-10 machine features, we've also made a number of forestry-specific modifications to the PC390LL," noted Moncini. "They include a swing system and undercarriage components from the next-size larger excavator, a PC490, as well as an upgraded revolving frame and final drive.

"Another big change loggers are noticing is our new Komatsu-designed forestry cab," he added. "It's quieter and more comfortable, thanks to the standard Komatsu cab fit-and-finish, but with stronger doors, windows and guarding for maximum durability."

The new unit is available with a Komatsu-designed, live-heel forestry boom with Komatsu cylinders. These features are designed to improve machine durability and performance.

"We had this machine out on a demo with two different logging companies in two separate states recently, and received extraordinarily positive feedback on it," Moncini reported. "We heard many strong comments regarding the cab, controllability and smoothness, the track power and slope performance, and, of course, the fuel efficiency. In fact, one of the loggers demo'ing it liked it so much, he is considering purchasing it. That kind of response makes us very excited to get the machine out to other logging operations so they can see the Komatsu Forest difference for themselves." ■



Kurt Moncini,
Komatsu Forest
Marketing Director

Brief Specs on the Komatsu PC390LL-10

Model	Operating weight	Net Hp	Reach
PC390LL-10	107,000 pounds	257 hp	42 feet

The new PC390LL-10 from Komatsu Forest is the first in a line of upgraded Tier 4 Interim log loaders. It offers higher horsepower, lower fuel consumption and a host of operator safety and comfort features.



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TIME-SAVING TECHNOLOGY

Contractor gets to grade, builds levees faster with Komatsu/Topcon GPS combination

Pruss Excavation is a third-generation family business that does all types of site work, grading and land leveling, including building and capping landfills. Much of its work also centers around water and how to control it.

"My dad started the business in 1968, and I came on-board in 1972," Jim Pruss recalled. "At the time, we did mostly ag-related work, basically making land more farmable through improved drainage and soil-conservation practices. We continue to do farm work, but through the years we've branched out considerably."

"Today, we still perform many drainage-type jobs, building lagoons, wetlands, and dams," said his son, Matt, who joined his dad full time in 2001. "Recently, we've done a substantial amount of levee work for the Corps of Engineers."

Recent Corps projects to rebuild and strengthen the levee system along the Missouri River following flood damage in 2011 have been the company's main focus during the past two years. Pruss Excavation completed a three-mile section earlier this year and is currently building two one-mile-long stretches, moving about 1 million yards of material in the process.

To complete the levee projects, Pruss Excavation added manpower and equipment. Pruss turned to its local Komatsu distributor to augment its fleet with several rented Komatsu machines and Topcon 3D-MC² GPS units, including Tier 4 Interim D65PX-17 and D65WX-17 dozers, which come plug-and-play ready for GPS grading technology.

"We're longtime proponents of Topcon GPS grading, because it's proven to us to be the best technology in the marketplace," said Matt Pruss, noting that Pruss Excavation uses a twin antenna system with its Topcon grading units. "We've used GPS grading for more than a decade, starting with another brand before switching to Topcon several years ago. It's very user-friendly and a time and money saver. In most cases it cuts finish-grading time in half. On these levee jobs, it's probably saved us weeks, if not months of time."

"It's excellent," stated Operator Tavis Trujillo. "I've been grading with Topcon for about five years, and it's very easy to use. I like that I can quickly manipulate the model in the field, if necessary. Topcon certainly makes a difference when it comes to speed and accuracy." ■

Pruss Excavation uses Topcon GPS grading equipment and Komatsu dozers as part of its levee rebuilding projects. "We're longtime proponents of Topcon GPS grading because it's proven to us to be the best technology in the marketplace," said Vice President Matt Pruss. "On these levee jobs, it's probably saved us weeks, if not months of time."



Go online or scan this QR code using an app on your smart phone to watch video of Pruss Excavation machines at work.

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ADDED-VALUE MACHINE TECHNOLOGY

VP: Komatsu's "intelligent" machines are about to get even smarter

QUESTION: During the past few years, Tier 4 Interim standards were implemented across the lineup of construction and mining machinery Komatsu offers. What are the results?

ANSWER: Our Tier 4 Interim implementation has been highly successful, with improved quality across the board. Komatsu made a conscious effort to go beyond just meeting the mandated emissions-reduction standards. Through customer input and our own research and development, we built upon the already-proven and productive features of our previous Tier 3 equipment. Our extensive engineering and field testing helped us design and manufacture Tier 4 Interim machines that not only lower emissions, but significantly reduce fuel consumption. According to the millions of accumulated hours and the resulting data, we are confident these new models carry on Komatsu's tradition of durability and reliability.

Part of ensuring a machine continues to be productive and reliable throughout its life cycle is taking a proactive approach to service. With Tier 4 Interim, we introduced our Komatsu CARE complimentary maintenance program, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, as well as two Komatsu Diesel Particulate Filter (KDPF) exchanges. Factory-certified distributor technicians do all the work, using genuine Komatsu parts and fluids. Distributors track machines through our innovative KOMTRAX system, and as services come due, they contact the customer to set up a convenient time to perform the work.

QUESTION: What's the next step?

ANSWER: As we did with Tier 4 Interim machines, we're building from already-proven

Continued . . .



Erik Wilde,
Vice President ICT
Business Division and
Product Marketing

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

Erik Wilde's responsibilities range from planning and marketing of new products and technologies to developing the necessary training and support materials to ensure their successful launch. That includes new technology built into Komatsu machinery, including Intelligent Machine Control (iMC), such as 3-D machine-control systems. Last year, Komatsu formed an iMC team that provides customer support for machine technology and supports the training and development of Komatsu distributor capabilities in this field.

Wilde has been involved in the transformation to more intelligent and productive machinery during his 16 years with Komatsu. He started in 1997 in the service side of the business, directly supporting customers in positions such as area service manager for Komatsu Mining Systems. After several years in service, he moved into a position as an excavator product manager and, in 2004, he became Director of Product Marketing, which has since evolved to his current role.

"Komatsu's proven yet cutting-edge technologies save customers time and money by making them more efficient and productive, resulting in better profitability," said Wilde. "Innovations like these add value for our customers and, when bundled with excellent support by our distributors, I believe this value-proposition truly sets us apart."

New technology improves owner's bottom line

... continued



platforms in telematics with added machine intelligence. We're really excited about expanding on our Intelligent Machine Control solutions or iMC. Several years ago, we started developing integrated control systems for construction products, or as they're sometimes known, 3-D grade-control systems, offered by companies such as Topcon. Currently we provide factory-fitted Topcon "plug-and-play" systems on the D51 through D155 and have local options for Trimble-compatible systems. With the full system installed, people recognize these dozers by the mast that's mounted on the blade and the wires that run from the chassis to the blade-mounted mast.

Soon, customers will see Komatsu machines with integrated 3-D control that doesn't require

Erik Wilde, Komatsu Vice President ICT Business Division and Product Marketing, said extensive field testing and research and development of Komatsu's Tier 4 Interim machines helped Komatsu build machines that met emissions standards while increasing productivity and efficiency and lowering fuel consumption. He expects similar results when Tier 4 Final machines begin rolling out soon.



Construction companies are used to seeing machines with GPS grading systems that have masts attached to the blade and external wiring. Komatsu will soon introduce D61EXi-23 and D61PXi-23 dozers that eliminate those items, with control built into the machine.



those external items. Komatsu is introducing D61EXi-23 and D61PXi-23 dozers that have integrated sensors in the cylinders and a rooftop antenna. Inside the cab is an easy-to-use operator interface that not only brings up the design files but interacts with the machine's system controls, including blade control and tractive-effort management. As with the Tier 4 Interim machines, we have extensive customer field testing that shows improved productivity and efficiency, which reduce owning and operating costs and add value. The feedback has been phenomenal.

QUESTION: Are you working on other new technology?

ANSWER: We're always looking to innovate. Like Komatsu, our customers are on the cutting edge when it comes to technology. They're more mobile than ever before, and with that in mind, we'll soon release a KOMTRAX app for smart phones and tablets that lets customers access critical machine data without having to carry a computer. In addition, quick links to their distributor will automatically connect users to their KOMTRAX coordinator, sales, parts and service representatives, simply by clicking on icons.

It's just part of KOMTRAX's continued evolution. In its earliest days, KOMTRAX offered basic information, such as hours and machine location. Through the years, it's become an even more valuable fleet-management tool that provides comprehensive information, including how a machine is being used, its productive hours versus idle time, fuel consumption, eco guidance that provides operators tips for reducing fuel, and a host of other offerings.

QUESTION: What's on the horizon for Komatsu?

ANSWER: Tier 4 Final regulations, which further reduce emissions, actually begin this year with compact equipment and will start to be implemented on 175- to 750-horsepower machines in 2014. In 2015, machines in the 76- to 174-horsepower range will need to transition. Komatsu's Tier 4 Final platform will be based on our proven Tier 4 Interim solutions and will deliver on our commitment to quality and reliability. By 2018, we will have completely refreshed our fleet. ■

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MORE INDUSTRY NEWS

Government Accountability Office recommends VMT pilot program

The Government Accountability Office released a report examining vehicle-miles-traveled (VMT) fees as an equitable and efficient alternative for long-term highway revenues. The report, "Pilot Program Could Help Determine the Viability of Mileage Fees for Certain Vehicles," examined mileage-fee initiatives, the consumer effect of the rates needed to adequately fund the Highway Trust Fund and state departments of transportation projections for future revenue.

It found that privacy continues to be a concern and that collection costs associated with such fees would likely be greater than those for fuel taxes. The agency contends that a VMT system for commercial trucks and electric vehicles would be a more manageable system, especially because a majority of state DOTs already support such an initiative. The GAO recommends that Congress establish a national pilot program to test the viability of such fees for commercial trucks and electric vehicles. ■

Magazine projects construction companies' insurance rates to increase

Commercial general liability underwriters for the construction industry are seeking rate increases of up to 15 percent, according to a report published by Marsh Inc.'s Construction Market Update magazine. Construction firms with poor loss histories are experiencing even larger liability rate increases and in some

cases receiving nonrenewal notices from their underwriters.

After nearly a decade of rate declines, insurers also are typically seeking to raise rates on umbrella and excess liability insurance between 8 percent and 10 percent, according to Construction Market Update. ■

CONEXPO to feature new exhibits, campaign at March 2014 event

The triennial CONEXPO-CON/AGG will feature new exhibit options during next year's event, scheduled for March 4-8 at the Las Vegas Convention Center. Among them is a Demolition & Recycling Pavilion geared toward products specific to construction and demolition recyclers and demolition contractors.

Also on the docket is a new Platinum Lot with a reconfigured show footprint and better

defined concentration areas to make it easier for attendees and exhibitors to connect with the people and companies they want to see.

CONEXPO-CON/AGG already has a campaign underway to raise greater public awareness of the accomplishments of the construction industry in improving quality of life by publicizing the positive benefits of projects across the country. For more information about the 2014 show, visit www.conexpoconagg.com. ■

NEWS & NOTES

ICUEE-The Demo Expo slated for October 1-3

The biennial ICUEE-The Demo Expo will be held October 1-3 at the Kentucky Exposition Center in Louisville. It features the latest equipment, technologies and services for utility professionals and contractors in the electric, telecommunications, cable, sewer/water and natural gas sectors. Professional certification courses will also be available.

For the first time, the expo will be co-located with the Asset Management Symposium, which targets industry issues, including equipment finance, telematics, fleet metrics and Tier 4 engine emissions. A Fleet Management Exhibits Pavilion is slated for the exhibit floor, showcasing the latest fleet management software. ■

Studies show dramatic costs of highway underfunding

A Congressional Budget Office report projects the Highway Trust Fund will be bankrupt by Fiscal Year 2015, and will see an annual shortfall of \$92 billion by 2023 without new revenue streams to sustain it. The current highway bill, MAP-21, expires at the end of FY 2014.

According to an Associated Equipment Distributors study, a deficit of more than \$365 billion will accrue during the next 23 years with no new funding, and a Texas Transportation Institute study found that wasted time and fuel due to congestion cost Americans more than \$121 billion in 2011. ■



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Tim Thomas tthomas@tractor-equipment.com
(205) 591-2131 • Fax: (205) 592-7581



Komatsu PC200LC-8, C60713, 2007, 1,709 hrs.....\$130,000



Komatsu PC450LC-8, A10067, 2010, 4,737 hrs.....\$250,000

EXCAVATORS

- PC50MR-2, 8247, 2007, 1,747 hrs \$38,500
- PC55MR-3, 15317, 2009, 1,672 hrs \$42,500
- PC228USLC-3EO, 41823, 2009, 3,524 hrs \$128,000
- PC400LC-7EO, A87499, 2007, 7,315 hrs \$187,500

DOZERS

- D31PX-21A, 51362, 2007, 1,829 hrs \$55,000
- D31PX-21A, 50594, 2004, 2,188 hrs \$37,500
- D39PX-22, 3249, 2009, 3,733 hrs \$85,000
- D51PX-22, B10150, 2007, 3,163 hrs \$125,000



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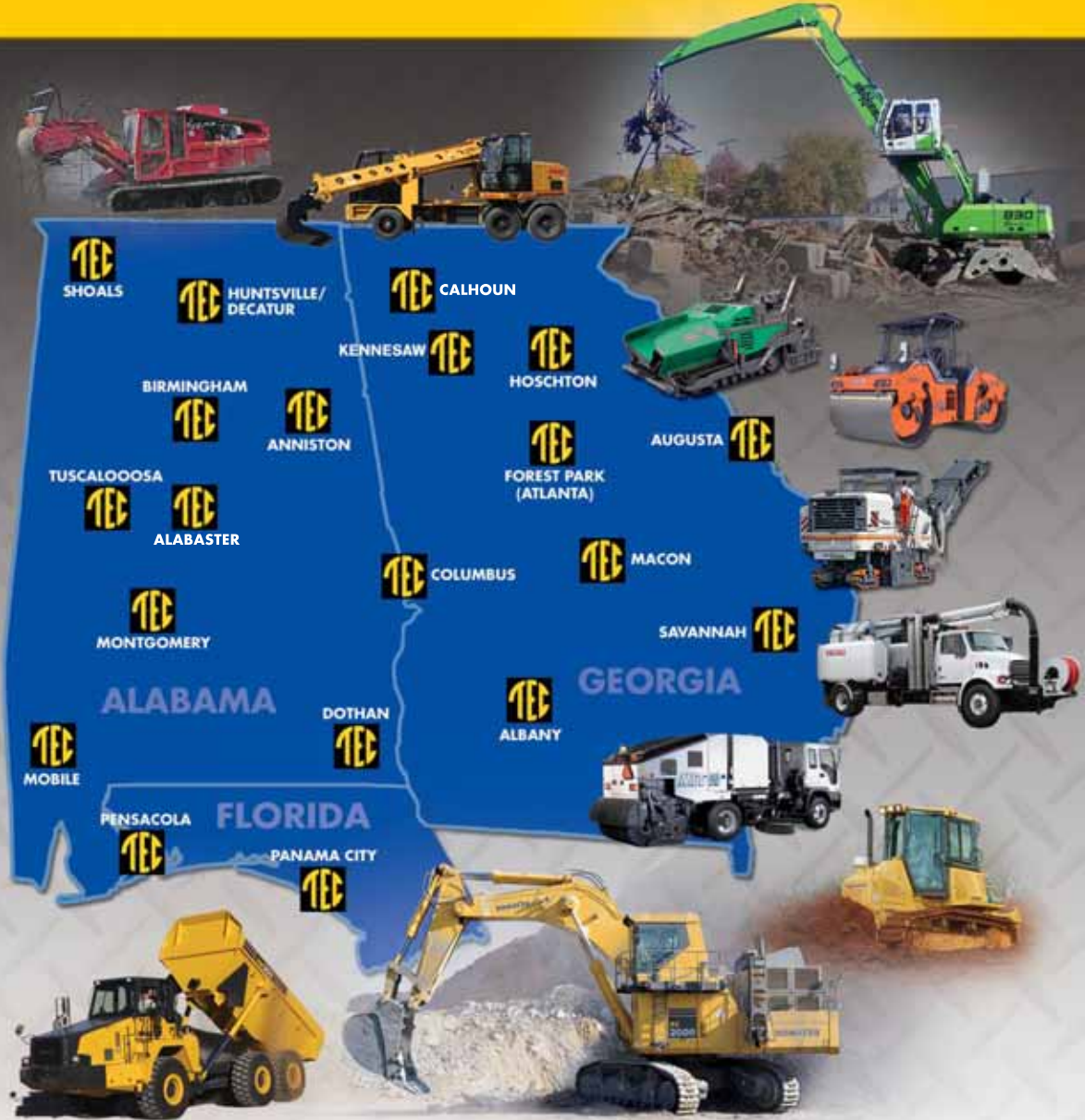
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