

POWER

EQUIPMENTTEER

A publication for and about Power Equipment Company's customers • 2014 No. 1



STUDER MANAGEMENT SERVICES

Brothers turn personal project into profitable logging operation

See article inside . . .

Brothers Jim (left) and Randy Studer



BEATY LUMBER, INC.

Jamestown family business offers both logging and sawmilling

See article inside . . .



Tim Beaty, Owner

A MESSAGE FROM THE PRESIDENT



Chris Gaylor



3300 ALCOA HIGHWAY • KNOXVILLE, TENNESSEE 37920-5558
(865) 577-5563 • FAX (865) 579-7370

Dear Valued Customer:

One of the biggest pushes in emissions regulations takes effect this year with the introduction of Tier 4 Final for 175- to 750-horsepower machinery. Compliance for 76- to 174-horsepower equipment begins in 2015. These requirements mean that NOx and soot emissions will be near-zero for new machines, making them the cleanest ever.

We're aligned with excellent manufacturers, such as Komatsu, who have worked hard to meet the evermore stringent requirements that each new tier level has brought. They've met the requirements in innovative ways that, in addition to reducing emissions, often produce machines that are more productive and efficient and improve your bottom line.

In order for that to continue during your equipment's lifetime, proper maintenance is essential. Komatsu and Power Equipment's innovation shines in this area too, with the introduction of the Komatsu CARE program, which began in conjunction with Tier 4 Interim models. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first. Komatsu recently completed the 10,000th service under Komatsu CARE, which you can read about in this issue of your *Power Equipmenteer* magazine.

We're proud of our contribution to that impressive number. Our service departments track Komatsu Tier 4 Interim machines in an effort to pro-actively respond to scheduled service intervals. Our trained technicians perform work at times and locations convenient for you, which maximizes your uptime and reduces your owning and operating costs.

World-class products backed by world-class service are what you expect from an equipment dealer. We're committed to delivering on both counts.

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

Sincerely,
POWER EQUIPMENT COMPANY

Chris Gaylor
President

**New machines
offer significant
owner benefits**

POWER EQUIPMENTTEER



THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

CORPORATE OFFICE

Chris Gaylor, President
Ph: (865) 579-7301

Andy Moon, Vice President, Sales
Ph: (865) 579-7307

Shawn Robins, Vice President, Product Support
Ph: (865) 579-7351

Jim McNeillie, Vice President/Finance Manager
Ph: (865) 579-7310

Steve Woodby, Corporate Rental Sales Manager
Ph: (865) 755-4886

Dennis Dorris, Used Equipment Manager
Ph: (615) 287-2552

Rick DeSpain, Product Support Marketing Manager
Ph: (865) 228-8496

Grace Smith, Equipment Sales Administrator
Ph: (865) 579-7305

Becky Frye, Executive Secretary
Ph: (865) 579-7304

Wade Archer, Corporate Trainer
Ph: (606) 344-6776

IN THIS ISSUE

BEATY LUMBER, INC.

Read about this Jamestown family business that offers both logging and sawmilling.

STUDER MANAGEMENT SERVICES

Discover how two brothers turned a personal project into a profitable logging operation.

INDUSTRY EXTRAVAGANZA

Read about CONEXPO 2014, which will showcase innovative new products and technology.

GUEST OPINION

ARTBA President & CEO Pete Ruane notes that what we pay to fund transportation infrastructure lags far behind spending on other necessities.

NEW PRODUCTS

Find out how the new Komatsu PC170LC-10 excavator was designed to provide greater lift capacity.

MORE NEW PRODUCTS

Take a look at the new WA500-7 Yard Loader Arrangement with specially designed buckets to increase capacity and productivity.

GREEN TECHNOLOGY

Learn about the fast and fuel-efficient Hybrid HB215LC-1, which, in the right application, offers unmatched performance.

SPECIALTY EQUIPMENT

See how the PC360LC-10 Pipeline Arrangement handles heavy-duty applications such as oil and gas pipelining.

SERVICE NEWS

Komatsu CARE hits its 10,000th service interval. Read how this successful program increases the longevity of machines.

NASHVILLE

Mike Luster, Regional Sales Mgr.
(615) 351-5905

Dennis Dorris, Sales Coord.
(615) 287-2552

Joe Tant, Equip. Sales
(931) 626-8276

Jeff Walker, Equip. Sales
(615) 406-4710

Matthew Spence, Equip. Sales
(931) 449-9061

Marty Dawson, Parts Mgr.
(615) 428-3706

Jim Good, Service Mgr.
(615) 767-8711

Mike Pope, Assistant Service Mgr.
(615) 944-1114

Roger Jackson,
Customer Support Mgr.
(615) 210-1366

Lee Batey, Customer Support Rep
(615) 796-3637

Greg Whiteaker, Rental Sales Rep.
(615) 973-6729

CHATTANOOGA

Todd Nelson, Regional Sales Mgr.
(865) 599-1272

Eric Tucker, Sales and Rental Coord.
(865) 356-6017

Heath Smith, Equip. Sales
(423) 645-2224

Mike Brown, Parts Mgr.
(423) 802-0262

Allen Bryant, Service Mgr.
(423) 667-0694

Aaron Smith,
Customer Support Rep.
(423) 593-5324

KNOXVILLE

Todd Nelson,
Regional Sales Mgr.
(865) 599-1272

Eric Tucker, Sales & Rental Coord.
(865) 356-6017

Lin Davidson, Equip. Sales
(865) 599-0587

Greg Kiser, Equip. Sales
(865) 776-1221

Larry Prater,
Forestry Equip. Sales Specialist
(865) 599-9486

Don Ilgen, Service Mgr.
(865) 223-3191

Rick Herron, Parts Mgr.
(865) 659-5320

Steve McDaniel,
Assistant Service Mgr.
(865) 556-6552

Danny Davis,
Customer Support Rep
(865) 202-1814

Wes Cowden,
Rental & Utility Sales Rep.
(865) 388-5119

TUPELO

Darryl Thompson,
Regional Sales Mgr.
(901) 346-9800

Chris Burke, Sales Coord.
(901) 288-7957

Chad Roberts,
Equip. Sales
(662) 416-2962

Mark Holley,
Parts & Service Mgr.
(662) 419-4082

Brad Hughes,
Shop Foreman
(662) 678-1751

MEMPHIS

Darryl Thompson,
Regional Sales Mgr.
(901) 346-9800

Chris Burke,
Assistant Regional
Sales Mgr. & Rental Coord.
(901) 288-7957

Jim Burford, Equip. Sales
(901) 412-9434

Dewey Smith, Equip. Sales
(901) 488-5304

Jimmy Spence, Equip. Sales
(731) 225-3257

Michael Hunter, Parts Mgr.
(901) 237-5462

James Ireland, Service Mgr.
(901) 482-7135

James Sparks,
Assistant Service Mgr.
(901) 481-4932

Jordy Key,
Customer Support Rep.
(870) 635-7033

Mike Symon,
Rental Sales Rep.
(901) 491-2151

KINGSPORT

Todd Nelson,
Regional Sales Mgr.
(865) 599-1272

Eric Tucker,
Sales & Rental Coord.
(865) 356-6017

Matt McQueen,
Equip. Sales
(423) 360-4746

Junior Bowman,
Parts Mgr.
(423) 817-2668

Gary McQueen,
Service Mgr.
(423) 471-1900

John Ball,
Customer Support Rep.
(423) 782-8474

Published by Construction Publications, Inc. for

POWER
EQUIPMENT

THE POWER TO
PERFORM

www.powerequipco.com

An equal opportunity, affirmative action employer

KNOXVILLE

3300 Alcoa Highway
Knoxville, Tennessee 37920
(865) 577-5563
1-(800) 873-0961 (TN)

MEMPHIS

3050 Ferrell Park Cove
Memphis, Tennessee 38116-3502
(901) 346-9800
1-(800) 873-0965 (TN)

CHATTANOOGA

4295 Bonny Oaks Drive
Chattanooga, Tennessee 37406
(423) 894-1870
1-(800) 873-0963 (TN)

KINGSPORT

1487 Rock Spgs. Rd.
Kingsport, Tennessee 37664
(423) 349-6111
1-(800) 873-0964 (TN)

NASHVILLE

1290 Bridgestone Parkway
LaVergne, Tennessee 37086
(615) 213-0900
1-(800) 873-0962 (TN)

TUPELO

1545 Highway 45
Slatton, Mississippi 38866
(662) 869-0283
1-(800) 873-0967

KOMATSU®

Printed in U.S.A. © 2014 Construction Publications, Inc.

BEATY LUMBER, INC.

Jamestown family business offers both logging and sawmilling



Tim Beaty,
Owner

Like many companies in today's logging industry, there are two aspects to Beaty Lumber. One is a crew in the woods harvesting the timber, and the other is a sawmill that cuts the logs to size and sells them for a wide variety of uses.

"Logging came first," said Tim Beaty, who is the second generation to own and operate the family business. He took over the business from his dad, Charles Beaty, who retired a few years ago. "My father started the business about 50 years ago. He would cut trees by hand and skid them with mules, then about 20 years into the business, he added sawmilling."

Beaty Lumber's logging side often harvests both hardwood and softwood on tracts of land the company owns around its home base in Jamestown. It also works with private landowners and bids on governmental projects.

"That mix gives us a consistent source for logs at the sawmill," said Beaty. "Our goal is to get 30,000 to 40,000 log feet per day out of our logging side, and for the most part we do. That's a good number for a basic crew of three people."

That crew is part of about 35 people who work for Beaty Lumber. Tim's wife, Pam, is Secretary, and their son Gabe is part of the logging crew and works in the sawmill.

"We're a true family business," said Beaty. "About half the staff is related in some way, including cousins and uncles, which is nice. The staff is excellent and deserves a lot of credit for the company's success over the years."

The majority of the staff works in Beaty Lumber's sawmill. In addition to bringing in wood from its logging side, the company buys from outside sources.

"The mill cuts eight to 10 million feet per year," noted Beaty. "The lumber goes to a variety of customers, mainly in Tennessee, Indiana, North and South Carolina and Kentucky, but we will ship anywhere."

Barco increases production

Beaty Lumber's logging operations transitioned from mules to mechanical equipment during the 1960s and 1970s. Most recently, it added a Barco 595ML Magnum knuckleboom loader.

"We're often dealing with logs that are 18 to 20 inches, so we need a machine to handle the heavier wood," said Beaty. "We looked at a couple brands, and the Barco easily outperformed the competition. It's smoother

Beaty Lumber's sawmill produces boards and pulp wood for a variety of customers.





▶ VIDEO

Beaty Lumber uses a Barko 595ML Magnum knuckleboom loader in its logging operation to delimb trees and load logs onto trucks. “We’re often dealing with logs that are 18 to 20 inches, so we need a machine to handle the heavier wood,” said Owner Tim Beaty. “We looked at a couple brands, and the Barko easily outperformed the competition.”

to operate, but the real difference comes in increased production. Additionally, it has great fuel efficiency, and it’s easy to service.”

Beaty Lumber worked with Power Equipment Forestry Sales Representative Larry Prater on the purchase. “Our relationship with Power Equipment goes back many years,” said Beaty. “We had a smaller Barko machine before, and we turned to Power Equipment for parts and service on that as well as other products, and we will continue to do so. Larry’s very knowledgeable about forestry equipment and ensured that we had all the information necessary to make a sound decision regarding our new machine.”

About the right size

Beaty Lumber has grown during the past several years; however, Tim is not sure that will continue to be the case in the foreseeable future.

“We have the equipment to put on another logging side, but to be honest, bigger isn’t always better,” he said. “Our goals are production and efficiency, and right now we’re doing both well. The logging side stays busy, and the sawmill keeps humming along. I don’t want that to change. I’ll never say never, but I believe we’re about the right size.” ■



Beaty Lumber Owner Tim Beaty (right) worked with Power Equipment Forestry Sales Representative Larry Prater to purchase a Barko 595ML Magnum knuckleboom loader. “Larry’s very knowledgeable about forestry equipment and ensured that we had all the information necessary to make a sound decision regarding our new machine,” said Beaty.



Go online or scan this QR code using an app on your smart phone to watch video.

STUDER MANAGEMENT SERVICES

Brothers turn personal project into profitable logging operation

Sixteen years ago, Jim Studer needed some land that he owned cleared. He couldn't find anyone to do it, so he and his brother Randy teamed up and decided to handle the work themselves.

"We grew up in the family coal business, so we had no experience with logging other than some land management and reclamation," said Jim. "Despite the lack of knowledge, we bought a couple pieces of equipment and started clearing. The family business had been bought out, so we decided to start a logging company. That's how Studer Management Services was born."

Jim ran a cutter and Randy ran a delimeter, making up Studer Management's first logging side. In 2000, they added a second, after buying out another company. By the mid-2000s, the Studers had four operations

and were shipping more than 100 truckloads of logs and pulpwood per week.

"We spent the first year trying to figure out what we were doing while we were contract harvesting for another company," said Randy. "Eventually, we got it and started acquiring our own timber. At our peak, we harvested as much as 1,500 acres a year and worked in about a seven-county area."

That peak was about four years ago for the Dunlap-based business. It was also about the time when the larger economy finally caught up to logging, and the industry took a downturn.

"We were already talking about scaling back," said Jim. "So, during the past couple of years, we've made a concerted effort to cut, and now we're back down to one side. Randy still handles maintenance on our machines, and I take more of an overall management role. We have a couple of operators, a truck driver and an office manager, and we couldn't be happier."

'Full circle'

Adding to that happiness is the fact that the Studers are back on the land where they grew up. Studer Management Services is currently working on a longterm contract to manage and harvest timber on 5,000 acres of an old coal mine site previously owned by the Studer family. Their current office and shop are housed in the building that was previously their family business.

"We've come full circle in a sense," said Randy. "We're hauling out on roads that we built back when the family owned the coal mine. Currently, we've thinned about 2,000 acres of pine and hardwood and the rest will

Brothers Jim (left) and Randy Studer founded Studer Management Services 16 years ago in Dunlap.

▶ VIDEO



be harvested over the next 10 years. The goal now is 20 loads per week. Our work is laid out long term, which is nice."

Finding the right harvester

Scaling back operations also meant getting rid of machinery. The Studers went from eight pieces of equipment down to two. It kept one forwarder, and put the rest toward trade for a new Komatsu 911.5 wheeled harvester with a dangle head processor to cut and delimb.

"The land we're on is broken up into fairly small blocks, and the harvester works well for that," said Jim. "As we were looking for a new harvester, our first inclination was to go with a tracked machine. Once we saw how nimble the 911.5 was, we decided that was the best choice. It will go through the woods without leaving a footprint while at the same time giving us good production and increased fuel efficiency compared to what we were running before."

"I wanted a machine that would be easy to service, and compared to other competitive brands, it was night and day different" added Randy. "When we put that into the equation, along with production, fuel efficiency and price, Komatsu was the clear choice."

The Studers worked with Power Equipment Forestry Sales Representative Larry Prater to acquire the 911.5 harvester. "We have a relationship with Power Equipment that goes as far back as our days in the coal business," said Jim. "Larry and Power are excellent to work with and very knowledgeable about forestry equipment and practices. They made sure we had all the information we needed to make a good decision when it came to the trade of our old equipment and the purchase of the new Komatsu harvester."

Past the deadline

When the brothers started Studer Management Services, they set out to be in business for 10 years. That mark has passed, and they have at least another 10 years left on their current management contract.

"As our deadline for getting out of the business approached, we discussed what we would do afterward, and we believed this



Operator Roger Linville fells, delimits and cuts with a Komatsu 911.5 wheeled harvester equipped with a dangle head processor. "It's quicker and gets around easier than what we used before," said Linville.



(L-R) Studer Management Services Owners Jim and Randy Studer and Operator Roger Linville meet with Power Equipment Forestry Sales Representative Larry Prater. "Larry and Power are excellent to work with and very knowledgeable about forestry equipment and practices," said Jim Studer. "They made sure we had all the information we needed to make a good decision when it came to the trade of our old equipment and the purchase of the new Komatsu harvester."

was still a viable business that we should continue," said Randy. "Reducing our size to a more comfortable and manageable level has been a great move. We don't foresee ourselves getting bigger again."

"We're obligated for another 10 years, then who knows where things will go," added Jim. "I believe we've done fairly well for a couple of guys who didn't know what they were doing at the beginning, turning a personal project into a successful business. Down the road, maybe someone who's younger will come along and take over the business. You just never know how things will shake out." ■



Go online or scan this QR code using an app on your smart phone to watch video.

CONEXPO 2014

Construction industry event will showcase innovative new products and technology

“If it’s new, it’s here” is the theme of CONEXPO-CON/AGG 2014, and by all indications, there will be plenty of new products, educational opportunities and amenities at the event. Held every three years, CONEXPO 2014 is scheduled for March 4-8 at the Las Vegas Convention Center.

Billed as the largest construction industry event of its kind, CONEXPO is expected to draw in more than 130,000 visitors and 2,400 exhibitors in the asphalt, aggregates, concrete, earthmoving, lifting, mining and utilities sectors, among others. Show personnel designed CONEXPO 2014 with better-defined product concentration areas to promote more efficient and productive use of attendees’ time.

“The goal, as with all our planning, is to provide the best trade show value and create

the most return on investment for attendees and exhibitors to connect with the people and companies they want to see,” said Megan Tanel, Show Director and Vice President Exhibitions and Events for the Associated Equipment Manufacturers (AEM), which is a lead sponsor of CONEXPO. “These moves will definitely make a positive difference for 2014; attendees can spend less time searching for what they need and spend more time with exhibitors doing business on the show floor.”

New for 2014 is a Platinum Lot where asphalt production/paving, aggregate processing and drilling equipment will be showcased. Located across from the South Hall on Swenson Drive, it will have both indoor and outdoor exhibits, the primary registration area, a full-service restaurant and one of two shuttle stops.

A Demolition & Recycling Exhibits Pavilion is also being rolled out for the first time. Sponsored by the Construction Materials Recycling Association, attendees will find products specific to construction and demolition recyclers and demolition contractors.

“Recycling is an important facet of our industries; more demolition contractors are attending the show, and this pavilion is one way CMRA serves the industry needs,” said Tanel.

Attendees can use an enhanced internal shuttle system to easily get from one show area to another, for example from one of the outside lots where lifting equipment such as cranes can be found, to the North or Central halls where earthmoving machinery will be located.

Thousands attend CONEXPO every three years as it’s considered the premier construction industry event. The show returns to the Las Vegas Convention Center March 4-8.





New products, such as Komatsu's innovative D61i-23 *intelligent Machine Control* dozers, will dominate CONEXPO's landscape. The show will have products grouped by categories, including earthmoving, paving, demolition/recycling and aggregate processing along with many others.

intelligent Machine Control

Komatsu will feature its *intelligent Machine Control* dozers that provide automated grading, from rough cut to finish, through integrated and factory-installed 3D machine control technology. Personnel will be on hand to answer questions, including members of Komatsu's *intelligent Machine Control* Technology Division, which helps customers implement technology into their operations. Also, new Tier 4 Final products will be prominently featured in the 30,000-square-foot Display Area, located in the North Hall, Booth #10016.

Visitors can check out other Komatsu technology such as its KOMTRAX remote machine monitoring system, including its mobile app, which provides users valuable equipment data from a secure website. It will also showcase parts and service capabilities like Komatsu CARE, a complimentary scheduled maintenance program for new Tier 4 Interim and Final machines.

Visitors can also browse the store where apparel, die-cast models and other logoed items will be available.

Projects, people recognized

During the show, attendees will see a CONEXPO campaign focused on raising awareness of the construction industry's accomplishments. The campaign publicizes the positive benefits of construction projects and shows how they can elevate the nation's quality of life. Prior to the event, CONEXPO is inviting those in the construction industry to submit projects that illustrate construction's contributions. Fifty will be chosen and given special recognition.

"CONEXPO-CON/AGG 2014 is the global gathering place in North America every three years for the construction and construction materials industries. It provides an ideal context for the culminating recognition event that will focus on the people of the construction industry and their significant contributions to our modern way of life," said Glen Tellock, CONEXPO Chair.

Recognition will also be given to "young leaders" in construction during a special event on March 5. Those under 40 are encouraged to participate and share ideas that will contribute to the future of the industry.

Continued . . .

CONEXPO-CON/AGG 2014: "If it's new, it's here"

... continued

Educational seminars

Educational opportunities designed to help businesses increase productivity and efficiency are on the docket from March 4-7. Led by industry professionals, these 90-minute presentations cover subjects such as aggregates, asphalt, concrete, cranes, earthmoving, equipment management, recycling and more. Continuing education units are available as are DVDs of the sessions.



Komatsu personnel will be available throughout the show to explain features of products and the technology and engineering behind them.

Komatsu's CONEXPO display will highlight new products, parts and service capabilities and technology along with areas reserved for fun and games and a company store.



As in the past, CONEXPO is co-located with the International Fluid Power Expo, an exposition and technical conference dedicated to the integration of fluid power with other technologies for power transmission and motion control applications. More than 400 exhibitors are expected to participate in IFPE, which also has educational opportunities, including college-level courses in hydraulics and pneumatics.

Its theme is "Where all the solutions come together, and connections are made." An International Fluid Power Summit, with leaders from associations around the world will also be held.

"Attendees will find focused industry education, with the latest techniques and information, that they need to run their businesses most efficiently," said Melissa Magestro, IFPE Show Director and AEM Senior Director Exhibitions. "The opportunity to share experiences and ideas with industry peers adds another dimension to the show experience."

Online show preparation

Preparing for the show can be done by visiting its website at www.conexpoconagg.com. The site provides a list of exhibitors and their locations via a floor plan of the Convention Center, educational seminar topics, registration and hotel information, meeting information and an agenda planner. You can also sign up to receive e-mail alerts about CONEXPO. An enhanced internal show transportation system with a show-specific mobile app will also be available.

As in the past, CONEXPO-CON/AGG is sponsored by several industry groups with which attendees are affiliated, including the American Concrete Pavement Association, American Road & Transportation Builders Association, The Associated General Contractors of America and Construction & Demolition Recycling Association.

"Attendees will find the newest products and technologies and technical experts ready to discuss product features and applications," said Tanel. "In the space of a few days, in one place, visitors can examine and compare the best of what our industries have to offer." ■



Central Hall
Booth 31101



For Any Heavy Duty Job!



Excavator Rakes

Excavator Shears



Excavator Thumbs

Hydraulic Excavator Thumbs



Excavator Grapples



Fork Carriages



Bucket Forks



Dozer Rakes



Loader Rakes

Skid Steer Attachments



Rock Grapples



Augers



Grapple Rakes



Pallet Forks



Rakes



Stump Grapples



Brush Cutters



Hay Spears



Buckets

All attachments available for on time delivery

POWER

THE POWER TO EQUIPMENT PERFORM

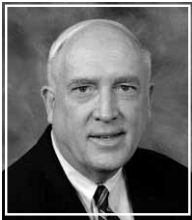
MEMPHIS, TN
(901) 346-9800

KINGSPORT, TN
(423) 349-6111

TUPELO, TN
(662) 869-0283

A KITCHEN TABLE ISSUE

What we pay to fund transportation infrastructure lags far behind spending on other necessities



Pete Ruane,
ARTBA President
& CEO

Editor's note: This is excerpted from an article by Pete Ruane, President & CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, www.artba.org.

Many Americans have little idea about how much money they personally pay every month to maintain and improve the roads, bridges and public transit we use. But 75 to 80 percent of them say having safe, efficient and well-maintained transportation infrastructure is at least as, if not more, important to their personal livelihood and well-being than good cable, cell phone, internet, water, sewage, and household electricity and natural gas.

These were the key results in a national Ipsos Public Affairs survey that was recently commissioned by ARTBA as part of the "Transportation Makes America Work" campaign, which is aimed at gauging public sentiment about the role of transportation in daily life relative to other modern necessities we rely upon.

Among the other notable poll findings: 78 percent said driving a motor vehicle is "very" or "extremely" important to our ability to conduct our daily lives and 21 percent said

the same about public transportation; 88 percent said transportation infrastructure is important to maintaining a strong U.S. economy; 74 percent agreed that "investing in transportation infrastructure should be a core function of the federal government."

However, the survey did reveal one major disconnect between the perceived value of transportation mobility and an individual's personal investment in the infrastructure that provides it. When asked how much their household pays each month in gas taxes (the primary means of financing highway and transit capital improvements), 40 percent of respondents said they "didn't know." In fact, according to FHWA data, the average household paid \$46 per month in gas taxes in 2011 – the most current year available.

U.S. Commerce Department 2011 data shows the average household spends about three-and-a-half times more each month for household electricity and natural gas service than we pay in state and federal gas taxes. We also pay three-and-a-half times as much monthly, on average, for landline and cell phone service, and nearly two-and-a-half times as much for cable and satellite television, radio and Internet access.

The bottom line is that this research helps bring the transportation investment conversation down to the kitchen table level, rather than talking about trillion dollar needs. If system beneficiaries – the public and businesses – invested in transportation infrastructure in line with what we routinely pay monthly for other necessary services, we would see reduced transportation costs for business, faster commutes, and safer, smarter, more durable roads, bridges and transit. ■

Most Americans say that transportation infrastructure is important to them but have little to no idea how much they pay in gas taxes that go toward funding roads, bridges and public transit, according to Pete Ruane, ARTBA President & CEO.



Innovative. Intelligent. Integrated.



North Hall
Booth #10016



D61i-23

Next Generation Machine Control

No Masts

No Cables

No Connections

Factory installed Intelligent Machine Control — standard on the new D61i-23. Automated dozing — 1st to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

Komatsu — Customer driven solutions.



Scan here to see the video.



KOMATSU®

www.komatsuamerica.com

KOMATSU FINANCIAL

Financing Your Success



The experienced professionals at **Komatsu Financial** provide financing solutions to help grow your business. Working with your Komatsu dealer, we can provide the following:

- √ New and Used Equipment Financing
- √ Leasing Programs
- √ Parts and Service Financing
- √ Equipment Credit Lines
- √ Flexible Terms and Payment Plans
- √ Industry Expertise
- √ Superior Customer Service



North Hall
Booth #10016

KOMATSU®



www.komatsuamerica.com

kfcustomerservice@komatsuna.com
888-500-6001

NEW PRODUCTS

STRONG OPTIONS

Find out how the new Komatsu PC170LC-10 excavator was designed to provide greater lift capacity

Whether you prefer a lighter, more mobile unit or the heavier piece with added lift capacity, Komatsu's new PC170LC-10 excavator can provide exactly what you need.

The new PC170LC-10 is available with two counterweight options, both of which are heavier and provide added lift capacity compared to the counterweight on the PC160LC-8 model that it replaces. The heavy counterweight option is 1,389 pounds heavier with 15-percent more lift capacity, and the lighter option adds 309 pounds and 5-percent more lift.

"Making the choice really depends on the user's preferences and applications," said Rob Orłowski, Product Manager, Excavators. "An advantage of choosing the lighter counterweight is mobility. In that configuration, the PC170LC-10 can be hauled with a bucket on a 40,000-pound tag-along trailer. That's beneficial to contractors who rely on a powerful excavator in a small package for applications such as residential or non-residential construction, while customers looking for still more lifting power can find it in the PC170LC-10 equipped with the heavy counterweight."

More fuel efficient

The PC170LC-10 has the same horsepower as its predecessor, but it is up to 10-percent more fuel efficient, depending on the application and conditions. Efficiency comes in part from a variable-flow turbocharger that provides optimal airflow under all speeds and load conditions. It also has a Komatsu Diesel Oxidation Catalyst (KDOC) that does not have a scheduled replacement interval as would be required for a unit with a diesel particulate filter.

"With the KDOC there is no active regeneration required; it's 100-percent passive," said Orłowski.

"No particulate filter equates to less maintenance over the life of the excavator. Of course, because it's a Tier 4 Interim machine, Komatsu covers the scheduled maintenance for the first three years or 2,000 hours through the Komatsu CARE program."

Orłowski said the closed-centered hydraulics and harmony of systems give the PC170LC-10 the smooth feel and control that makes Komatsu excavators famous.

"The PC170LC-10 offers more capability at a lower cost, which is what every contractor wants," said Orłowski. "The machine offers a solution to customers with a variety of needs." ■



Rob Orłowski,
Product Manager,
Excavators

* Includes heavy-counterweight bucket, thumb and coupler combo

Brief Specs on the Komatsu PC170LC-10

Model	Net Hp	Operating Weight	Bucket Capacity
PC170LC-10	115 hp	38,100-41,600* lbs.	0.48-1.24 cu yds.

Komatsu's new PC170LC-10 comes with two counterweight options, both of which provide greater lift capacity compared to the previous PC160LC-8, and the PC170LC-10 is up to 10-percent more fuel efficient.



WA500-7

From Komatsu - The Loader Experts



The WA500-7 Tier 4 Interim Wheel Loader is a class-leading performer in the aggregate industry with improvements in production, fuel efficiency, operator comfort and serviceability.

- Large-capacity torque converter with lock-up delivers power, speed and efficiency.
- New operator's cab offers improved visibility and ergonomics.
- Efficient Tier 4 Interim engine provides up to a 7% reduction in fuel consumption.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

KOMATSU®

www.komatsuamerica.com



North Hall
Booth #10016

MORE NEW PRODUCTS

FEWER PASSES

New WA500-7 Yard Loader Arrangement with specially designed buckets increase capacity, productivity

Whether loading trucks, stockpiling or charging hoppers, you want to move material as quickly as possible. Komatsu designed its new WA500-7 Yard Loader Arrangement with specific features that provide increased productivity for applications involving re-handled or loose material.

“Right away, users notice the larger, flat-floor buckets that keep more material inside. These buckets also significantly increase capacity and decrease the number of passes needed to load 24-ton and 26-ton on-highway trucks,” said Rob McMahon, Product Manager, Wheel Loaders, noting that both 9.1- and 9.8-cubic-yard buckets are available. “These buckets offer several other advantages as well, such as reduced abrasion wear of the floor, less force to penetrate a pile and a wear package that’s lightweight and highly effective.”

Komatsu also added a larger-diameter bucket cylinder for increased bucket forces and additional counterweight for better stability and tipping loads.

“The counterweight’s unique shape provides more ground clearance for stockpiling materials, which is a distinct advantage over competitive machines,” said McMahon. “Other standout features include 29-inch rims and low-profile tires for increased stability; a brake cooling system (front and rear), which maximizes brake life in extended-carry and high-speed applications; and full rear fenders for enhanced protection from debris and thrown material.”

The WA500-7 Yard Loader Arrangement features a Tier 4 Interim engine and is

backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first.

“The WA500-7 Yard Loader Arrangement has many of the same great features as our base WA500-7, and it offers even greater productivity,” said McMahon. “I encourage anyone who wants that combination to try one in their construction and/or quarry operations.” ■



Rob McMahon,
Product Manager,
Wheel Loaders

Brief Specs on the WA500-7 Yard Loader Arrangement

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA500-7 Yard Loader	353 hp	79,162-79,630 lbs.	8.2-9.8 cu. yd.

Komatsu’s new WA500-7 Yard Loader Arrangement features larger, flat-floor buckets that increase capacity and productivity for applications involving re-handled or loose material. It’s designed to load 24-ton to 26-ton on-highway trucks in fewer passes.



KOMATSU HYBRID EXCAVATOR

Fast and fuel efficient, in the right application, the HB215LC-1 offers unmatched performance

In late 2009, Komatsu introduced the Hybrid PC200LC-8, the first hybrid hydraulic excavator in North America. The second-generation HB215LC-1 remains the only hybrid excavator in the popular 25-ton class size. Today, however, it's not the uniqueness or novelty that sets the unit apart, but the performance.

"People generally associate a hybrid with fuel savings – and the HB215LC-1 is definitely fuel-efficient," said Komatsu

Excavator Product Manager Rob Orłowski. "On average, it uses 25-percent less fuel than the Komatsu PC200LC-8, a similar-size, traditional excavator. In the perfect application (light digging with lots of swinging), we've had reports of fuel-savings much greater than 25 percent.

"But what surprises equipment operators most is the machine's speed," he added. "The swing motor in the hybrid is exclusively dedicated to the swing function, which makes it faster and more productive."

Other benefits include:

- Quiet, inside and outside the cab;
- Better company image among the general public and many governmental entities;
- Komatsu engine, hydraulics and hybrid technology work together for maximum performance.

"Of course, the HB215 is not the ideal machine for all applications," Orłowski noted. "For example, if you're using a hammer (although there is a service valve to power hydraulic attachments) or performing deep, heavy work with limited swing involved, this machine may not be the perfect fit. But, in a swing-heavy application such as truck loading, it's tough to beat the fuel-savings and speed advantages of the HB215."

The HB215LC-1 comes with a five-year, 7,000-hour warranty on hybrid powertrain components. If you're considering purchasing a hybrid, now is a good opportunity as Komatsu Financial is offering special financing on the HB215 for a limited time. ■

Brief specs on the Hybrid HB215LC-1 excavator

Operating Weight	Power	Bucket Capacity
48,175 lbs.	139 hp	1/57 cu. yd.

The Komatsu HB215 hybrid excavator is 25-percent more fuel efficient than the PC200LC-8, and operators report the swing speed is faster than the traditional model.



HYBRID EXCAVATOR

From Komatsu - The Green Experts



North Hall
Booth #10016



Komatsu continues to strengthen its innovation leadership with the HB215LC-1. Komatsu hybrid excavators have accumulated more than 1 million operating hours in the field, proving their reliability, along with fuel and emissions savings.

- With every swing, the HB215LC-1 regenerates energy – yielding an average fuel savings of 25% with an equivalent 25% fewer CO₂ emissions.
- Hybrid powertrain components are backed by a 5-year/7,000-hour warranty.

KOMATSU®



www.komatsuamerica.com

EQUIPPED FOR ENERGY PRODUCTION

PC360LC-10 Pipeline Arrangement handles heavy-duty applications such as oil, gas pipelining



Kurt Moncini,
Product Manager,
Excavators

Growth in the oil and gas industry has created a unique need for specialty equipment that can handle rugged terrain, trenching and heavy pipe. Specially-equipped Komatsu excavators perform well in those situations, including the popular PC360LC-10 Pipeline Arrangement. Special features that make this a pipeline machine include: anti-drift/anti-burst valves to provide optimum precision when working with heavy loads; single grouser tracks; and heavy-duty under guards.

Pipe sections are often heavy and the excavators have to hold the load for an extended period of time. These units offer an HKX anti-drift/burst valve package that provides superior

load-holding capabilities, including minimal pipe movement under load.

“Excavators are often called on to perform the role of a side boom to hold pipe sections in place during welding,” said Kurt Moncini, Product Manager, Excavators. “Maintaining precise pipe position is critical, and the anti-drift valves play an important role in the process.”

“If a hose or hydraulic tube fails, boom and arm anti-burst valves help protect against uncontrolled load lowering, ensuring compliance with hose burst requirements,” added Moncini. “This is especially important when loads are lifted in close proximity to workers and welders.”

Several other options are also available, including a wide range of hydraulic kits and line packages for powering attachments. If steep ground or rough terrain are issues, the PC360LC-10 Pipeline Arrangement can be equipped with single grouser shoes for increased traction and maneuverability, which is especially important when working on steep sections of pipeline right-of-way. Special under guards are available for the upper frame (Heavy Duty are 3.2 mm thick and Severe Duty are 9 mm thick) to protect engine and hydraulic components from potentially damaging debris rolling along the top of the tracks.

“Excavators are very flexible products for pipeline applications, and the PC360LC-10 Pipeline Arrangement is an especially good option,” said Moncini. “Its hydraulic systems are easily adaptable for a broad spectrum of attachment uses. For instance, aside from digging pipe trench, they can be used as pipe handlers in distribution and storage yards, to power bedding material screening buckets, run hydraulic hammers and many other applications requiring hydraulically-driven attachments.” ■

Brief Specs on the PC360LC-10 Pipeline Arrangement

Model	Horsepower	Operating Weight	Bucket Capacity
PC360LC-10 Pipeline Arr.	257 hp	78,255-79,930 lbs.	.89-2.56 cu. yds.

Komatsu's PC360LC-10 Pipeline Arrangement works well for holding heavy pipe sections during welding thanks to a standard anti-drift valve. An HKX anti-burst valve package is available and gives superior load-holding capabilities, including precision load control.





TRAMAC[®]
BY MONTABERT[®]



engineering innovation since 1921[™]

POWER THE POWER TO
EQUIPMENT PERFORM

MEMPHIS, TN
(901) 346-9800

KINGSPORT, TN
(423) 349-6111

TUPELO, MS
(662) 869-0283

KNOXVILLE, TN
(865) 577-5563

CHATTANOOGA, TN
(423) 894-1870

NASHVILLE, TN
(615) 213-0900



More Power



Greater Productivity



Longer Life



Improved Service



Value Driven



Ongoing Innovation

For more information visit
TramacByMontabert.com

It's a clean sweep...

Booth 8753



Broce Broom
THE LEADER



With a wide range of options, Broce Brooms are versatile enough to handle nearly any sweeping challenge. From optional curb sweepers and water spray systems to scraper blades and a choice of engines, you can customize your Broce Broom to meet individual jobsite needs.

All self-propelled Broce Brooms have a standard hydrostatic drive and a compact wheel base for better maneuverability in tight places. Our sound-suppressed cab provides maximum operator comfort and visibility for optimal productivity and safety.

To find out how Broce Brooms can help you make a clean sweep every time, contact your Broce dealer for a demonstration.

KNOXVILLE, TN
(865) 577-5563

MEMPHIS, TN
(901) 346-9800

NASHVILLE, TN
(615) 213-0900

KINGSPORT, TN
(423) 349-6111

CHATTANOOGA, TN
(423) 894-1870

TUPELO, MS
(662) 869-0283

POWER
EQUIPMENT THE POWER TO PERFORM

MAINTENANCE MILESTONE

Komatsu CARE hits 10,000th service interval; successful program increases longevity of machines

Milestones are often marked in big numbers. For Komatsu CARE, its latest big number is 10,000. This is meaningful because it represents the number of services performed since the program's launch in 2011, which came with the introduction of Tier 4 Interim machines.

Komatsu CARE provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first, on Tier 4 Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges. Komatsu distributor technicians perform the services using genuine Komatsu OEM parts and fluids.

"We wanted to work with our distributors and customers to provide a solution to the new technology coming into the marketplace with the Tier 4 Interim machines," said Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations. "We also wanted to help our customers reduce the owning and operating costs associated with maintenance. Komatsu CARE is a proactive approach designed to meet those needs. The program is a tremendous success, thanks in large part to the dedication of our distributors."

Both customer-owned and rented machines are covered under Komatsu CARE. Distributors track the machines with KOMTRAX to determine hours and machine location, and then work with customers to schedule service intervals at a convenient time and place.

The 10,000th service was an initial 250-hour interval performed on a WA470-7 wheel loader. Similar to many service intervals performed under the Komatsu CARE program, it was done on site by a Komatsu distributor field technician.

"There are a couple reasons for reaching 10,000 so fast," said Rizzo. "Having a tremendous number of Tier 4 Interim machines in the field is one. Another is that those machines are highly utilized, so there are a lot of hours put on them. Komatsu CARE assures that the services are done on time, which in turn may help increase the longevity and dependability of the machines." ■



Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations



A Komatsu distributor technician performs the 10,000th service interval under the Komatsu CARE program. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first, on Komatsu Tier 4 Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges.

Komatsu, distributor and customer personnel celebrated the 10,000th service interval performed under the Komatsu CARE program.



BEYOND THE STANDARDS

Mike Ueno says innovative approaches help Komatsu meet and exceed emissions regulations



Mike Ueno,
Komatsu Executive Vice President
& Chief Technical Officer

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.

This year marks Mike Ueno's 30th with Komatsu, and during his tenure with the company he's held several positions. He started with the design of 15-liter engines and later helped develop 30-liter engines.

Ueno became Komatsu's Executive Vice President and Chief Technical Officer about three years ago, giving him overall technical responsibility for the company. That includes overseeing products at the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as in Peoria, Ill., where Komatsu produces mining equipment.

He was also Vice President and President of Industrial Power Alliance, a joint venture between Komatsu and Cummins. Ueno was an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved plant management.

"Engine technology has evolved tremendously through the years," said Ueno. "I'm proud of the way we've implemented the tier emissions standards and made equipment that's more productive, reliable, durable and efficient at the same time. What's really gratifying is that many of the features that make those attributes possible came from listening to our customers and implementing their recommendations."

Mike and his wife celebrated their Silver Anniversary last year. The couple has three children.

QUESTION: Tier 4 Interim requirements finished at the end of last year. How would you assess Komatsu's implementation of the regulations?

ANSWER: I'd say it was very successful. We met the requirements of reducing soot and NOx, and in some cases, exceeded them with an innovative approach that differentiated us from other manufacturers. For instance, to reduce soot we use a diesel particulate filter (DPF) to capture the particulate matter, and we burn it off with the aid of a variable-geometry turbocharger. This process promotes regeneration during production, and in most circumstances, the operator has to take no action. With other-brand machines, operators often have to take them out of production for a significant period of time. That lost productivity can be costly.

We have learned a lot about our DPF system from customers and from our field experience, as we strive for continuous product improvement. From this sense, I would like to express my sincere appreciation to all our distributors and others who promote our products.

QUESTION: How is Komatsu handling implementation of Tier 4 Final regulations, which begin this year?

ANSWER: The biggest challenge Tier 4 Final presents is a further decrease in NOx, taking emissions to near zero. To do that, we will use a selective catalytic reduction (SCR) and urea to regulate and virtually eliminate the amount of NOx emitted from construction equipment. Our SCR-fitted machine tests also show a decrease in fuel consumption. Komatsu's engineering and manufacturing personnel have been integrating the SCR into new models for quite some time, and as with previous regulations, we're ready for Tier 4 Final. We'll also be ready when it's time to implement Tier 4 Final on mining equipment, which begins in 2015.



Komatsu met emissions regulations with its Tier 4 Interim machines, and in many cases, increased production and fuel efficiency. Mike Ueno, Executive Vice President and Chief Technical Officer, says Tier 4 Final machines show further increases in fuel economy.

Another significant challenge with Tier 4 Final standards is the number of machines it affects. During the Interim phase, Komatsu introduced about 20 new machines. During Tier 4 Final, that number will be almost double. In fact, the next few years will involve re-engineering our entire fleet.

QUESTIONS: One new machine Komatsu recently introduced was its first *intelligent Machine Control* (iMC) dozer model, the D61i-23. Where does it fit in?

ANSWER: The D61i-23 is a Tier 4 Interim machine. It's also a perfect example of how Komatsu exceeded emissions requirements. The iMC dozers, with integrated GPS systems, provide automatic blade control that optimizes the amount of material moved from rough-cut to finish grading. All the operator has to do is control direction by moving the joystick control forward or backward, making even the most inexperienced operators more effective and productive. Feedback has been phenomenal, and customers are looking for more automated models.

QUESTION: Will Komatsu have more automated machines?

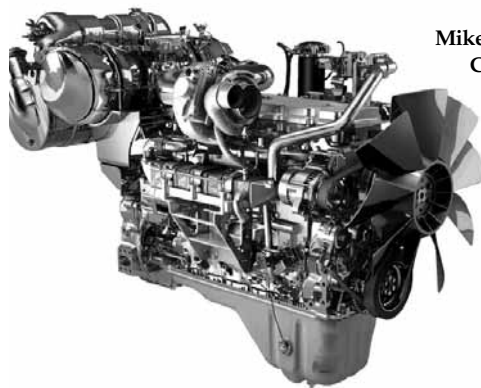
ANSWER: Most definitely, and relatively soon for some models. Komatsu plans to introduce additional *intelligent Machine Control* dozers, as well as iMC excavators. Other products could follow. And the future may hold further possibilities, such as autonomous machines requiring no operator. We've already had autonomous haul trucks for several years.

QUESTION: What else may be on the horizon?

ANSWER: From a machinery standpoint, another hybrid excavator. We introduced the



The *intelligent Machine Control* D61i-23 dozer provides automated blade control from rough-cut to finish grade, with integrated GPS technology. More automated products are on the horizon, according to Mike Ueno, Komatsu Executive Vice President and Chief Technical Officer.



Mike Ueno, Executive Vice President and Chief Technical Officer, says Komatsu is ready for Tier 4 Final regulations which begin this year. Engine technology in new machines aims to further reduce emissions, including virtually eliminating NOx.

first and are now in our second generation with the 20-ton-class HB215LC-1. A new, 30-ton model would be next.

Technology is always improving, and Komatsu will continue to implement it. One example is our KOMTRAX mobile app for smart devices. Since we introduced KOMTRAX, we've continued to add features and data that allow users to track hours, idle time, location, machine usage, modes and a whole host of other critical information. Tracking the SCR and urea level will be integrated with the Tier 4 Final machines. ■

See us in
Las Vegas
Booth #4264
Silver Lot



CUSTOMIZED BOOM AND STICK
CONFIGURATIONS TO MEET ALL
FOUR JOB REQUIREMENTS

OEM
ATTACHMENTS
FOR MANY
APPLICATIONS

BUILT-IN SAFETY,
PRODUCTIVITY
AND COMFORT

FUEL EFFICIENT,
LONG LIFE AND
EASY MAINTENANCE

WHEELED/CRAWLER/RAIL/
PEDESTAL/GANTRY AND
CUSTOM MOUNTS FOR SCRAP,
FORESTRY, PORT, WASTE AND
AGGREGATE APPLICATIONS

Purpose-built from the ground up by **SENNEBOGEN**

Material handlers from **SENNEBOGEN** - 44,000 lbs. to 750,000 lbs.

Simple design... Lift more. Move faster. Save fuel. Run longer.

www.sennebogen-na.com
Tel: +1-704-347-4910

SENNEBOGEN[®]

SPOTLIGHT ON HIGHWAY FUNDING

Report, Senate committee show urgent action needed to address inadequate investment

Transportation group TRIP's latest study shows road conditions nationally will continue to worsen unless a current shortfall in funding is addressed. It estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years.

An extra \$670 billion is required for significant improvements, while \$374 billion would make modest enhancements, according to the study, which showed about 27 percent of urban roads contained substandard pavement. That will cost the average urban driver about \$400 annually, \$80 billion nationally, in added vehicle operating costs.

"Our nation's surface transportation infrastructure will further deteriorate if lawmakers don't identify new revenue sources for the Highway Trust Fund (HTF) by October," said Christian Klein, who is Vice President of Government Affairs for Associated Equipment Distributors and on the Board of Directors of TRIP. "According to data released by the Congressional Budget Office, in FY 2015 the HTF will be unable to support any highway or transit spending, jeopardizing more than \$50 billion in annual investment."

TRIP's report comes just months before the current highway bill is set to expire. MAP-21, passed in June 2012, runs through September 30 of this year. It brought some certainty compared to short-term extensions that had previously funded transportation projects, but failed to address the long-term funding needs of the HTF.

The Senate Environment and Public Works Committee recently held a hearing to examine the HTF, and more hearings are expected in the coming months. Construction industry,

labor and business community representatives detailed the highway program's situation and the economic impact that would result if the HTF is unable to support current spending in FY 2015, the "Year Zero" scenario, according to AED.

The committee discussed several options, including increasing the federal gas tax and indexing it for inflation. Expanded tolling, shifting to a vehicle miles traveled levy, a refinery-level fee and a sales tax were also mentioned.

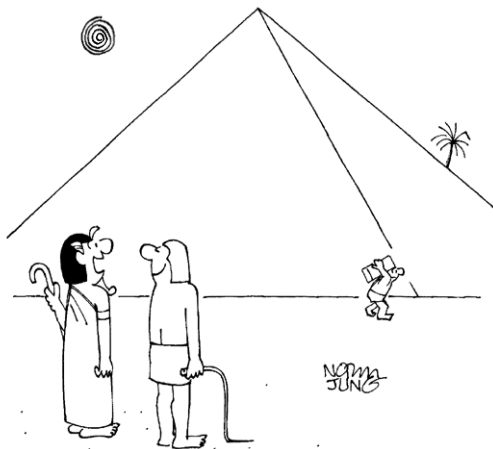
"We commend (Chairman) Boxer both for continuing to ring the alarm bell about the crisis facing the federal highway program and offering bold solutions like a new gasoline sales tax," said Klein. "With 'Year Zero' looming in 2015, it's time for Congress and the president to stop hitting the snooze button and take swift, decisive action to ensure the HTF's long-term solvency." ■

A study by the transportation group TRIP estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years. An additional \$670 billion would be necessary for significant improvements.

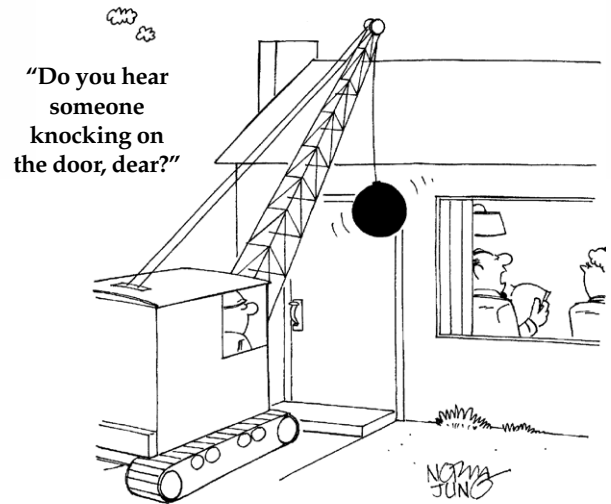


SIDE TRACKS

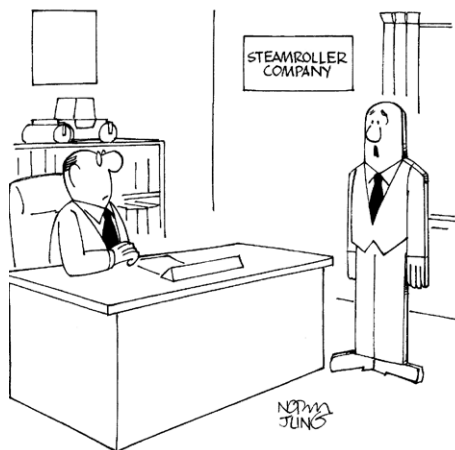
On the light side



"I like it. Build me two more."



"Do you hear someone knocking on the door, dear?"



"Mr. Woodhouse, I'd like to report an accident."

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.PowerEquipmenteer.com

1. RIET _ _ _ E _
2. HUSCR _ _ _ S _
3. NALGFE _ L _ _ _ _
4. NCOPXOE _ _ _ _ X _ _
5. KAOTHCRE _ R _ _ _ H _ _

Did you know...

- A cow gives nearly 200,000 glasses of milk in her lifetime.
- Queen Elizabeth II served as a mechanic and driver in World War II.
- In 1537, England's King Henry VII officially declared February 14 the holiday of St. Valentine's Day.
- The human brain is more active during sleep than during the day.
- A honey bee must tap two million flowers to make one pound of honey.
- The average person drinks about 16,000 gallons of water in a lifetime.
- Chocolate was introduced into the United States in 1765 when cocoa beans were brought from the West Indies to Dorchester, Mass.
- Napoleon Bonaparte is the historical figure most often portrayed in movies. He has been featured in 194 movies, Jesus Christ in 152, and Abraham Lincoln in 137.

CERTIFIED RENTAL[®]

A Division of **POWER**
EQUIPMENT

First time renter?

Call today to receive a

20% discount*

800.997.7530

* Offer applies to one machine for up to a one-year term.

Why **CERTIFIED RENTAL**[®]

CERTIFIED RENTAL[®], a division of Power Equipment Company, is a provider of short- or long-term rent-to-rent construction equipment. Our customers can depend on **CERTIFIED RENTAL**[®] because we provide the following benefits:

COMMITMENT - WE ARE COMMITTED TO PROVIDING OUR CUSTOMERS WITH THE BEST VALUE FOR THEIR MONEY, OUTSTANDING CUSTOMER SERVICE AND PRODUCTS THEY CAN RELY ON.

EFFICIENT - OUR FLEET INCLUDES ONLY LATE MODEL EQUIPMENT. OUR CUSTOMERS ARE ABLE TO RENT MACHINES WITH THE MOST EFFICIENT TECHNOLOGY THAT ENHANCES OPERATION, GIVES THEM THE COMPETITIVE EDGE AND REDUCES DOWNTIME.

RESOURCES - WE ARE A 105 YEAR OLD FAMILY BUSINESS THAT HAS THE RESOURCES TO PROVIDE AVAILABILITY OF EQUIPMENT AS WELL AS THE SERVICE REQUIRED TO SUPPORT THE EQUIPMENT.

TRUE COST OF RENTING - WE PROVIDE THE MOST HASSLE-FREE, ECONOMICAL AND SAFE ALTERNATIVE TO OWNING AND PROVIDE OUR CUSTOMERS WITH RENTAL OPTIMIZATION INITIATIVE REPORTS SO THEY CAN SEE THE "TRUE COST" OF RENTING.

IMAGE ENHANCEMENT - WE OFFER CLEAN, WELL-MAINTAINED, LOW-HOUR MACHINES.

FACTORY TRAINED TECHNICIANS - OUR TECHNICIANS RECEIVE THE MOST UP-TO-DATE DIAGNOSTIC SKILLS TO REDUCE THE DOWN-TIME OF THE EQUIPMENT WE RENT.

INCREASED AVAILABILITY - WITH A RENTAL FLEET IN EXCESS OF 500 MACHINES, A RENTAL MACHINE INVESTMENT OF OVER 80M, AND A FOUR-STATE BRANCH NETWORK, OUR CUSTOMERS' DIVERSE APPLICATION NEEDS CAN BE MET.

ECONOMICAL - OUR KOMATSU EQUIPMENT HAS SHOWN TIME AND TIME AGAIN TO BE A PRODUCTIVE AND FUEL EFFICIENT BRAND NAME.

DOWNTIME - IS KEPT TO A MINIMUM BECAUSE IT IS MONITORED IN REAL-TIME USING KOMTRAX TELEMETRICS FOR USAGE, FUEL CONSUMPTION, IDLE TIME AND MALFUNCTIONS.



KOMATSU Excavators:
PC35 - PC1250

Select units available with Atlas Copco or Tramac hammers. Also select units available with thumbs

HAMM 3307 and 3410
Single Drum Vibratory Soil Compactors

Also available HAMM Double Drum Vibratory Asphalt Rollers



KOMATSU
HM300 and HM400
Articulated Trucks

KOMATSU
D37EX - D155AX w/Cab
Dozers
Ripper Units Available on D65EX and D155AX
GPS Available on Select Models



KOMATSU
WA200 - WA500
WHEEL LOADERS

Forks Available on WA200 thru WA320

OTHER UNITS IN OUR CERTIFIED RENTAL FLEET INCLUDE: BACKHOE LOADERS, SKIDSTEER LOADERS, TRACTOR/SCRAPERS, CRAWLER LOADERS AND MILLING MACHINES. PLEASE CONTACT YOUR LOCAL POWER EQUIPMENT LOCATION LISTED BELOW FOR MORE DETAILS.

CERTIFIED RENTAL[®]



A Division of Power Equipment

www.certifiedrental.com

KNOXVILLE
865.577.5563
800.873.0961

NASHVILLE
615.213.0900
800.873.0962

CHATTANOOGA
423.894.1870
800.873.0963

KINGSPORT
423.349.6111
800.873.0964

MEMPHIS
901.346.9800
800.873.0965

SALTILLO, MS
662.869.0283
800.873.0967

MORE INDUSTRY NEWS

Private developers increasingly require surety bonds

A rise in defaults during the past several years has also increased the demand from private developers that contractors provide surety bonding on their projects, according to a recent Business Insurance article. Surety bonds are normally associated with public

works projects, but due to sluggish recovery in the construction industry, developers are now seeking the same assurances that their investments will be protected against contractors and subcontractors who are unable to perform contracted work, the article notes. ■

Forecast: Equipment rental revenues to continue climbing

Rental revenues are up and expectations are that they will continue to climb, according to an American Rental Association's forecast, Rental Market Monitor, compiled by IHS

Global Insight. Equipment rental revenue is expected to grow 9.2 percent in 2014 and nearly 13 percent in 2015. By 2017, rental revenue is expected to top \$46 billion, IHS reported. ■

Don't just take our word for it...

"Paladin attachments have the **durability** and performance I can always count on."
Jim W., Pipeline Contractor

"My Paladin attachment allows me to gain **versatility** on the jobsite and enhance my machine's capability."
John B., Forestry Management

"When relying on **cost** effective solutions, Paladin attachments are my solution."
Steve H., Equipment Dealer

"I don't get anything less than maximum **performance** from my Paladin attachments."
Eric J., Landscape Contractor



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence®

BRADCO

CP

CUSTOMWORKS

FFC

HARLEY

J:B

McMILLEN

SWEEPSTER



Connect with Paladin:



www.paladinattachments.com

Division of
IHS INTERNATIONAL
EQUIPMENT
SOLUTIONS



2012 Komatsu WA500-7, 2,311 hours



2012 DOPPSTADT SM720, 11 hours

Equip #	Year	Make/Model	Description	Serial No.	Hours
---------	------	------------	-------------	------------	-------

DOZERS

PT21192-1		KOMATSU D65EX-15		67592	9,298
PT24316-1		KOMATSU D39PX-22		3191	2,109

EXCAVATORS

PT26928		CAT 320D	W/ BUCKET AND MANUAL THUMB	PHX01923	2,976
PPJ00098		KOMATSU PC270LC-8		A87482	1,757
PT19685-1		KOMATSU PC308USLC		20077	
PP27027-1		KOMATSU PC400LC-8		A88419	7,254

FORESTRY EQUIPMENT

PT21924-1		KOMATSU 445EXL	FELLER BUNCHER	FT4C-2756	1,942
PT23086-1		KOMATSU 445EXL	FELLER BUNCHER	FT4C2867	7,774
PP25364-1		KOMATSU 435FXL-1	FELLER BUNCHER	A10011	1,241

WHEEL LOADER

PT22179-1		KOMATSU WA250L-5		70901	11,968
	2012	KOMATSU WA500-7			2,311

RECYCLING EQUIPMENT

B49545	2010	DOPPSTADT SM720	TROMMEL, WITH B45188ZD 1 1/2 INCH SCREEN		645
B50049	2012	DOPPSTADT SM720	TROMMEL, WITH B49545Z 1/2 INCH SCREEN		11
25569	2011	DOPPSTADT SM720	TROMMEL, NO SCREEN CURRENTLY INSTALLED		7
A9271	2010	DOPPSTADT SM720	3/8 INCH TROMMEL SCREEN		
A9619	2011	DOPPSTADT SM720	1/2 INCH TROMMEL SCREEN		
B49496z	2011	DOPPSTADT SM720	TROMMEL STAR SCREEN		
26372	2012	DOPPSTADT AK235	HIGH SPEED GRINDER		6
B45187	2009	DOPPSTADT DW3060K	SHREDDER		297
25052	2009	DOPPSTADT DW3060K	SHREDDER		82

KNOXVILLE, TN 3300 Alcoa Highway (865) 577-5563 1-(800) 873-0961 (TN)
 CHATTANOOGA, TN 4295 Bonny Oaks Drive (423) 894-1870 1-(800) 873-0963 (TN)
 NASHVILLE, TN 1290 Bridgestone Parkway (615) 213-0900 1-(800) 873-0962 (TN)



MEMPHIS, TN 3050 Ferrell Park Cove (901) 346-9800 1-(800) 873-0965 (TN)
 KINGSPORT, TN 1487 Rock Spgs. Rd. (423) 349-6111 1-(800) 873-0964 (TN)
 TUPELO, MS 1545 Highway 45 (662) 869-0283 1-(800) 873-0967

C.P.I.
P.O. Box 1689
C.R., IA 52406-1689

Presorted Standard
US Postage Paid
C.P.I.

Change Service Requested

POWER EQUIPMENT

The Products. The People. The Service



www.powerequipco.com



D61-PXi
D61-EXi



World's FIRST dozer with fully automatic blade control

KOMATSU i-DOZERS

innovative
integrated
intelligent

Paving, Milling and Rollers



Cranes and Material Handlers



Forestry and Land Clearing



KOMATSU

- Excavators
- Crawler Dozers
- Wheel Loaders
- Articulated Trucks
- Rigid Frame Trucks
- Motor Graders
- Mini Excavators
- Shovels

Construction and Forestry Attachments



Tractors and Pull Pans



Concrete, Crushing and Screening



KNOXVILLE, TN

3300 Alcoa Highway, Knoxville, TN
865.577.5563 • 800.873.0961

CHATTANOOGA, TN

4295 Bonny Oaks Drive, Chattanooga, TN
423.894.1870 • 800.873.0963

MEMPHIS, TN

3050 Ferrell Park Cove, Memphis, TN
901.346.9800 • 800.873.0965

NASHVILLE, TN

1290 Bridgestone Parkway, LaVergne, TN
615.213.0900 • 800.873.0962

KINGSPORT, TN

1487 Rock Springs Road, Kingsport, TN
423.349.6111 • 800.873.0964

TUPELO, MS

1545 Highway 45, Sallitto, MS
662.869.0283 • 800.873.0967