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PARCHMAN CONSTRUCTION CO.

Tennessee earthwork, utility contractor credits
former employer for providing start in business



Chris Parchman,
Owner/President

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A MESSAGE FROM THE PRESIDENT



Chris Gaylor

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Dear Valued Customer:

Our country faces an infrastructure crisis. Congested and deficient roadways and unsound bridges are safety hazards. Clean and safe water-supply pipelines are vital to our everyday needs. Yet, we consistently underinvest in these and other basic items. There is talk in Washington about addressing these issues with a \$1 trillion – or more – infrastructure plan, but nothing is concrete, and lawmakers continue to put it off.

We encourage you to contact your representatives and push for proper funding to bring our nation's infrastructure well above the dismal D⁺ grade the American Society of Civil Engineers recently gave it.

A hearty investment in infrastructure would create numerous jobs. It's no secret that the construction industry is in the midst of a labor shortage. We hope that lawmakers can address this topic too with ways to help fund more vocational programs. In this issue of your Power Equipmenteer magazine, you can read how the construction industry is taking steps to encourage young people to consider construction as a career.

What could be better than running equipment such as Komatsu *intelligent* Machine Control excavators? You can learn about the latest model, the second-generation PC210LCi-11, inside. There are also articles on new large trucks, a log loader and more, showcasing the broad range of equipment that Komatsu manufactures.

Of course, someone has to maintain those machines. Komatsu continues to partner with Oklahoma State University Institute of Technology (OSUIT) to educate and train tomorrow's technicians. I believe you will find the story in this issue focused on the 20-year relationship between Komatsu and OSUIT an interesting read.

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

Sincerely,
POWER EQUIPMENT COMPANY

Chris Gaylor
President

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infrastructure
spending**

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PARCHMAN CONSTRUCTION CO.

See how Chris Parchman, Owner/President of Parchman Construction Co., has methodically built his Tennessee business.

HANDS-ON EXPERIENCE

Ride along as Power Equipment customers test the latest *intelligent* Machine Control equipment and learn about Komatsu's SMARTCONSTRUCTION services at spring Demo Days.

GUEST OPINION

Read why the Association for Equipment Manufacturers says that now is the time to upgrade the country's infrastructure.

BUILDING THE FUTURE

Take a look at the innovative methods the construction industry is using to train and recruit millennials to meet a shortage of skilled workers.

NEW PRODUCT

Learn how the second-generation PC210LCi-11 excavator delivers greater efficiency as well as joystick functionality.

FORESTRY NEWS

Find all the details on Komatsu's PC290LL-11 log loader with features that increase productivity and operator comfort.

INNOVATIVE PRODUCT

Understand how the new PC650LC-11 production excavator is well-suited for deep trenching applications and loading trucks.

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PARCHMAN CONSTRUCTION CO.

Tennessee earthwork, utility contractor credits former employer for providing start in business



▶ VIDEO
Chris Parchman,
Owner/President

Few business owners can say they got their start by quitting a job, only to have their previous employer help them open a new business. Chris Parchman can make that claim.

"I left Paul Moore Construction and was hired by a different company, but that didn't pan out," recalled Chris, Owner and President of Cumberland City, Tenn.-based Parchman Construction Company. "After that, I called Paul Moore of Paul Moore Construction, and he asked me to come back to work for him, but I told him I wanted to start my own business. He said he would help, and that he had some jobs for me. I subbed my first three projects from him while I was getting a contractor's license."

The first job involved putting in sewer lines, followed by two water-line assignments in Nashville that took nearly three years to

complete. Once he earned his contractor's license, he started bidding public-works projects in Houston County where he grew up.

"I thought this was the best place because I knew the lay of the land," said Chris. "I probably laid upward of 100 miles of water line in Houston County when I worked for Paul Moore. I could, and still can, drive down the road, look at a site and know whether it's rocky, wet or will have other challenges."

Adds general excavation

The first project awarded to Parchman Construction was laying a high-pressure gas line. Chris and a small crew completed it, despite never tackling that type of utility job before.

"I knew sewer, water and storm, but not gas, so that was quite an experience," said Chris. "We finished it and learned a thing or two. Soon after, we landed a couple of sizeable sewer contracts in Camden, and things just clicked from there. Because my background involved putting in utilities, I focused primarily on that area."

Utilities remained at the forefront of Parchman Construction's service list until roughly six years ago. Chris now describes the business as more of a general-excavation company.

"As the saying goes, 'if it has to do with dirt, we're involved,'" Chris stated. "We offer clearing, mass excavation, road building and more. Approximately 90 percent of our projects are hard-bid, public works jobs for municipalities, counties and the DOT. Adding general excavation gave us the opportunity to self-perform more of the tasks, which I believe provides a real advantage."

An operator for Parchman Construction pushes a pile of trees and brush with a Komatsu D65EX dozer on a clearing project near Guthrie, Ky. "I'm loyal to Komatsu," said Owner/President Chris Parchman. "Throughout the years, I kept acquiring more pieces without trading any, because I didn't need to. The Komatsus last, without incurring significant downtime or repair costs."





Chris was somewhat familiar with excavation work before adding that to his business. Utility projects often involve some ancillary earthwork, and he grew up helping his dad, Bobby, with the dirt business that he owned. Bobby mainly did custom jobs for private individuals such as leveling house pads and yards, as well as clearing. Bobby, in turn, was part of Chris' team for several years until he passed away.

"Dad taught me a lot about business and equipment. He was a good mentor," Chris reminisced. "It was great having him here. Dad treated the business as if it was his own. His dedication, along with that of many other staff members, has made Parchman Construction successful. They deserve a big tip of the cap for their efforts."

The company's staff now numbers close to 20 and includes longtime and key members such as Superintendents Russell Clark and Eddie Stone, Secretary Holly Blair, Estimator Tim Settles and Foreman Leigh Wilde.

General or sub

Chris estimates that his business has four to five jobs going at a time, usually within a two-hour radius of Cumberland City, an area which includes both Clarksville and Nashville. A crew worked on Interstate 24 near Clarksville with a \$1.5 million DOT project to widen the intersection at Exit 1. Parchman Construction was the general contractor, installing nearly 7,000 feet of utility lines as well as doing the earthwork for widening and subgrade prep. It subbed out the paving.



▶ VIDEO

A mix of Komatsu excavators, including a new PC210LC-11 and older PC200, PC220 and PC158 models are workhorses for Parchman Construction. "I prefer to run Komatsu," said Superintendent Eddie Stone (inset). "They are durable, comfortable and they get the job done. They are good all-around machines."

The company provided similar services as a subcontractor just down the road at Exit 8 on a \$2.5 million job that saw it move approximately 40,000 yards of dirt and put in upward of 10,000 feet of utilities. It was Parchman Construction's largest project to date.

Loyal to Komatsu, Power Equipment

Chris is pleased with the relationship he has built with Power Equipment Company through his Komatsu equipment purchases. Their mutual history dates back to 1995 when Chris bought a PC200LC-6 excavator from Power Equipment that he continued to run until a few months ago when he believes it was struck by lightning and caught on fire.

Continued . . .

Komatsu CARE program 'is fantastic'

... continued

"It was a sad day when that machine burned, because it was still very productive, even in tough applications such as running a grinder or hammer," recalled Chris. "Other than general maintenance, we did nothing to it.

"I only knew one person who had a Komatsu when I got that PC200, and he called me after I bought it and asked how I liked it," added Chris. "I told him it was tight, quick and more fuel-efficient compared to what I was running. He bought another Komatsu after our conversation, and some municipalities and other companies purchased Komatsus based on my recommendation."

The productivity and reliability of that PC200LC-6 convinced Chris that Komatsu was his brand of choice. Today, he has older PC158USLC and PC220LC models, a PC210LC-11, two WA200PZ wheel loaders, a

D65EX dozer and Komatsu skid steers. Chris calls on Power Equipment Company Sales Rep Matthew Spence for his equipment needs.

"I'm loyal to Komatsu," said Chris. "Throughout the years, I kept acquiring more pieces without trading any, because I didn't need to. The Komatsus last, without incurring significant downtime or repair costs. The excavators and wheel loaders give us good versatility to run buckets and attachments, and the dozer is great for mass and finish work. It can also push a hefty pile of trees and brush on clearing jobs. The PC210LC is our latest purchase, and we love it. It's well-balanced, fuel-efficient, quick and responsive. Each Komatsu we purchase is better than the last."

Parchman Construction is diligent about machine maintenance and appreciates that Komatsu takes a similar approach to service. "The Komatsu CARE program that comes with the Tier 4 machines is fantastic. Power Equipment does the services for the first three years or 2,000 hours. That takes a load off us, and if we need parts for our older machines, Power is great about having them on hand or getting them right away from Komatsu's warehouse in Ripley. Matthew, Power and Komatsu across the board are super to work with."

Heeds good advice

Chris shared one piece of advice that Paul Moore gave, which stuck with him: "Never get too big."

"He told me there will be a lot of headaches, and you will lose money and customers because you can't take care of them properly," Chris recounted. "That fits in with what my dad advised when he said that you're only as good as your word. If you let a customer down, your reputation will take a big hit."

Chris has heeded their advice, but he hasn't hesitated to expand under the right conditions.

"It's pick and choose. Adding general excavation made sense. Going all out and doubling or tripling in size, doesn't. We may add another crew, but at this point, I don't see getting much bigger. I like where we came from, where we are and where we are going." ■

Power Equipment Company Sales Rep Matthew Spence (left) works with Parchman Construction Owner Chris Parchman. "If we need parts, Power is great about having them on hand or getting them right away from Komatsu's warehouse in Ripley. Matthew, Power and Komatsu across the board are super to work with," said Parchman.



A Parchman Construction operator moves rock with a Komatsu WA200PZ wheel loader on an intersection-widening project at Exit 1 on Interstate 24 near Clarksville, Tenn.



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HANDS-ON EXPERIENCE



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TEST-DRIVING THE FUTURE

Customers have opportunity to experience the latest offerings from Komatsu

Nearly 180 customers attended Komatsu's spring Demo Days at its Cartersville Customer Center in Georgia. The three-day event featured the company's latest products, including its industry-leading *intelligent* Machine Control equipment and new SMARTCONSTRUCTION service that debuted at CONEXPO-CON/AGG 2017.

"Our Demo Days are great events because they give customers the chance to operate equipment and talk to our experts, so they get a real feel for everything these machines can do," said Komatsu Director of Training and Publications Tom Suess. "The technology on our *intelligent* Machine Control pieces is amazing, and to give customers the chance to experience them first-hand is really valuable."

In the morning, attendees had the option to tour Komatsu's Chattanooga Manufacturing Operation in Tennessee or take part in a SMARTCONSTRUCTION session and learn more about the service that helps customers achieve maximum performance through their *intelligent* Machine Control equipment. The SMARTCONSTRUCTION session was held in the recently renovated theatre at the Cartersville Customer Center.

After lunch, attendees had the remainder of the afternoon to operate more than 30 machines, including Komatsu's latest releases, the HB365LC-3 hybrid excavator, PC650LC-11 excavator, PC170LC-11 excavator, HD605-8 haul truck and D51PX-24 dozer. The lineup also featured the entire family of *intelligent* Machine Control excavators and dozers.

Komatsu's operator-training simulator, Worksite VR, unveiled at CONEXPO-CON/AGG, was available for customers to try out as well. Attendees completed a series of excavator tasks



(L-R) Power Equipment Sales Reps Todd Huyler and Heath Smith meet with Eric Buchanan of Lhoist North America/ Franklin Industrial Minerals and Jerry Adkins of APAC/ Midsouth Aggregates.



Tom Suess,
Komatsu Director
of Training and
Publications

A customer tests Komatsu's PC650LC-11 excavator at Demo Days in Cartersville, Ga.

▶ VIDEO



Power Equipment customers enjoy Demo Days

... continued

Using Komatsu's Worksite VR operator-training simulator, this customer completes a series of tasks on a computer-generated excavator.



using a pair of virtual-reality goggles and working joysticks.

Many firsts

The event also served as a welcome for Komatsu America's new President and Chief Operating Officer Hank Takatsuki.

"Demo Days are always exciting, but this was special because there were so many firsts," said Sues. "It was our initial event after CONEXPO-CON/AGG that gave customers the chance to test all of the things they may have seen or heard about from the exhibit; we were able to show off our recent renovations; and we had the opportunity to welcome Hank. It was an awesome week and a great springboard into the future." ■



(L-R) Power Equipment Sales Rep Heath Smith discusses Komatsu's SMARTCONSTRUCTION jobsite solutions with David Carlock and David Johnson of Carlock Trucking & Construction.

(L-R) Katie and Dustin Walker of Walker Stone preview the day's activities with Power Equipment Sales Rep Matthew Spence and Chris Parchman of Parchman Construction Company.



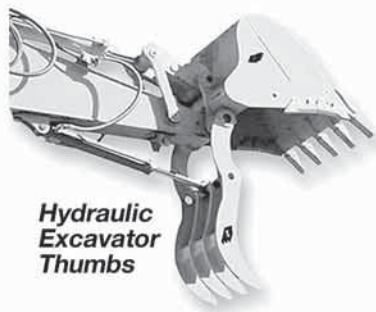
Barry Jones (left) of Carbine & Associates and Power Equipment Sales Rep Joe Tant get ready to test the latest intelligent Machine Control equipment.

Devin and Hannah Walker of Walker Stone inspect new Komatsu dozers during the recent Demo Days event.





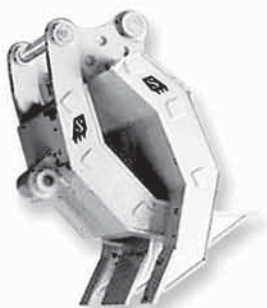
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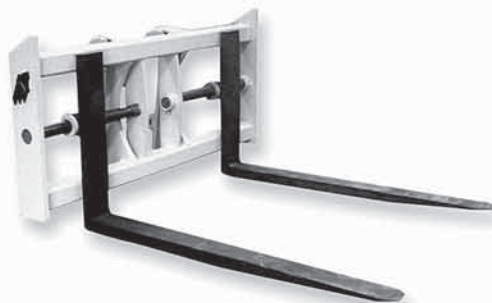
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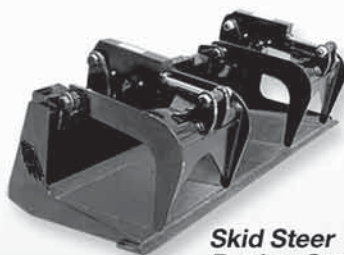
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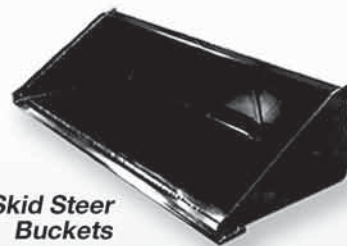
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AEM MOTTO: #TIMETOBUILD

Association gives four reasons why Congress should tackle infrastructure issues now



Kate Fox Wood,
AEM Campaign
Director,
Infrastructure
Vision 2050

This year's nationally recognized Infrastructure Week in May couldn't have been better timed. President Trump continues to emphasize the importance of upgrading U.S. infrastructure, and members of Congress on both sides of the aisle are eager to tackle this vital issue. As this year's Infrastructure Week theme suggested, now is the perfect #TimetoBuild. The Association of Equipment Manufacturers (AEM) recently joined with dozens of other organizations and hundreds of individuals to take the message to Capitol Hill.

Time to act

Here are four reasons (in no particular order of importance) why this is an opportune time to pass meaningful legislation to upgrade and modernize the U.S. network of roads, highways, bridges, waterways, locks, dams, underground-utility infrastructure and broadband.

Kate Fox Wood, AEM Campaign Director, Infrastructure Vision 2050, outlines four reasons why now is the time to focus on infrastructure, including the public's desire for action and bipartisan support among lawmakers.

We know we have a problem. The sad state of U.S. infrastructure has been amply litigated. The case for investment and action has been made and supported with economic impact studies, report cards and warnings of what will happen if we don't act. In the arena of Capitol Hill and public debate, the issue is settled. U.S. infrastructure needs help.

The American public wants action. AEM conducted a national poll last summer that showed U.S. voters overwhelmingly support increased federal investment in the nation's infrastructure. Subsequent surveys indicate that prioritization has not wavered.

Infrastructure is bipartisan. Infrastructure continues to serve as a unifying priority for Republicans and Democrats, as well as among the administration, the U.S. House and the U.S. Senate. While lawmakers may not agree on much these days, infrastructure modernization is an opportunity for bipartisan consensus and progress.

The infrastructure tech revolution is here. As was on full display in the Tech Experience at CONEXPO-CON/AGG, and is demonstrated by AEM's Infrastructure Vision 2050 and Thinking Forward initiatives, technology is driving the future for everything related to infrastructure. We must get ready to embrace and adapt to the rapid pace of innovation around how we move people and goods.

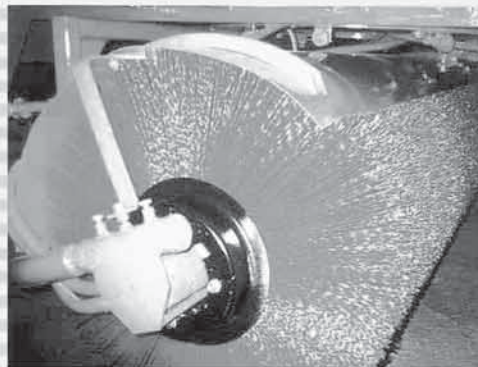
Now is the time to remind your state and federal legislators about how important it is to upgrade and modernize U.S. infrastructure. Through efforts such as personal visits to lawmakers, participation in policy discussions and writing op-eds, we will continue to remind legislators that it's always the perfect #TimetoBuild. ■



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NEW PATH TO CONSTRUCTION JOBS

Industry finds creative solutions to recruit millennials, address employee shortage

Ask any contractor what is the biggest challenge facing his or her business, and the answer will likely center on finding qualified workers. Since the Great Recession ended, recruiting capable employees with construction experience has presented a problem for many companies.

Recently, however, hiring employees to work in the industry at all – regardless of their experience level – has become a larger issue that is impacting the skills gap. Baby boomers make up 40 percent of the construction workforce. The generations that followed haven't joined the industry with as much regularity, setting the stage for a significant worker shortfall as the baby boomers begin to retire.

The Bureau of Labor Statistics on Occupational Outlook predicts the construction industry will need 1.7 million workers by 2020. With the national housing market experiencing tremendous growth and infrastructure projects continuing to get the green light, construction companies are often unable to keep pace by hiring additional employees. This can create dire

consequences for an industry that is crucial to the health of the American economy.

The millennial issue

While there is no quick fix to the shortage of workers, the solution is fairly obvious – the industry needs to recruit millennials, those born between the early 1980s and the early 2000s. This is no small task, and it will require employers to drastically change their mindsets as well as that of those in the hiring pool.

Select a reason for millennials' lack of interest in the construction field – an education system that values four-year degrees, lack of blue-collar work ethic, addictions to smartphones and video games or a sense of unearned entitlement – and there is a study to back up the claim. However, construction isn't the only industry scrambling to learn how to employ this generation.

According to a 2016 study by staffing agency Adecco, 92 percent of business leaders across multiple industries said that Americans are not as skilled as needed for employment. The study also reported that 64 percent of the leaders interviewed think this shortage of skilled workers will result in a serious lack of investment in their companies.

With several industries, including education, health care and tech, vying for the services of the millennial workforce, some employers are in an unfamiliar position of needing to become more marketable to potential employees after decades of the reverse being true. Industries that adapt their recruiting practices to attract millennials will be better-positioned for success.

Back to school

Thanks to budget cuts and a growing emphasis on preparing teens to enter four-year colleges or universities, trade programs have been reduced or cut completely from the public school system. This

Baby boomers account for 40 percent of the workforce in the construction industry. As this generation enters retirement, the construction industry is in a race against time to find workers to fill the void.





The Bureau of Labor Statistics on Occupational Outlook predicts the construction industry will need 1.7 million workers by 2020. With a national housing-market boom and more infrastructure projects getting the green light, construction companies are often unable to keep up with demand.

has shrunk the pool of qualified workers who can trade their caps and gowns for hard hats and steel toes upon graduation.

One strategy delivering positive results is to tailor education that fits the prevailing college-bound mindset of today's students. Such programs allow young people to have the college experience, yet still learn the skills necessary for a trade. These options provide an attractive alternative to the growing price tag of a four-year degree. By completing a vocational program, students save the expense of two years of college – while also paying lower annual tuition compared to four-year programs – and enter well-paying careers sooner and with far less or no debt.

It is a trend that has gained significant traction. Diesel-technology programs at North Dakota State College of Science (NDSCS) and Oklahoma State University Institute of Technology offer a blend of classroom and hands-on learning to prepare students for careers in just two years. Additionally, agreements with manufacturers and distributors allow participants to work in local dealers' garages as part of the course, with many students guaranteed employment with those dealers after graduation. *(See related story in this issue about the Komatsu Advanced Training program at Oklahoma State University Institute of Technology.)*

A Technician and Career Developer for the Komatsu distributor in North Dakota reports that the company has seen great returns from



Reinhardt University student Russell Goemaere (left) meets with a hiring representative at a Komatsu Recruitment Day in Cartersville, Ga. Events aimed at bringing more millennial workers into the industry are common as companies try to overcome the worker shortage.

its partnership with NDSCS. "The students are part of our culture for two years. There's no learning curve. Once they walk across that stage at graduation, they are full-time employees."

Creative programs

Cramming for tests and writing endless term papers can make even the brightest students sweat. Research shows that programs which blend real-world experience with traditional classroom teaching yield the deepest level of learning by combining theory with practice. For educators catering to the construction industry, designing programs in this way is now a key focus.

One school demonstrating success with this model is Ohio's Butler Tech, which offers hands-on, technical training for high schoolers. Butler Tech students in construction and landscaping programs recently remodeled a local Little League complex, in addition to taking academic courses. Supervisor

Continued . . .

Incentives, flexibility are key factors

... continued

Jon Graft says that the program gives students an education which translates to their future jobs and also introduces them to industry professionals, creating a pipeline between employers and potential employees. The Association for Career and Technical Education says that students enrolled in similar programs have a high school graduation rate of 93 percent, with 60 percent of students pursuing careers in the field for which they received technical training.

Middle Tennessee State University (MTSU) applies a similar model at the four-year university level with its concrete-industry degree. While in the program, students combine classwork with hands-on learning on their way to a bachelor's degree. Another program aim is to match students with potential employers for summer jobs that pay as much as \$20 an hour and can produce multiple job offers upon graduation.

"If we can't get students out to the industry, our goal is to bring the industry (to them)," explained Nicole Green, Marketing and Recruiting Coordinator for the MTSU concrete-industry program, in an April 2017 interview with online media outlet, Construction Dive.

Third-party entities are stepping up to meet the construction-industry recruiting challenge as well. For example, Extreme Sandbox specializes in the use of construction equipment for entertainment purposes, with packages typically geared toward fun outings for adults. However, it also addresses the worker shortage through its high school heavy-equipment camps. Owner Randy Stenger refers to the camps as "edu-tainment" sessions to familiarize kids with the construction industry and generate excitement about careers in the field. (See related article in this issue about heavy-equipment camps at Extreme Sandbox.)

Individual companies are also taking matters into their own hands. In an effort to boost recruiting, some have begun sponsoring high school graduates, offering them summer internships while paying the expenses for a portion or all of their two-year college programs. For graduates planning to work in construction, but who don't want to attend college, firms are incorporating more training and accepting that the learning curve for new hires may be steeper than it was 20 years ago. Employers see sponsorships and extended training as viable methods to build loyalty with new employees, while also ensuring that they have well-qualified workers.

What does the future hold?

The path that tomorrow's construction workers take to employment will look quite different from the generations that preceded them. To solve this critical issue, both future employees and employers need to change their thinking to find answers.

There are solutions. From technical education programs backed by corporate manufacturers, to local contractors allocating more time and funds to train new hires, the industry is taking steps to recalibrate its approach and strengthen its future. ■

Extreme Sandbox hosts several high school heavy-equipment camps annually at its Hastings, Minn., facility to familiarize students with the construction industry through hands-on activities.



Komatsu Director of Distributor Development Mike Hayes (center) poses with the 2016 Komatsu Diesel Program graduates at North Dakota State College of Science. Sponsored two-year vocational programs are a popular option for both equipment distributors looking to hire qualified workers and students who want a college experience.



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NEW PRODUCT

SECOND-GENERATION PC210LCi

New *intelligent* Machine Control excavator offers improved efficiency, joystick functionality

When Komatsu first introduced *intelligent* Machine Control excavators, it started with a PC210LCi-10. Two years later, it brings the second generation to market with the PC210LCi-11 that leverages the proven track record of its pioneering predecessor while adding eagerly awaited machine-control-joystick functionality.

Like other Komatsu *intelligent* Machine Control excavators, the PC210LCi-11 has factory-integrated technology. It offers up to a 63-percent improvement in efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.

Reduced costs through work function automation

The PC210LCi-11 saves time and money by minimizing the need and expense of grading dozers and grade checkers, as well as the costs associated with overexcavating, such as extra materials, fuel and time.

The machine has full, 3-D Global Navigation Satellite System capabilities that are tied into machine hydraulics. This allows actual automation of work equipment functions, not just the indication/manual-only operation typically found in aftermarket systems.

Advanced features of the PC210LCi-11 include a facing-angle compass and minimum-distance bucket control that deliver in a simple, intuitive manner. It is also equipped with Auto Grade Assist, Auto Stop Control and Minimum Distance Control, which contribute to the machine's ability to effectively reach target elevation without overexcavating.

"With increased productivity, jobs can be completed on-time, under budget and with less equipment," said Sebastian Witkowski, Komatsu Product Marketing Manager. "The PC210LCi-11 is productive and precise enough to be a fixture on jobsites ranging from basements and foundation pads to utility work. In addition to the efficiency that machine owners look for, the added convenience of the machine-control-joystick functionality should make operators happy, too." ■



Sebastian Witkowski,
Komatsu Product
Marketing Manager

Quick specs on Komatsu's PC210LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC210LCi-11	165 hp	50,706 - 51,599 lb	0.89 - 2.56 cu yd

Komatsu's new *intelligent* Machine Control PC210LCi-11 features machine-control-joystick functionality. Industry-leading technology offers up to a 63-percent improvement in excavating efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.



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Discover more

INCREASED POWER, COMFORT

New PC290LL-11 log loader delivers high performance in demanding applications

Every forestry business appreciates opportunities to improve its operations, and the new Komatsu PC290LL-11 log loader provides just that. Available in either a 40-foot-reach, live heel log loader or 34-foot-reach, road builder configuration, the PC290LL-11 delivers high performance in demanding logging applications. (Komatsu plans to introduce a processor configuration in the future.)

“We designed the PC290LL-11 by first identifying and then meeting customers’ needs,” stated Steve Yolitz, Manager, Marketing Forestry for Komatsu America. “For example, in terms of productivity, it has increased drawbar pull. Regarding operator comfort, it has electro-proportional control, or EPC, thumb-actuated buttons for precise attachment function control, as well as all LED lighting, which can extend the work day.”

The PC290LL-11 log loader features powerful PC360-class final drives that generate 64,250 pounds of drawbar pull for excellent shovel logging and rough-terrain performance. A rugged PC390-class swing motor and drive deliver high swing torque for superior log loading and road building performance.

Komatsu’s standard, robust forestry guarding package now includes an enhanced, right-hand corner-guard system with a fully protected LED light, plus a tree deflector with a “hockey stick” design that can be removed or reverse-mounted for transport. The track-frame steps are also removable or can be reverse-mounted to achieve an 11-foot 5-inch transport width, which meets most local regulations and reduces the need for special transport permits.

High-capacity cooling, cab choices

A new, high-capacity cooling system utilizes wide-core cooling fins for the radiator,

hydraulic oil cooler and a charge air cooler for improved performance and reliability. The heavy-duty, one-quarter-inch-thick cooler air-intake door is waffle-screened and sealed to reduce debris accumulation and cleaning time.

The modern, fully certified cab is more comfortable with lower-profile, pilot proportional control levers for the boom, arm and heel functions. The LCD monitor has a split-display mode, showing both a rear-camera view and key machine gauge data at the same time. The cab is available with a 48-inch hydraulic tilt or 7-inch, fixed-cab riser.

“The initial customer feedback has been very positive,” said Yolitz. “The PC290LL-11 is definitely meeting and exceeding their needs as we had planned” ■



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Quick Specs on Komatsu’s PC290LL-11 Log Loader

Model	Net Horsepower	Operating Weight	Reach
PC290LL-11*	196 hp	89,730 lb	40 ft
PC290LL-11**	196 hp	82,230 lb	34 ft

*Live heel, log loader configuration **Road builder configuration



The new PC290LL-11 is available in either a 40-foot-reach, live heel log loader or a 34-foot-reach road builder configuration. It features a new, high-capacity cooling system for improved performance and reliability.

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INNOVATIVE PRODUCT

NEW PRODUCTION EXCAVATOR

PC650LC-11 built for mass excavation and deep trenching

Whether loading trucks or working in deep sewer and water-trenching applications, Komatsu's new PC650LC-11 delivers. This newcomer to the company's excavator lineup maintains the productivity and transportability of the previous Dash-8 model while at the same time improving fuel efficiency, cab design and serviceability.

With nearly 2 percent more horsepower compared to its predecessor, the PC650LC-11 still lowers fuel consumption. The 436-hp engine is Tier 4 Final emissions-certified and has an integrated selective catalytic reduction system that uses diesel exhaust fluid (DEF) to meet EPA NO_x regulations.

The powerful engine, combined with a highly efficient hydraulic system, gives the excavator excellent digging force at depths of up to 33 feet 6 inches. Operators can choose from three working modes to match material and work load. A one-touch Power Max function increases horsepower on demand by 8 percent for eight seconds when needed.

"The PC650LC-11 matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications," said Justin Lantin, Komatsu Product Marketing Manager. "It is also designed to accommodate flexible job operations that require frequent transportation with reduced time needed for disassembly."

'Greater value'

Komatsu specifically designed the cab for excavators, giving it both strength and comfort. It features a reinforced box structure framework and is mounted on viscous isolation dampers for low vibration levels. Its monitor shows DEF level, ecology guidance, operational records,

fuel consumption and utilization information. A new display combines machine information and a wide, landscape view from the standard rearview camera, allowing operators to easily see the working area behind the machine.

"With our Level 5 KOMTRAX telematics system, operators and owners have access to increased data to better manage their operational costs," said Lantin. "Like other Tier 4 machines, this excavator comes with our Operator Identification System and Auto Idle Shutdown. Whether rented, leased or purchased, the PC650LC-11 is covered by Komatsu CARE, which provides complimentary scheduled maintenance and a 50-point inspection at each service for the first three years or 2,000 hours. It all adds up to greater value." ■



Justin Lantin,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu's PC650LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC650LC-11	436 hp	140,4567-145,284 lb	2.05-4.98 cu yd

The 436-horsepower PC650LC-11 improves fuel efficiency, cab design and serviceability compared to its predecessor. It matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications.





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MORE NEW PRODUCTS



HD465-8



HD605-8

NEW RIGID-FRAME TRUCKS

Increased horsepower, traction control system improve productivity and per-ton costs to move materials

Haulage is all about moving materials from point A to point B at the lowest per-ton cost possible. Komatsu's new Dash-8 HD465 and HD605 rigid-frame trucks improve on the already-stellar record of its predecessors with a higher horsepower engine (724 hp) and a Komatsu Traction Control System (KTCS) that increase productivity.

In addition to higher horsepower, the Tier 4 Final engine reduces fuel consumption by up to 12 percent in the HD465-8 and up to 7 percent in the HD605-8 compared to the Dash-7 models they replace, further lowering costs. Hydraulically actuated Exhaust Gas Recirculation working with the Variable Geometry Turbocharger ensures precise operation and quick response.

System delivers optimum traction

Now standard, the KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is not compromised. The Komatsu Advanced Transmission with Optimum Modulation Control System (K-ATOMiCS) adjusts shifting performance, according to demand, for a more comfortable ride and reduced material spillage.

Cab upgrades

Komatsu improved cab access with sloped stairs and handrails in front, replacing the previous ladder configuration. Additional new features include a 7-inch LCD color screen, a dedicated rearview monitor,

fast-fill fuel system, an engine compartment light and a premium heated and ventilated operator's seat with air suspension.

"With an increase in horsepower and improved fuel economy, the HD465-8 and HD605-8 are designed to maximize production efficiency," said Rob McMahon, Komatsu Product Marketing Manager. "Enhancements to the cab layout and maintenance access, combined with new technology features, give these trucks something everyone will like." ■



Rob McMahon,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu's HD465-8 and HD605-8 Models

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD465-8	724 hp	228,179 lb	61 ton
HD605-8	724 hp	252,870 lb	69.4 ton

Komatsu's new HD465-8 and HD605-8 feature higher horsepower engines than their predecessors, as well as the Komatsu Traction Control System. The combination helps improve productivity.





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PRODUCT PROFILE

STRAIGHT-FRAME MODELS

Terramac RT9, RT14 crawler carriers offer versatility to tackle a wide variety of the toughest jobs

Few machines provide the versatility of a crawler carrier. Terramac offers three products that tackle the challenges of the toughest jobs, including two standard straight-frame models (RT9 and RT14) that are well-equipped for maximum efficiency and productivity in a variety of applications.

Terramac's mid-size RT9 and larger RT14 units are well-known for their customization options and key features. No matter the application – from general construction or aggregates to pipeline or utility – they can handle it. Terramac customizes the electrical power sources and frame adjustments on these models to suit any configuration.

When used with the standard dump bed, Terramac's straight-frame units are ideal for carrying material to hard-to-reach jobsites. With the heavy-duty rock-dump bed, they haul the heaviest materials, including rocks, dirt and mud. The RT14 can also be outfitted with a flatbed, making mat hauling easier on the right-of-way. The RT9 has 250 horsepower and a maximum carrying capacity of 18,000 pounds, while the RT14 boasts 280 horsepower and a carrying capacity of 28,000 pounds.

Add specialty equipment

For environmentally sensitive areas, the RT9 and RT14 can be equipped with specialized restoration equipment, such as hydroseeders, allowing environmental crews to spray seed mix for erosion control with minimal ground disturbance. Terramac's rubber-track technology enables the machines to exert the low ground pressure necessary for environmental work, even at full capacity. Other attachment options include bark and straw blowers.

In mining applications, both crawler carriers can be configured with a water tank and hydraulic-crane unit to handle drill sections. Power for the crane comes from the gear pump powering the dump bed. In addition, the RT9 and RT14 can be mounted with a spray boom for dust control on tailing ponds.

Both crawler carriers are capable of conquering tough pipeline jobs. The RT9 and RT14 can be outfitted with a variety of industry tools and equipment such as tack welders, pipe-heating units, personnel carriers and vacuum-excavation units. Equipped with a digger derrick, the RT9 takes on a myriad of utility tasks that include digging holes, lifting/setting poles, turning screw anchors and setting transformers. It also accommodates boom-tip configurations, multiple-sized augers and outriggers for extra stabilization. ■

Terramac's straight-frame crawler carriers can be configured in multiple ways to best match an operator's needs. Both offer great versatility for construction, aggregate, pipeline and other applications.



FEATURED PRODUCT

SPECIALTY CRAWLER CARRIER

Full 360-degree rotation of Terramac's RT14R allows dumping at any position

Want the ability to dump in any direction from one position or when on the move? You can have it with Terramac's RT14R, which features a rugged upper frame that rotates a full 360 degrees and hauls and dumps material from any position, even while moving.

This unique rotational functionality allows the 320-horsepower RT14R to offload faster than with a standard straight frame because its tracks don't need to be counter-rotated to drive in another direction. The RT14R's ability to dump in any direction without damaging the surrounding ground also minimizes environmental damage and land-restoration costs.

Terramac's RT14R features a rugged upper frame that rotates a full 360 degrees and hauls and dumps material at any position, even while moving, enabling faster offloading than with a standard straight frame.

Low ground pressure and rotating functionality make the RT14R ideal for work in confined spaces and environmentally sensitive areas such as railroad track right-of-way access, rivers and levees, general earthmoving, site prep, mining and utility jobs. It delivers a carrying capacity of 28,000 pounds.

The innovative machine enhances safety by eliminating the time an operator spends traveling in reverse. Downtime is reduced with easy access to maintenance checks, and track wear is significantly less as the unit can spin, resulting in lower repair expenses.

Excellent flotation with rubber tracks

Like other Terramac crawler carriers, the RT14R incorporates rubber-track technology that exerts minimal ground pressure while fully loaded, making it a good choice for loose and wet ground conditions where heavy, wheeled- or steel-track machines are likely to get stuck. Flotation from the tracks leaves a minimal footprint and less soil disturbance while providing reduced slippage to conquer adverse conditions, climb faster on rugged terrain and reach remote areas.

The carrier has a multi-function joystick with dump controls for user-friendly operation and a two-speed hydraulic transmission for increased power. It is manufactured in North America, built entirely of premium components. The carrier is ergonomically designed with features such as a wide-access door, windows on all sides and a large rearview mirror for excellent visibility. A tilt hood for engine access and a dog house for fluid/filter checks are also provided for hassle-free maintenance. ■



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POPULAR ATTACHMENT UPDATE

Montabert celebrates anniversary of variable-speed technology with V32 breaker, new heavy-duty cradle

Montabert marks its 30th anniversary of variable-speed technology this year, and to celebrate the company is updating its most popular products. The V32 hydraulic breaker now features a new heavy-duty cradle along with automatic, variable-speed matching technology that's able to sense changes in material hardness and adjust its impact energy and striking rate to maximize productivity.

The V32 is suitable for excavators weighing between 37,000 and 66,000 pounds and is known for its increased striking rate of 285 to 1,050 blows per minute. The updated cradle better protects the internal components from dust and debris, while reducing noise levels and vibration to the carrier and operator. The improved design includes a protection plate for the Montabert EasyLube cradle-mounted lube station that maximizes continuous grease flow.

General Manager Stephane Giroudon said Montabert is the only manufacturer in the world to offer this kind of technology for hydraulic breakers.

"It makes our products one-of-a-kind," Giroudon noted. "This technology has saved our end users a tremendous amount of time, resources and money because it automatically senses and shifts to different speeds, allowing the breaker to deliver the exact amount of energy necessary to break various materials. Nothing is wasted."

The variable-speed technology reduces unnecessary wear on the breaker and carrier, as well as vibration in the cab of the carrier, increasing comfort. The result is improved breaker longevity plus optimal production, and has made Montabert a leader in performance in most breaker applications.

"For the past three decades, our research and development team has advanced our variable-speed technology," Giroudon said. "All of our breakers now feature it and have evolved to meet changing market requirements." ■

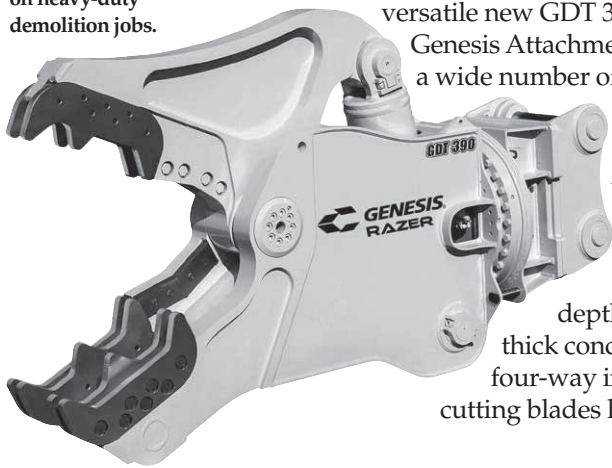


Montabert's popular V32 breaker now has a heavy-duty cradle that better protects internal components from dust and debris and reduces noise level as well as vibration to both the carrier and operator. It features variable-speed technology and has a striking rate of 285 to 1,050 blows per minute.

NEWS AND NOTES

New Genesis GDT 390 Razer opens wider, reaches farther and processes more

The GDT 390 Razer features a 46-inch jaw opening to take on heavy-duty demolition jobs.



Whether involved with demolition, recycling, C&D processing or other heavy-duty jobs, the right attachment is essential for getting the work done. The versatile new GDT 390 Razer from Genesis Attachments fits the bill for a wide number of applications.

The largest of the Razer trio, the GDT 390 has a 46-inch jaw opening and 45-inch jaw depth for processing thick concrete and rebar. Its four-way indexable metal cutting blades located in the back

of the jaw feature an apex design to draw material deeper into the jaw for greater cutting efficiency. With its 10.5-foot reach, this attachment fits both standard 90,000-pound and high-reach excavators.

Like its smaller counterparts, the GDT 390 offers a lighter-weight design and a short, flat-top head with bolt-on bracket for quick installation and switching between excavators at jobsites. The number of crushing teeth and their locations are customizable to meet specific project needs, and the easily installed, bolt-on teeth can be interchanged and reversed front to back for longer life and lower cost of operation and ownership. ■

Dam had multiple issues that may have contributed to its failure

An investigative team identified nearly two dozen problems that led to the failure of California's Oroville Dam earlier this year, including large variations in the thickness of the spillway's slabs. Other issues involved a lack of continuous reinforcement along slab joints, hydraulic pressures transmitted to beneath the slab, inadequate preparation of the foundation and more.

The dam began to fail when operators opened gates to release water following days of heavy rains in the Feather River watershed, which led to the erosion of the entire lower section of the spillway in addition to other damage. Estimated repair costs are nearly \$500 million, and the goal is to have the work completed by November. ■

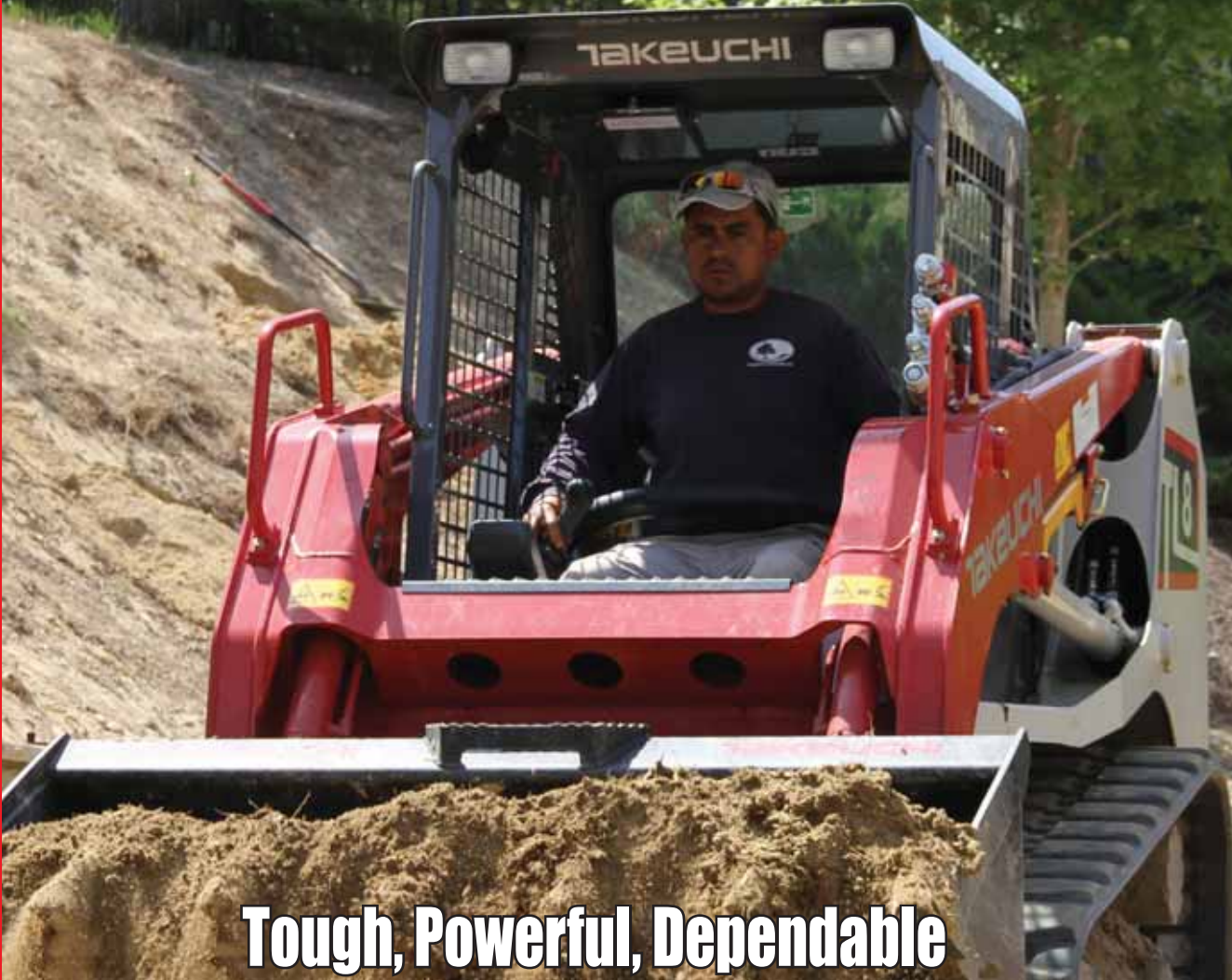
Canadian lumber tariff draws both condemnation, praise

The National Association of Homebuilders slammed the U.S. Commerce Department for placing a tariff on Canadian lumber sales to the United States, saying it will cost more than 6,000 jobs, many in the construction industry. Canadian lumber officials joined the chorus, calling the tariff unfair and punitive.

The department issued a preliminary finding that Canada is subsidizing softwood-lumber sales to the United States and placed duties of up to 24 percent on future shipments. The findings followed a complaint last year from U.S. lumber producers to the Commerce Department about the subsidies. Organizations such as the U.S. Lumber Coalition praised the tariff decision. ■

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MEMO

Attention: Everyone at Power Equipment

We are very pleased and proud to congratulate, for the second year in a row, the team at Power Equipment on its achievement as

SENNEBOGEN's 2016 "Dealer of the Year"

We created our "DOY" award to recognize those dealers who have shown how they share SENNEBOGEN's commitment to outstanding customer service:

- Understanding of customer applications
- A focus on solutions vs products
- Dedicated, responsive parts & service support

But this year, you showed us something more!

Our mission for several years has been to explore how diversity and flexibility build success. Our own field support team has been working to help dealer sales staff to open new doors for purpose-built material handlers.

AND YOU DID IT!

Your work to expand in-house knowledge to solve different customer needs in different sectors and applications has paid off and, as we have seen, paid off for many new customers, too.

Your success sets an example for all SENNEBOGEN dealers throughout the Americas. Thanks to you and everyone at Power Equipment, we all look forward to even greater years ahead.

Yours truly,

Erich Sennebogen
Managing Director
 SENNEBOGEN GmbH

Constantino Lannes
President
 SENNEBOGEN LLC



(L-R) Mike Smith (SENNEBOGEN), Don Baumgardner (Brandeis), Dewey Smith (Power Equipment), Constantino Lannes (SENNEBOGEN), Zack Sims and Gary Hirsch (Power Equipment), Greg Zoeller (Brandeis), Anton Sennebogen and Erich Sennebogen (SENNEBOGEN).



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POWER EQUIPMENT EARNS AWARD

Customer engagement propels Power Equipment to repeat as SENNEBOGEN distributor of the year

Power Equipment Company was named North America Distributor of the Year for 2016 by SENNEBOGEN LLC at this year's Institute of Scrap Recycling Industries Convention & Exposition. This marks the second consecutive year that Power Equipment earned the award.

Gary Hirsch, Vice-President and General Manager of Power Equipment, is certain about the source of his firm's continued growth and sales success. He is confident the achievement is the product of a reorganization he instituted two years ago to increase customer engagement in his sales force by emphasizing the purpose-built nature of product lines, which tailor machines to specific industries and applications. Hirsch recognized the opportunity to mirror that approach to sales and develop his sales team into a more valuable, knowledgeable resource for machine solutions. Industry specialists at Power Equipment began increasing the level of personal engagement with customer industries.

Industry integration

"It's been amazing," Hirsch stated. "People are calling us, and they're recommending us to their friends in the business. Our team has become one more of the value-added aspects that Power Equipment uses to bring SENNEBOGEN products to the industries they serve."

Two Power Equipment representatives focus exclusively on customers in scrap, recycling and ports applications. Zack Sims and Dewey Smith both received special factory training and are involved with their target industries. Power Equipment ensures

that they are available to attend major industry events as well as local association meetings. There, the reps can meet customers outside of the traditional sales setting and learn as much as possible about current issues with machines and processes. "Customers appreciate the fact that our people are making a living in their industry and that we speak their language," said Hirsch.

Power Equipment is one of the largest construction, mining and industrial equipment sales, rental and service networks in the country. Headquartered in Knoxville, Tenn., Power Equipment meets the industry needs of Tennessee, northern Mississippi and eastern Arkansas from its six locations: Knoxville, Kingsport, Chattanooga, Nashville, Memphis, Tupelo and surrounding areas. ■

SENNEBOGEN LLC,
maker of this material
handler, named Power
Equipment as North
American distributor of
the year for the second
consecutive year.



WE LISTEN AND LEARN

Rich Smith says direct customer engagement leads to productive changes in Komatsu machinery



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.

Rich Smith, Vice President,
Product and Services Division

Rich Smith has been with Komatsu America for 27 years, beginning his career in manufacturing. He has served a variety of functions at Komatsu, including manufacturing, product support, contract administration, technical support and product marketing. His wide range of experience is particularly valuable in developing new products and expanding business into new markets.

“When I started with Komatsu it was at the forefront of machine technology with autonomous trucks,” recalled Smith. “It remains there today with innovative products such as our *intelligent* Machine Control excavators and dozers. I remember when I first saw aftermarket, grade-control systems on dozers and thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines.”

Smith serves on the National Mining Association Board of Directors; is the current President of the National Mining Association Manufacturers and Services Board of Governors; and is also on the Board of Directors of the Energy Equipment and Infrastructure Alliance. He graduated summa cum laude from the University of Illinois at Springfield with a degree in Business Administration and Management.

“I started on the shipping dock at our plant in Peoria, Ill., and worked my way up,” said Smith. “I value three things highly: honesty, integrity and work ethic. So does Komatsu, and that’s part of why I’ve stayed here so long. It’s like a family-owned business inside of a large organization. I can’t imagine ever working for another manufacturer.”

QUESTION: What does the construction market look like?

ANSWER: The market was down slightly last year, but despite that, Komatsu still delivered a lot of machines into the field. This year is off to a good start, and our customers are telling us there may be a bit more strength in the back half of the year.

QUESTION: How does Komatsu meet the demands of a seemingly ever-changing marketplace?

ANSWER: No matter the market situation, we continue to engage customers directly. We make a concerted effort to get out of the office and into the field. During the past few years, we have made more than 15,000 visits to customers, and that’s helped us to better understand the markets and our customers’ needs.

Further, demonstrations at our Cartersville Customer Center allow us to bring current and potential users of Komatsu equipment to our training and demonstration facility where they can operate our latest machinery and give us feedback.

Customers often share ideas on how they can use the machines in ways that we had not considered. One of the benefits is that we are taking this information and driving it back into our development processes. We use it to manufacture machines that are more specific to the North American construction marketplace and customer needs.

QUESTION: Can you provide some examples?

ANSWER: Our Tier 4 Final Dash-11 excavators are performing at a much higher level than the



Komatsu Vice President, Product and Services Division Rich Smith says visiting with customers provides valuable feedback. “No matter the market situation, we continue to engage customers directly,” said Smith. “During the past few years we have made more than 15,000 visits to customers, and that’s helped us to better understand the markets and our customers’ needs.”

Interim Dash-10s. When the Interim machines were introduced, there was a strong push for fuel efficiency. North American customers appreciate that, but it’s not as important to them as in countries where fuel prices are much higher. Instead, those in North America want to maximize productivity. So, we talked to them directly to find the right ratio of economy and production. For example, the PC360LC-11 is now approximately 12 percent more productive than its predecessor while still being quite fuel-efficient.

Another example is the introduction of an Advanced Joystick Steering System (AJSS) in our WA500 wheel loaders, something not previously available in that size of machine. Customers told us they sometimes use it in load-and-carry applications, and AJSS allows them to maximize productivity and minimize cycle times. With standard joystick steering, the top speed is limited for controllability issues and comfort. With AJSS you don’t have to do that, so operators can run at top speed in the load-and-carry application.

QUESTION: Attendees could see some of these machines at CONEXPO, along with *intelligent Machine Control* excavators and dozers. What’s on the horizon for those products?

ANSWER: We recently introduced the Tier 4 Final PC210LCi-11 excavator (*see related article*), and we are developing other products. But, we’re looking well beyond the iron. CONEXPO was our formal launch of Komatsu’s future vision of SMARTCONSTRUCTION, which provides jobsite solutions with items such as 3-D aerial mapping, personnel training for machine usage and optimization, progress and cost tracking, project management and



Some product improvements, such as Advanced Joystick Steering in the WA500-8 wheel loaders, are a result of customer input, noted Rich Smith, Vice President, Product and Services Division. “Customers often share ideas on how they can use the machines in ways we had not considered,” said Smith. “One of the benefits is that we are taking this information and driving it back into our development processes.”



Rich Smith recalls seeing the first aftermarket, grade-control systems on dozers. “I remember ... thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines.”

potentially much more. The possibilities are virtually limitless. Again, customers want to be productive and profitable, and we’re implementing ways to further help them from both machinery and support standpoints. Komatsu aims to be their total solutions provider. ■



CELEBRATING 20 YEARS

OSUIT Komatsu training program develops technicians through classroom, hands-on experience



Mike Hayes,
Komatsu Director
of Distributor
Development

Komatsu recently earned an award from The AED (Associated Equipment Distributors) Foundation for its efforts in promoting education, something the company has been committed to for decades. The Komatsu Advanced Career Training (ACT) program at Oklahoma State University Institute of Technology (OSUIT) – celebrating its 20th anniversary – is a shining example of this dedication.

“The program gives students the skill set they need to become successful technicians and work on heavy equipment, specifically Komatsu machinery,” said Mike Hayes, Komatsu Director of Distributor Development. “Komatsu supports the program by providing machinery, componentry, and technical information, the latter of which includes the latest diagnostic tools.”

Dylan Brown and other students in the Oklahoma State University Institute of Technology program get hands-on training on campus and work in their sponsoring distributor's service department. “The program gives students the skill set they need to become successful technicians,” said Mike Hayes, Komatsu Director of Distributor Development.

▶ VIDEO



Students in the program are recruited by Komatsu distributors who sponsor their education. Distributors often give financial assistance toward education costs, including tool incentives, as well as other support. After successfully completing the program, all students are guaranteed a job with the sponsoring distributor, and their education continues through company and manufacturer training.

“We believe the Komatsu ACT program at OSUIT is the oldest partnership of its kind,” explained Hayes. “It definitely has the longest history on the OSUIT campus. Students learn the fundamentals, and once they are on the job, they further their training and skills. Eventually, they could move into management at the dealership using their formal education and trade skills.”

On campus, in the shop

Komatsu ACT students divide their time between OSUIT and the sponsoring distributor. During each 16-week semester, students spend eight weeks on campus, where they receive classroom and hands-on basic training in hydraulics, electrical systems, engines and more. The balance of the semester is spent in a service department at one of the branch locations of their distributors to utilize the skills they learned in the classroom.

“I was a technician, and I wish there was a program like this when I started,” said OSUIT Instructor Hector Garrido-Guevara. “It’s a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable.”

Students graduate with an Associate of Applied Science in Diesel & Heavy Equipment,



(L-R) Instructor Hector Garrido-Guevara looks on as students Roby Herchenhahn and Christian Harris perform a lab in the OSUIT Komatsu ACT program. "I was as a technician, and I wish there was a program like this when I started," said Garrido-Guevara. "It's a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable."

Komatsu ACT Technology degree. The program totals 87 credit hours. In addition to classes specific to Komatsu, students take courses in math, writing and history.

Terryl Lindsey, who is Dean of the program, has been at OSUIT nearly 25 years and was an instructor in the Komatsu ACT program at its outset. "Twenty years ago we had a hodgepodge of componentry and no equipment. Today, we have an excellent selection of parts and components, such as hydroshift transmissions, that students can work with as well as several pieces of machinery. Komatsu and its distributors continue to show a strong commitment to the program, and that's made it a huge success."

Proof in the numbers

Student Dylan Brown recently graduated from OSUIT Komatsu ACT. He said the hands-on opportunities in the classroom and during the half of each semester spent in one of his sponsoring distributor's shops were his favorite parts of the program.

"I went from no knowledge of construction machinery systems to being able to work on my own or with a mentor if I need to," shared Brown. "There is no substitute for actually working on a component or a machine. For example, advanced labs included seeing the inner designs of travel motors and final drives. That has real-world application because I have seen it in the dealer's shop."

In addition to earning an associate degree, students who have finished the program since 2011 also receive their first-level technician career-path certificate recognizing them as Certified Komatsu Technicians. Beyond the core credit hours at OSUIT, students complete the Komatsu Virtual Campus (KVTC) online training courses, one new-model course and two years of employment, which are required for this level of certification.

"Graduates of this program often earn six-figure salaries within a few years," reported Hayes. "That's an obvious benefit for them. The distributors see a terrific return-on-investment because they are getting a proficient technician. Ultimately, that's good for customers because they can rely on dealers to have skilled, experienced personnel who can diagnose and fix machinery with minimal downtime."

Lindsey said that's been the focus from day one. It's why the program took off, grew and remains a model of success.

"We have an 85-percent graduation rate, and 99.8 percent of students who complete the program are hired full-time when they complete the program," noted Lindsey. "Because Komatsu distributors sponsor them, most students leave with little to no debt. Our follow-up data show that five years after graduation, 80 percent are still with the distributor from their internship. This program works; we have a 20-year history that proves it." ■



Terryl Lindsey,
Dean



Hector
Garrido-Guevara,
Instructor



'EDU-TAINMENT'

Heavy-equipment camp encourages young people to learn about construction jobs



Odessa Perry,
Career Development
Coordinator

With a severe skills gap facing the American construction industry, targeting and cultivating the next generation of potential employees is imperative to its success. The worker shortage will have serious consequences, if not addressed.

Warren County High School Career Development Coordinator Odessa Perry knows this and began looking for opportunities to educate her Warrenton, N.C., teens about careers in the construction industry. With students and administration onboard and a grant from the North Carolina Department of Transportation (NCDOT) in hand, she turned to Extreme Sandbox and Komatsu to make the experience happen.

"In 2014, our district created four high school career academies, and engineering construction technology is a specific area,"

explained Perry. "This year, we received an NCDOT grant to take a trip that would allow our kids to learn more about equipment and the industry. We're so grateful this worked out the way it did."

In late April, Perry and 40 students boarded a bus and made the 20-hour trip to Minnesota to take part in Extreme Sandbox's heavy-equipment camp, a full day of hands-on training with Komatsu equipment and information sessions about careers in the construction industry.

Closing the skills gap

"Our heavy-equipment camps are geared specifically for high school students," said Extreme Sandbox Owner Randy Stenger. "They are a great opportunity for the kids to get in machines and gain a better understanding of these types of careers. We try to educate and entertain them. We call it edu-tainment. We're a fun company, but we're also committed to strengthening the industry. The skills gap is real, and days like this are a great first step to closing it."

Thanks to a partnership between Extreme Sandbox and Komatsu, the students could operate a pair of D61PX dozers, two PC35MR and two PC210LC excavators as well as two WA270 wheel loaders. Representatives from the local Komatsu distributor were also on-hand to host interactive demonstrations with a service truck and meet with students.

"This was an experience that will stick with these kids for a while," stated Perry. "It was such a great opportunity for them. Extreme Sandbox and Komatsu went above and beyond for us, and we are so thankful." ■



Randy Stenger,
Owner

Extreme Sandbox Owner Randy Stenger (left) provides direction to a Warren County High School student operating a Komatsu PC35MR excavator at a heavy-equipment camp. Students from Warren County High School traveled 20 hours to the Hastings, Minn., facility thanks to a grant from the North Carolina Department of Transportation.

▶ VIDEO



SIDE TRACKS

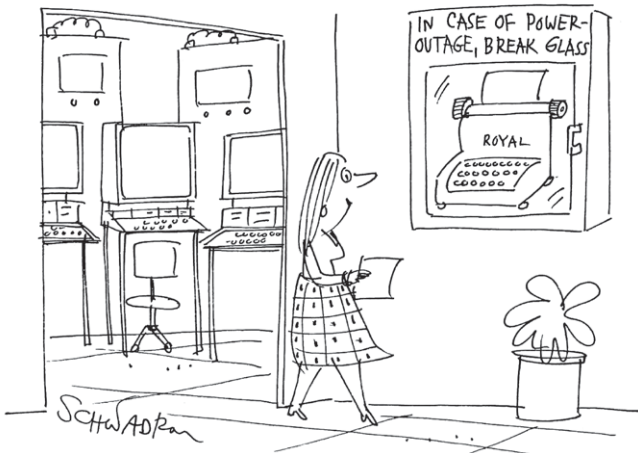
On the light side



"Do you want the truth according to Google, Yahoo, Wikipedia . . .?"



"Translate this into Legalese, Wilson. We want them to have to hire a lawyer to explain it."



Did you know?

- A flock of crows is called a murder.
- Movie trailers were originally shown after the movie, which is why they were called trailers.
- The left lung is smaller than the right in order to accommodate the heart.
- Cherophobia is the fear of happiness.
- The base of the Great Pyramid of Egypt is large enough to cover 10 football fields.
- Ten percent of the salt mined in the world annually is used for treating roads in America.
- Pig Beach in the Bahamas is uninhabited, except for approximately a dozen swimming feral pigs.
- The smallest bones in the human body are found in the ear.
- Q is the only letter in the alphabet that does not appear in the name of any U.S. state.
- The only rock that floats in water is pumice.
- Melting icebergs and glaciers make fizzing noises called Bergy Seltzer.

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.PowerEquipment.com

1. N I K L _ _ _ _ _
2. S A R E G E _ _ _ _ _ A _ _ _ _
3. D I R E S L _ _ D _ _ _ _ _
4. H E S O S _ _ _ _ _
5. L A S E D E _ _ _ _ _ L _ _ _ _

NEW AGC RECOMMENDATION

Construction companies are encouraged to hold safety talks after lunch breaks



Stephen E. Sandherr,
AGC Chief
Executive Officer

A new study from the Associated General Contractors of America (AGC) dispels the belief that most construction-related fatalities occur in the morning. In fact, noon is the deadliest hour, according to the association, which now recommends that companies hold safety talks and stretching sessions when workers return from 11 a.m. to noon lunch breaks, which are common on most jobsites.

AGC conducted the study during a three-year period in association with the Myers-Lawson School of Construction at Virginia Tech University. Researchers looked at every construction fatality that occurred during that time frame, with an eye toward helping construction companies implement the most effective safety measures by understanding why, when and how fatalities occur.

“We all share a common goal – getting to zero construction fatalities,” said

AGC recommends that companies hold safety talks and stretching sessions when workers return from lunch breaks as a new study revealed that most construction fatalities occur during the noon hour. Additional findings reinforce existing safety practices and many of AGC’s longstanding safety programs.

Stephen E. Sandherr, AGC’s Chief Executive Officer. “This report offers the data and recommendations needed to help construction firms achieve that goal.”

The AGC released the study at a time when construction employment is rising in many areas. Recent data showed payrolls reached their highest level since 2008.

Reinforcing safe practices

Additional findings reinforce existing safety practices and many of AGC’s longstanding safety programs. For example, falls from ladders and other structures account for one-third of U.S. construction fatalities. This confirms a focus by both the association and the industry on offering training and safety stand-downs to address fall protection. Sandherr noted that AGC is now looking to establish new training programs designed to improve ladder safety.

The study also revealed that Hispanic workers are not disproportionately the victims of accidents, as some believe. As a group, Hispanics account for 24 percent of the national construction workforce and 25 percent of all construction fatalities. Sandherr said this finding was important because it indicates that construction firms need to craft safety programs targeting the entire workforce, rather than specific segments.

Sandherr added that AGC was sending the new safety report to each of its members, as well as to other construction associations and making it available online. “No wisdom or insight should be proprietary when it comes to the safety of construction workers,” he said. ■





2015 Komatsu GD655-5
S/N 55804, 1,509 hrs.



2010 Wirtgen W 210
S/N 132010075, 6,900 hrs.

Year/Make/Model Description S/N Hrs.

WHEEL LOADERS

2016 Komatsu WA270-8		83029	606
2008 Komatsu WA500-6		A92424	3,941

EXCAVATORS

2014 Komatsu PC138USLC		40340	1,058
2011 Komatsu PC200LC-8		A90340	2,077
1995 Komatsu PC200LC-6L		A81191	5,115
2016 Komatsu PC210LC-1		500233	692
2013 Komatsu PC210LC-1		A10243	2,806
2015 Komatsu PC228USLC		1741	2,068
2015 Komatsu PC240LC-1		A22033	428
2015 Komatsu PC240LC-1		A22037	0
2015 Komatsu PC360LC-1		70224	1,429
2016 Komatsu PC360LC-1		A35376	1,366

MOTOR GRADERS

2007 Komatsu GD555-3C		51221	0
2015 Komatsu GD655-5		55804	1,509

Year/Make/Model Description S/N Hrs.

TRUCKS (ARTICULATED)

2014 Komatsu HM300-3		3436	4,675
2014 Komatsu HM300-3		3438	4,364

DOZERS

2015 Komatsu D39EX-23		90914	1,577
2015 Komatsu D39EX-23		90925	1,643
2015 Komatsu D61PX-24		40051	1,689
2015 Komatsu D65EX-17		1964	748
2015 Komatsu D65PX-18		90063	901

FORESTRY EQUIPMENT

2016 Barko 295B	Magnum knuckleboom loader	11629523871	570
2012 Barko 495ML	Magnum knuckleboom loader	11249524012	5,232
2007 Komatsu Forest 445EXL	Feller buncher	FT4C-2867	7,774
1995 Komatsu Forest T445B	Feller buncher	FT4C-642	9,595
2005 John Deere 759G	Feller buncher, machine only- no attachment	X001062	8,089

PAVERS

2008 Hamm HD14VV	Vibratory tandem roller	1720702	4,189
2010 Wirtgen W 210	Milling machine	132010075	6,900

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Fecon
Broce Broom
Montabert
Solesbee's

K-Tec Earthmovers
Versatile
Komatsu Forest
Young

Leeboy
CSI
Hydrema

Hensley
Quadco
Bateman

JRB
Rockland
Barko

Felling Trailers
Genesis
Kobelco Cranes