

POWER

EQUIPMENTTEER



A publication for and about Power Equipment Company's customers • www.PowerEquipmenteer.com • May 2018

ALPHA EXCAVATING, INC.

Learn how this Chattanooga-based firm establishes solid footing for a successful future



Adam Strubhart,
President



Ginny Strubhart,
Vice President

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Chris Gaylor

**Innovation
comes in
all sizes**

POWER
EQUIPMENT

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

Dear Valued Customer:

Komatsu's innovation stands out, regardless of machine size. Case in point, this issue of your Power Equipmenteer magazine highlights a couple of ways that Komatsu places itself at the forefront of technology at different ends of the equipment spectrum.

One is Komatsu's Autonomous Haulage System (AHS), which celebrates its 10th anniversary this year. The driverless trucks remain on course, thanks to high-precision GPS and other systems. During the past decade, these massive machines have successfully moved more than 1.5 billion tons of material efficiently and safely in mines throughout the world.

Mines typically pair AHS trucks with large excavators. On the other hand, construction companies may rely on smaller machines such as the new PC238USLC-11 tight-tail-swing excavator. Its swing radius is the same as the counterweight, so it's well-suited for applications with limited space.

In between those two machines is Komatsu's PC390LCi-11 that offers exceptional stability and lift capacity while providing the technological edge of *intelligent* Machine Control. It's a great fit for trenching and heavy applications and could easily be incorporated into a SMARTCONSTRUCTION initiative. Read about the PC390LCi-11 inside.

I also encourage you to discover the ways that R&T Ellis is saving time and money with its *intelligent* Machine Control products and see how Madden Materials worked with Komatsu's Business Solutions Group to reduce inefficiencies and lower costs. There is much more to check out in this issue as well.

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

KNOXVILLE • NASHVILLE • CHATTANOOGA • KINGSPORT • MEMPHIS • TUPELO

POWER EQUIPMENTEER

www.PowerEquipmenteer.com



IN THIS ISSUE

ALPHA EXCAVATING, INC. pg. 4

Meet Adam Strubhart, owner of a Chattanooga-based firm that specializes in residential and commercial excavating projects.

GUEST OPINION pg. 8

Stephen Sandherr of the Associated General Contractors of America discusses the impact of the new tax law on the construction industry. Find out more inside.

A CLOSER LOOK pg. 11

Delve into the details surrounding updated OSHA regulations aimed at reducing silica dust exposure.

PRODUCT IMPROVEMENT pg. 14

Check out the new PC238USLC-11 tight-tail-swing excavator that delivers outstanding lift capacity and the KomVision bird's-eye-view camera system.

PRODUCT INTRODUCTION pg. 17

Learn why Komatsu's PC390LCi-11 excavator is a great fit for trenching or heavy-application work.

FIELD NOTES pg. 19

Explore the story behind one contractor's success using a Komatsu PC490LCi-11 excavator to reduce costly overcutting.

Published by Construction Publications, Inc. for

POWER
EQUIPMENT

www.powerequipco.com

**THE POWER TO
PERFORM**

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
Saverton, Mississippi 38866
(662) 869-0283
1-(800) 873-0967

KOMATSU[®]

Printed in U.S.A. © 2018 Construction Publications, Inc.

CORPORATE OFFICE

Chris Gaylor, President (865) 579-7301

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

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

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

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

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

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

Wade Archer, Corporate Trainer (606) 344-6776

Wayne White, Corporate Product Support Manager (901) 545-9790

Brock Booker, Customer Support Manager - Road Construction (731) 695-2369

Roger Jackson, Customer Support Manager - Mine (615) 210-1366

Rick DeSpain, GM Preventative Maint. Services Dept. (865) 228-8496

Heath Espenlaub, Machine Control Specialist, East (812) 430-0997

Tanner Beecham, Machine Control Specialist, West (731) 435-9365

Nick Koetter, Machine Control Specialist, Middle (502) 645-3230

Kara Hamilton, Corporate Marketing Manager (502) 493-4212

NASHVILLE

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

Ross Brown,
Sales and Rental Coord.
(615) 419-1393

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

Brent Stacy, Customer Support Rep.
(931) 703-4069

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

CHATTANOOGA

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

Todd Huyler, Customer Support Rep.
(423) 215-3836

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

Tom Duncan, Parts Mgr.
(423) 715-9449

Tim Easterly, Service Mgr.
(423) 305-4023

MEMPHIS

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

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

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

James Frewin, Equip. Sales
(901) 850-4881

Josh Murphey, Equip. Sales
(901) 616-3995

Dewey Smith, Scrap, Recycling
and Port Specialist -
Memphis, Tupelo
(901) 488-5304

Michael Hunter, Parts Mgr.
(901) 568-9773

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

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

Ray Ratliff,
Customer Support Rep.
(901) 616-8078

KNOXVILLE

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

Tyler Berry,
Sales and Rental Coord. -
Knoxville, Chattanooga, Kingsport
(865) 384-5135

Greg Kiser,
Major Account Manager
(865) 776-1221

Aaron Kiser, Equipment Sales
(865) 850-9126

Eric Tucker, Rental Sales Rep
(865) 356-6017

Zack Sims, Scrap, Recycling and
Port Specialist - Knoxville,
Nashville, Chattanooga, Kingsport
(865) 696-2932

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

Neal Ashburn,
Forestry Sales Support Specialist
(423) 718-0765

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

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

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

Jim Asbury,
Customer Support Rep.
(865) 323-1274

Lin Davidson,
Customer Support Rep.
(865) 599-0587

KINGSPORT

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

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

Reggie Cavin, Parts Mgr.
(423) 863-4709

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

Ryan Murphy,
Customer Support Rep.
(276) 275-0921

TUPELO

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

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

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

Brad Hughes, Shop Foreman
(662) 678-1751

David Hicks,
Customer Support Rep.
(662) 317-0784



ALPHA EXCAVATING, INC.

Chattanooga-based firm establishes solid footing for a successful future



Adam Strubhart,
President



Ginny Strubhart,
Vice President

Adam Strubhart always knew he would work in the construction industry, even if his pathway there wasn't quite linear.

"I love this job; it's what I was born to do," said Adam, who is President of Chattanooga-based Alpha Excavating, Inc. "My dad had a skid steer and other smaller pieces of equipment. When I was a teenager, we would do residential side projects together – mainly digging and pouring basements."

They progressed to a full-time operation in 2006 when Adam's father, David, started Strubhart Contracting. The young business was thriving until the market collapsed in 2008.

"We were doing 100 houses a year and had four months of work lined up," recalled Adam. "Then it was all gone overnight. I caught on with some larger companies for a while, but they were out of work too. After a year of that, I had to find something more stable."

That realization led to a position at Chattanooga Coca-Cola. While he was stocking coolers and loading trailers, Adam always believed that he would be on a construction site again.

"I was there for three years, it was a great position, but it wasn't for me," he said. "Then, one day a friend called with the opportunity to return to construction. I went to my boss, turned in my notice and was at a jobsite a week later."

After a year back in the industry, Adam made another jump and formed a partnership with Jerry Hughes, who owned Landmark Concrete Walls, to start Alpha Excavating in 2013.

"I owe a lot to Jerry," shared Adam. "I knew a great deal about the job, but he taught me so much related to the business. His mentoring gave me the education and confidence to take the next step. In March 2017, I was ready to start growing and expanding the business, so I bought Jerry out. I still do a lot of work with him, and we have a good relationship."

Today, Adam owns the company with his wife, Ginny, who is Vice President. The business has seven employees and tackles residential and commercial excavating within a 50-mile radius of Chattanooga.

Growing project list

Adam estimates that Alpha Excavating handles 40 houses a year, providing light grading and excavation services for several area firms.

"We have built a solid reputation with some well-known contractors, which has certainly helped us thrive on the residential side," noted Adam. "We have really good operators, and

Using a Komatsu PC45MR excavator, Alpha Excavating President Adam Strubhart digs a footing for a house in Soddy-Daisy, Tenn.



▶ VIDEO



Alpha Excavating President Adam Strubhart uses a Komatsu PC138USLC excavator on a residential project in Signal Mountain, Tenn. “(The PC138USLC) can move a lot of dirt in a timely manner,” said Strubhart. “It has great power and balance, and with the tight tail swing, I don’t have to worry about hitting anything behind me.”

that lets us divide and conquer. We can handle multiple projects at one time, which is essential for a small company like ours.”

The firm doesn’t box itself in when it comes to residential assignments either as it handles homes of all sizes. Its largest project to date was a \$10 million, 32,000-square-foot home. On average, jobs are in the \$500,000-\$1 million range.

In addition to residential construction, Alpha Excavating also takes on a handful of larger commercial endeavors each year. This is an area that Adam is aggressively seeking out for the future.

“I’d like to increase the number of commercial projects we do,” he said. “The bid process is cutthroat, so every time we win a bid and complete a job, we earn more credibility and gain additional knowledge. In the future, this will be a very competitive area for us.”

Komatsu equipment

For Alpha Excavating to build its name within the industry, it needs dependable equipment that performs each day at a high level. Komatsu equipment from Power Equipment Company and Sales Rep Heath Smith deliver on all fronts.

“We have several Komatsu pieces from Power Equipment, and they are all great,” noted Adam. “It’s a relationship that started

when I was working with Dad. We purchased a used PC75 excavator with a ton of hours on it, and it still performed great. Since then, we’ve been believers in Komatsu.”

Alpha Excavating’s fleet is comprised of three excavators, two of which are Komatsus – a PC45MR and a PC138USLC. Getting a lot of production from those compact pieces is extremely valuable to the firm. It also has a Komatsu D37EX dozer and two Takeuchi skid steers.

“In residential developments, space is limited, so having machines that can fit in there and get the work done is awesome,” said Adam. “The PC45 is very practical for us. I use it to dig footers, and I can load it onto a trailer and tow it with my truck to another customer later the same day. It’s the perfect fit.

“We bring out the PC138 for bigger jobs,” he added. “It can move a lot of dirt in a timely manner. It has great power and balance, and with the tight tail swing, I don’t have to worry about hitting anything behind me.”

Alpha Excavating also rents frequently from Power Equipment when the work requires more muscle. Adam says this strategy allows the growing company to pursue large projects without any worries about long-term payments on machines.

Continued . . .

PC138 'has great power and balance'

... continued



David Strubhart,
Operator

"Right now, we don't consistently have enough big assignments to justify buying three or four new machines. We may need them for two months for a particular job, and then we'd be stuck trying to figure out how to pay for them after that. Renting provides the opportunity to grow at a pace that works for us."

In addition to great equipment, Adam appreciates the attention to detail he receives before, during and after the sale from Power Equipment.

"They're good, honest people," he remarked. "When I have equipment questions, Heath doesn't try to pressure me into something that I don't need. When we rent a machine, it is clean and new – the last one had roughly 10 hours on it. I felt bad stepping in there with my muddy boots. If we need parts or service, they arrive quickly and get the work done. Power Equipment treats us like we're their most important customer."

Just scratching the surface

After marking the company's one-year anniversary this spring, Adam is happy with how things have progressed so far and is very excited for the future.

"We've had a good start, and that's important," he noted. "We've found a niche with footings, grading and basements. Growing is something I can definitely see in our near future, but we've a long way to go. I think the market and our customers will determine how we grow and what we move into. As long as we continue to deliver quality results, we'll be in good shape." ■



Power Equipment Company and Sales Rep Heath Smith (left) helps Alpha Excavating President Adam Strubhart with his company's equipment needs.



Operator David McGinnis uses Alpha Excavating's Komatsu D37EX dozer to grade a residential site in Ooltewah, Tenn. "I love the power and handling of the D37," he said. "The visibility to the blade is awesome. I can see exactly what I'm doing from the cab."

▶ VIDEO



CLOSE TO OUR CUSTOMERS

 **WIRTGEN GROUP**



For your success.

ROAD AND MINERAL TECHNOLOGIES. The WIRTGEN GROUP owes its strength to the excellence of its product brands - WIRTGEN, VÖGELE, HAMM and KLEEMANN - with their unique wealth of experience. Put your trust in the WIRTGEN GROUP.

► Find out more: www.wirtgen-group.com/america

WIRTGEN



VÖGELE



HAMM



KLEEMANN

POWER
EQUIPMENT

www.powerequipco.com

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
Slatillo, Mississippi 38866
(662) 869-0283
1-(800) 873-0967

A GOOD START

Tax law provides positives for construction businesses, but work still needed to fix Highway Trust Fund



Stephen E. Sandherr,
CEO, AGC

Congress passed comprehensive tax reform legislation that will lower rates, spur economic growth and impact construction businesses for years to come. However, this process did not start as well as it ended for the construction industry.

Initially, the tax reform bill provided little relief for many construction firms organized as pass-throughs, such as S-corporations, limited-liability corporations and partnerships; eliminated Private Activity Bonds essential for financing transportation infrastructure, low-income housing and other public construction and public-private partnership

Stephen E. Sandherr, Chief Executive Officer of Associated General Contractors of America, says the tax legislation passed late last year was a win for construction businesses, but it failed to address the long-term solvency of the Highway Trust Fund. The association continues to focus on rebuilding infrastructure and modernizing multi-employer pension plans.

projects; and repealed the Historic Tax Credit, critical to the private construction market for the rehabilitation and renovation of historic buildings.

Lobbying pays dividends

Associated General Contractors continued to fight for a better outcome for the construction industry through a rigorous lobbying campaign. Efforts included connecting construction company chief financial officers and certified public accountants with tax writers as well as generating thousands of pro-construction messages from members to key legislators. Our work helped convince members of Congress to ultimately reduce the corporate rate by 14 points; lower individual and pass-through rates; double the estate and gift-tax exclusion to \$11 million; ensure that the tax-exempt status of Private Activity Bonds remains untouched; and prevent full repeal of the Historic Tax Credit.

Future focus

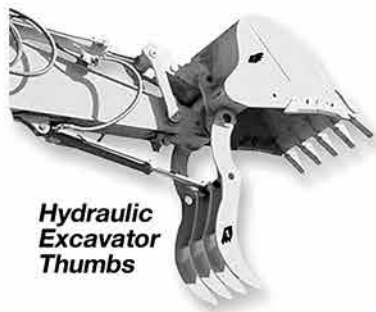
That stated, there is still much work to be done in our nation's capital in 2018. Although Congress missed an opportunity to address the long-term solvency of the Highway Trust Fund via tax reform, we remain focused on ensuring that this administration keeps its promise to rebuild the nation's infrastructure. And, we are committed to efforts to modernize multi-employer pension plans for the future, among other priorities for the industry. ■

Editor's note: This article is from a statement by Stephen E. Sandherr, Chief Executive Officer of the Associated General Contractors of America (AGC), regarding final passage of federal tax reform known as H.R. 1, The Tax Cuts & Jobs Act. A chart with information pertaining to the law is available at AGC's website, www.agc.org.





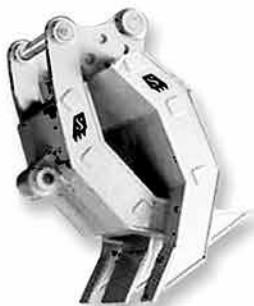
Solesbee's®



Hydraulic
Excavator
Thumbs



Excavator
Thumbs



Excavator
Demolition
Grapples



Excavator
Grapples



Excavator
Wood
Shears



Stump
Pullers



Loader
Forks



Loader Rakes
with
Top Clamp



Skid Steer
Bucket Grapples



Skid Steer
Buckets



Skid Steer
Grapple Rakes



Skid Steer
Brush Cutters



Skid Steer
Forks

All attachments available for on time delivery!

770-949-9231

800-419-8090

www.solesbees.com



Powerful connections

Power Equipment Company and Epiroc

www.powerequipco.com

POWER
EQUIPMENT

KNOXVILLE, TN
3300 Alcoa Hwy
(865) 577-5563
(800) 873-0961

NASHVILLE, TN
1290 Bridgestone Pkwy
(615) 213-0900
(800) 873-0962

KINGSPORT, TN
1487 Rock Spgs. Rd.
(423) 349-6111
(800) 873-0964

CHATTANOOGA, TN
4295 Bonny Oaks Dr.
(423) 894-1870
(800) 873-0963

MEMPHIS, TN
3050 Ferrell Park Cove
(901) 346-9800
(800) 873-0965

TUPELO, MS
1545 Hwy 45
(662) 869-0283
(800) 873-0967

NEW OSHA RULES

Standards reduce silica dust exposure limit, add compliance requirements

A new Occupational Safety and Health Administration (OSHA) rule regarding respirable crystalline silica dust in the construction industry requires covered employers to comply with stricter exposure limits and take steps to protect workers. OSHA reduced the exposure for construction activities to 20 percent of the previous permissible limit (from 250 micrograms per cubic meter of air to 50) averaged throughout an eight-hour shift. The previous standard had been in place since 1971. These new regulations for the construction industry went into effect last fall.

Crystalline silica is a common earth mineral that can be found in sand, stone and other materials. Respirable crystalline silica – very small particles, at least 100 times smaller than ordinary sand – is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, among others, as well as in general excavation. The smaller the particles, the deeper they penetrate into the respiratory tract.

“Silica particles are thrown into the air, and at 10 micrograms they get into your mouth and the top of your throat,” said attorney and author James R. Waite, Esq., who helps companies comply with regulatory standards. “At three to five micrograms, it gets into the chest area and under 2.5, silica dust settles into the lungs and never leaves, which can lead to silicosis and other conditions.”

Silicosis is an incurable lung disease that can lead to death or disability. Lung cancer, chronic obstructive pulmonary disease and kidney disease can also result from respirable silica dust exposure. OSHA estimates the updated standard will prevent 600 deaths and more than 900 cases of silicosis annually.

Options, added steps

About 2.3 million people in the United States are exposed to silica at work each year. Employers have options to meet the standard such as using water to keep dust from getting into the air and proper vacuum dust-collection systems that include HEPA filtration. Utilizing approved respirators with an assigned protection factor of at least 10 under certain conditions, such as sawing more than four hours per day outside or anytime inside, is required.

Additional requirements of the new OSHA standard include:

- Assessing employee exposure to silica, if it is at or above an action level of 25 micrograms per cubic meter of air averaged throughout an eight-hour day and limiting access to high-exposure areas.

Continued . . .

Respirable crystalline silica is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, as well as in general excavation. About 2.3 million people in the United States are exposed to silica at work annually.



**James R. Waite, Esq.,
Attorney at Law**

James R. Waite, Esq. is an equipment industry attorney. He authored the American Rental Association's book on rental contracts and represents equipment sellers and lessors throughout North America on a wide range of issues.



'It's best to monitor'

... continued

- Establishing and implementing a written exposure-control plan, which identifies tasks that involve exposure as well as methods used to protect workers, including procedures to restrict access to work areas where high exposures may occur.
- Designating a competent person to implement the written control plan.
- Restricting housekeeping practices that expose workers to silica, such as the use of compressed air without a ventilation system to capture the dust and dry sweeping where effective, safe alternatives are available.
- Offering medical exams – including chest X-rays and lung-function tests – every three years for workers who are required by the standard to wear a respirator for 30 or more days in a given year.
- Training workers on the health effects of silica exposure, workplace tasks that can bring them into contact with silica, and implementing alternative means of limiting exposure.

A new Occupational Safety and Health Administration rule regarding respirable crystalline silica dust reduced the previous exposure limit to 50 micrograms per cubic meter of air averaged throughout an eight-hour shift. Employers have options to meet the standard such as using water to keep dust from getting into the air, proper vacuum-dust collection systems and approved respirators.



- Keeping records of workers' silica exposure and medical exams.

OSHA training requirements for workers must include instructions on the health hazards of silica dust, a list of workplace tasks that can result in exposure, steps their employer has taken to protect employees and the purpose of the medical exams. Workers should be able to demonstrate knowledge of the topics during an OSHA investigation. Penalties include a fine of \$12,741 per violation, generally assessed per day for failure to abate and \$124,709 per violation for "willful" or "repeat" violations.

"No one can tell by just looking if they're at or above the monitoring level, so it's best to monitor," said Waite. "If you are below 25 micrograms per cubic meter, great. If not, it's critical to meet the requirements to avoid violations and potential liability that could lead to legal claims."

Waite said there are additional steps that companies can take to protect themselves and workers such as putting stickers on equipment that warn of potential exposure and posting signs at all entry and exit points to and from regulated areas. When cleaning equipment, individuals should never use compressed air and the person(s) performing the task should wear protection such as a proper respirator.

No excuses

A separate standard was created for general and maritime industries. It, along with rules for hydraulic fracturing, goes into effect June 23, 2018.

OSHA has programs that provide assistance to help small- and medium-size firms comply with the standards. It also has fact sheets available online at osha.gov.

"Contamination and the associated legal liabilities are nothing new," said Waite. "But, when governmental agencies like OSHA begin modifying long-accepted standards, business owners are wise to take action. Enhanced focus on regulations tends to yield similar enhancements in enforcement, making arguments such as, 'We've done it this way for 30 years,' largely irrelevant." ■

Tougher Than Everything

Montabert breakers sense the hardness of material, adapting their power and strike frequency to deliver just the right amount of energy. You get the best possible performance every time, without all the wear and tear.

More breakups.
Fewer breakdowns.
That's Montabert.

See our attachments in action!
montabertusa.com



Follow us on social media for regular updates from **Montabert!**

2905 Shawnee Industrial Way
Suwanee, GA 30024
ussales@montabertusa.com
866-588-8690



MONTABERT®



Engineering Innovation since 1921

Montabert and the Montabert logo are registered trademarks of Montabert S.A.S. in the United States and various countries around the world.

Available through Power Equipment Company



Discover more

TIGHT-TAIL-SWING PERFORMANCE

New excavator delivers outstanding lift capacity; KomVision bird's-eye-view camera available



Andrew Earing,
Product Manager,
Tracked Machines

You can get dynamite performance in a small package. Komatsu's Tier 4 Final PC238USLC-11 proves it with a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and greater lift capacity than most conventional excavators of the same size. And, it boosts productivity up to 4 percent compared to the Dash-10 with a new viscous fan clutch that lowers engine parasitic loads.

"The PC238USLC-11 maintains the tight-tail-swing radius of its predecessor,

making it well suited for utility and highway applications and when working in confined spaces," said Andrew Earing, Product Manager, Tracked Machines. "The machine's contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight. The additional counterweight remains standard, giving the PC238USLC-11 equal or better lift capacity than conventional models in the same size class."

The PC238USLC-11 is available with Komatsu's new KomVision, a bird's-eye-view camera system that combines input from three cameras into a surround-view image of the machine and its environment that improves operators' situational awareness.

Komatsu's PC238USLC-11 excavator features a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and better lift capacity than most conventional excavators of the same size. A new viscous fan clutch lowers engine parasitic loads, increasing productivity up to 4 percent.

Monitor panel improvements

Komatsu upgraded the high-resolution, LCD monitor panel, incorporating the standard rearview camera display with gauges. "Ecology Guidance" provides fuel-saving information to the operators, and they can still choose from six working modes to most effectively match the application, attachment and working conditions.

"In addition to the PC238USLC-11 measuring 40 percent shorter than the conventional PC210LC-11, this machine offers class-leading serviceability with quick access to the DEF pump and filter, PPC valves, batteries and aftertreatment components," said Earing. "Durability is second-to-none, with thick-plate steel used on the revolving frame, heavy-duty boom and arm structures, and easy-to-access cooling-system-debris screens. Overall, the PC238USLC-11 is a true purpose-built, short-tail excavator designed and crafted to outlast the competition." ■



KOMATSU®

WORKS FOR ME™



"THE TECH MAKES ME FASTER."

JEROME HAYCRAFT / ASPLIN INC. / FARGO, ND

INTELLIGENT MACHINE CONTROL

"We have a Komatsu PC210LCi and it's been better than I even expected. The speed and time you save just having your line work and not having to worry about over excavating—that's huge. I hated those bigger commercial jobs where you'd have hundreds of stakes marking all your corners, offsets and gridlines. And to not have a need for any of that, especially if it's an export site or it doesn't even really have to be, just room for your spoil piles. Keeping track of corners—major time saver! I'd say, with iMC, I'm about a third faster getting the job done."

SMARTCONSTRUCTION

KOMATSU

THAT'S WHY I AM KOMATSU

komatsuamerica.com





SALES

RENTALS

PARTS

SERVICE



KOMATSU®



WIRTGEN GROUP

TAKEUCHI



BARKO

CERTIFIED RENTAL®

LOCATIONS

Knoxville, TN
(865) 577-5563

Nashville, TN
(615) 213-0900

Chattanooga, TN
(423) 894-1870

Kingsport, TN
(423) 349-6111

Memphis, TN
(901) 346-9800

Tupelo, MS
(662) 869-0283



www.PowerEquipCo.com
www.CertifiedRental.com

POWER
EQUIPMENT

(800) 873-0961

INTELLIGENT EXCAVATOR

New model offers added stability, excellent over-the-side lift capacity in efficient combo package

Have you ever wanted more? The PC390LCi-11 excavator from Komatsu provides more stability, achieving excellent balance among power, speed and fine control. This machine utilizes the upper structure and engine of the PC360LC models and the undercarriage of a 400-class machine. Now, Komatsu has taken that concept and made it intelligent with the introduction of its new Tier 4 Final PC390LCi-11.

“The *intelligent* Machine Control PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage,” said Komatsu Product Specialist Renee Kafka. “This makes for the perfect combination in applications such as utility or wherever heavy lifting occurs.”

The 257-horsepower PC390LCi-11 is the fourth installment in the *intelligent* Machine Control excavator lineup. It leverages the proven technology first introduced on the PC210LCi-10, including semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine keeps the operator from digging deeper, eliminating overexcavation and the need for expensive fill.

intelligent Machine Control benefits

The Steer-to-Polyline feature helps operators actively dig to a center line, keeping a utility trench on track and minimizing waste. It's also easy for operators to create simple surfaces quickly for pipe runs by themselves.

“To increase comfort and convenience, the PC390LCi-11 comes standard with the machine-control-enhanced joysticks that were initially introduced on the PC210LCi-11,” noted Kafka. “Whether it is production excavating, utility trenching or heavy-attachment work, this machine helps make operators’ jobs easier, while reducing material costs by minimizing overexcavation.” ■



Renee Kafka,
Komatsu Product
Specialist

Quick Specs on Komatsu's PC390LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC390LCi-11	257 hp	87,867-90,441 lb	.89-2.91 cu yd

Komatsu's PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage, making it a great fit for trenching or heavy-application work.



KOMATSU®

WORKS FOR ME™

**"THERE'S NOTHING THIS
HI-TECH OUT THERE!"**

ANTHONY CARLTON / OWNER / CARLTON, INC / ALPINE, UT

"Using and understanding the new product technology, available from Komatsu for our business, made me apprehensive at first. But our dealer and their technical support have worked with us to help us make the tech work for our needs. I am seeing the benefits now. I'm on board and love it!"



KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

© 2018 Komatsu America Corp. All Rights Reserved



029



Discover more at
PowerEquipmenteer.com

GETTING TO GRADE FASTER

Earthwork, pipeline contractor eliminates overcutting with Komatsu PC490LCi-11 excavator

When Randy Ellis and his wife, Trisha, prepared to build a home on the family's ranch, he was shocked at the price to purchase 300 loads of dirt for the pad. Instead of paying for the material, Ellis bought a dump truck and a rubber-tire backhoe, dug a pond on his property and used the dirt for the house pad. While he didn't realize it at the time, this was the origin of what today is a successful earthwork and pipeline business, R&T Ellis, Inc.

Nearly a year ago, R&T Ellis purchased its first Komatsu excavator, an *intelligent* Machine Control PC490LCi-11.

"We already had used Topcon aftermarket GPS, so I liked that Komatsu integrated it into its *intelligent* Machine Control products," said Ellis. "It saves us time and money by eliminating the need to put up and take down the masts, and we no longer worry about them getting damaged or stolen."

R&T Ellis recently put the PC490LCi to work on a project that involved digging a canal from a river to a treatment plant in preparation for bringing a new supply of drinking water to a major U.S. city. The company's role included clearing 350 acres, building a six-and-a-half mile gravel access road to the canal, installing piping and moving more than 650,000 yards of earth.

"It's like a knife through butter," shared R&T Ellis Operator Sergio Bellestros about his experience in digging with the excavator on the canal project. "With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."

Plug in plans and go

The excavator utilizes 3-D design data loaded into the machine's monitor to accurately display machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit overexcavation.

"What stands out (about the PC490LCi) is the increased production and efficiency. We simply plug the plans into the machine and go to work. With minimal staking, we can put everything to grade faster and without the concerns about overcutting or needing someone to constantly check grade," noted Ellis. ■



Randy Ellis,
President

R&T Ellis Operator Sergio Bellestros loads trucks with a Komatsu *intelligent* Machine Control PC490LCi-11. "It's like a knife through butter," described Bellestros of digging with the excavator. "With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."



▶ VIDEO





DISCOVER THE DIFFERENCE.

Conquer even the most inaccessible jobsites imaginable with the Terramac family of crawler carriers. Thanks to their rubber tracks, these machines boast a low ground pressure that protects sensitive ground conditions. The highly maneuverable RT6, versatile RT9 and massive RT14 are easily customizable with a range of attachments from hydro seeders to welders, while the RT14R offers a dump bed and 360-degree rotation for precision even in confined spaces. And they're all backed by our highly trained service and support professionals, so you'll stay up and running no matter how difficult the job.

Visit [Terramac.com](https://www.terramac.com) to learn more or demo one today at your nearest Power Equipment location.



RT6



RT9



RT14



RT14R



NEW HORIZONS

New Director of Training and Publications Bill Chimley aims for world-class results

QUESTION: How does Komatsu America's Training and Publications team lead the world?

ANSWER: Due to the timing of the engine emission requirement in North America, we needed to develop new-model training and publication materials first. This means our training and publications development teams have blazed the trail since 2011. Because we have experience being content-development leaders, we also need to take the lead in using digital-learning platforms and the latest technologies available. We want Komatsu America Training and Publications to be a center of excellence.

QUESTION: What is your vision for the Training and Publications area?

ANSWER: Our vision is to continue a strong foundation of material development while using the latest technology to increase the effectiveness of our material delivery. Through technological advances, the speed and ease of learning is expanding exponentially, allowing Komatsu customers, distributors and employees to easily access our offerings.

QUESTION: How do you plan to maximize the effectiveness of the Cartersville Customer Center?

ANSWER: To anyone who has yet to visit the Cartersville Customer Center, we extend an open invitation. During the past 12 months, we have hosted the highest number of visitors since the facility opened in 2001. Our amenities include a 35-acre demo site; a beautiful 40,000-square-foot main building with multiple classrooms, offices and state-of-the-art auditorium; as well as a 20,000-square-foot shop – all situated on 600 acres just north of Atlanta. Visitors are absolutely blown away by this facility. Our primary goal is to share resources with our distributors and affiliate

Continued . . .



Bill Chimley, Director of Training and Publications

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.

Bill Chimley took over as the Director of Training and Publications at the Komatsu Cartersville Customer Center in Cartersville, Ga., in October 2017. Prior to that, he served for five years as the General Manager of the Supply Chain Division at the Chattanooga Manufacturing Operation facility. "I am very excited to be here in this new position," said Chimley. "We host some incredible events for both our customers and employees. From Demo Days to daily training classes, we have a lot of traffic through this facility."

Chimley has 13 years of experience with Komatsu. He worked as a District Sales Manager covering multiple South Region distributors before moving to the Supply Chain Division in 2010 when he was named Manager of Customer Support and Logistics. In 2012, Chimley was promoted to the General Manager position, where he was responsible for the planning, ordering and logistics of mining, construction, utility and forestry machines in North America.

At each stop, Chimley has focused on improvement strategies. "Komatsu America practices a philosophy called 'Kaizen,' which means continual improvement," explained Chimley. "In every position, I've tried to raise the bar, whether that means implementing inventory forecasting process improvements or designing how we use technology to deliver training and publications materials, Komatsu is very supportive."

Away from the office, Chimley enjoys spending time with his wife and two teenage daughters. They love to travel and listen to music together. Chimley's ideal get away would be trout fishing in a cold mountain stream on a sunny spring day.

Offering a safe, effective environment for learning

... continued

business partners by providing world-class training, demonstration and meeting facilities.

QUESTION: Are other types of events held at the center?

ANSWER: While the two most visible customer events are Demo Days each spring and fall,

we also host approximately six major annual training events covering all aspects of our business. Filling in the day-to-day of our calendar are numerous technical, operator and sales class offerings. The center is a versatile facility with an incredible support staff that creates a safe and effective learning environment.

QUESTION: How do you see the Cartersville Customer Center evolving in the next few years?

ANSWER: We are in the process of upgrading our wireless network to enable full connectivity of people, machines and classrooms – even beyond our campus. A growth area in 2018 is live-streaming class videos, which will allow technicians, for example, to stay in the field and participate in training without losing precious days due to travel.

Last spring, we completely redesigned the theatre, which also doubles as our largest classroom. This winter, we made upgrades to the demo site, making it both safer and more functional, especially to support SMARTCONSTRUCTION technologies. Future visions for the Cartersville Customer Center include developing a quarry demonstration area to offer a more realistic operation experience, creating an executive briefing area where we can learn from our customers and share Komatsu's total business solutions, and making this facility a center of excellence for all of our publications. ■

Director of Training and Publications Bill Chimley (far right) listens as a group of Komatsu sales representatives participate in a training session inside the Cartersville Customer Center's newly renovated theatre.



Spring and fall Demo Days are the two most visible events at the Cartersville Customer Center, according to Director of Training and Publications Bill Chimley.



Schedule a visit to Cartersville today!

Komatsu Cartersville Customer Center

- 35-acre demo site
 - More than 50 machines available to operate
- Customized agendas based on your needs
 - Machine walk-arounds
 - Speak with product experts
 - Discuss machine optimization, maintenance and service

Contact us today for more information or to schedule your visit to the Cartersville Customer Center!



Visit komatsuamerica.regfox.com/cartersville-customer-center-demo-request or email CCC@KomatsuNA.com

KOMATSU®

WORKS FOR ME™

**"I'VE USED THEM ALL AND
KOMATSU IS THE BEST."**

TAD GRIFFITHS / ROYAL T ENTERPRISES / UTAH

"Komatsu's i-machines definitely make my operators better at what they do. I mean, we haven't been using this technology for the past twenty years, so it's pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product."



KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

© 2018 Komatsu America Corp. All Rights Reserved



028

KOMATSU®

WORKS FOR ME™

"THEIR FINANCE PROGRAM ROCKS!"

LANCE LANNOM, RACHELLE REIGARD & EDUARDO MORALES / GRADE A CONSTRUCTION / LEBANON, TN

COMPETITIVE AND FLEXIBLE

KOMATSU
FINANCIAL

"Komatsu has been a great partner for us. They've been with us through the years, even when we started small and not many other places wanted to talk to us. They believed in us and helped us grow. From a custom financing plan to tech like KOMTRAX, to customer service and Komatsu CARE, and of course reliable products—they offer everything to help our bottom line grow." **Rachelle Reigard, President**

KOMATSU®

THAT'S WHY I AM KOMATSU

komatsuamerica.com

© 2018 Komatsu America Corp. All Rights Reserved





Discover more at
PowerEquipmenteer.com

BUSINESS SOLUTIONS GROUP

Team assesses Madden Materials' operations; improvements save enough to buy additional equipment

Approximately two years ago, Joe and Sofia Regalado acquired Madden Materials, adding to the couple's already hefty work load as they operated a trucking company and another material supply business. The new venture came with challenges, so they turned to their local Komatsu distributor, who connected them with the Business Solutions Group to help formulate an action plan.

The Business Solutions Group offers bottom-line tactics that maximize production and efficiency. The group studies customers' existing operations, considers alternatives and provides recommendations. The service is complimentary.

In Madden Materials' case, the Business Solutions Group partnered with the distributor to conduct an Optimized Fleet Recommendation (OFR) study on how to move sand from the pit to a new wash plant most effectively. Members of the Business Solutions Group took into account the productive potential of various sizes of excavators, wheel loaders and trucks to identify the most efficient fleet, depending on production needs and other factors.

"They assessed the site – how we load, haul distance, tons of product the plant needed per hour – and determined that smaller units would be best," said Owner/Chief Executive Officer Joe Regalado. "They projected operating costs by considering fuel, operator pay, maintenance and more."

Before the study, Regalado was convinced he needed to add a large truck, possibly a 60-ton rigid frame, and pair it with an existing 50-ton-plus excavator. The Business Solutions Group showed him other options, including using a Komatsu 30-ton articulated dump truck and a PC360LC excavator.

Money-saving strategies

"The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Regalado. "The study saved us enough money that we could buy a second WA380 loader. The assessment was done at no charge. That's an incredible benefit, and they have finished a second OFR study to determine our present and future needs as we continue to expand and move farther away from the plant." ■



Joe Regalado,
Owner/Chief
Executive Officer,
Madden Materials

Komatsu's Business Solutions Group recommended a smaller articulated haul truck, an HM300, as part of its assessment of Madden Materials' operations. "The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Joe Regalado, Owner/Chief Executive Officer.



▶ VIDEO

DRIVERLESS TRUCKS

Komatsu celebrates 10th anniversary of autonomous haulage system

This year marks 10 years since the commercial deployment of Komatsu's autonomous haulage system (AHS), and based on its proven track record of safety and productivity, the company plans to ramp up the pace of distribution. Komatsu was the first manufacturer in the world to commercialize AHS – driverless trucks – in the mining industry.

More than 100 AHS trucks presently operate in North America, South America and Australia. Running around the clock, they haul three different commodities in six mines. By the end of 2017, Komatsu AHS trucks had recorded a world-leading cumulative total of 1.5 billion tons moved.

According to Komatsu, each truck is equipped with vehicle controllers, a high-precision GPS system, an obstacle-detection system and a wireless network

system. These features allow the trucks to operate safely through a complex load, haul and dump cycle, as well as integrate with dozers, loaders and shovels.

Komatsu began AHS trials in 2005 at a copper mine in Chile and successfully achieved the world's first commercial deployment three years later. A second followed in late 2008 at Rio Tinto's iron ore mine in Australia. The company currently operates AHS trucks in four mines in the Pilbara region of Australia. Rio Tinto controls the system remotely and efficiently from its operations center in Perth, almost 1,000 miles away.

Using AHS, one customer reported improved productivity, reducing load and haul-unit costs by more than 15 percent compared to conventional haulage methods. In addition, optimized automatic controls reduce sudden acceleration and abrupt steering, resulting in 40 percent longer tire life for that same customer. AHS is significantly safer in conventional mining environments, where even a minor driving error could cause a serious accident, according to Komatsu.

New initiatives

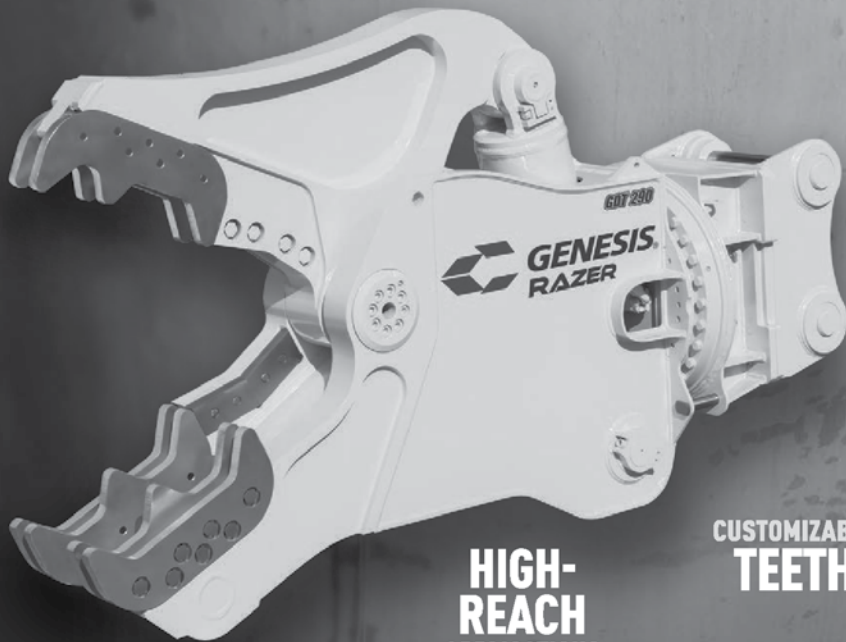
To extend the benefits to operations with manned haul fleets, Komatsu conducted and successfully completed trials of its AHS retrofit kit at a Rio Tinto mine in September 2017. It was mounted on an electric-drive standard 830E (220-ton payload) and enabled the truck to operate in autonomous mode. Komatsu plans to expand the AHS retrofit kit to additional models of electric-drive standard trucks. It will also enhance AHS's mixed-fleet operations functions to enable manned haulers of any make to safely interoperate with Komatsu's AHS trucks in a blended fleet. ■

To date, Komatsu's autonomous haulage system (AHS) has recorded a world-leading cumulative total of 1.5 billion tons moved. Using AHS, one customer reduced load and haul unit costs by more than 15 percent compared to conventional haulage methods.



THE LIGHTER HEAVYWEIGHT

THE NEW GDT RAZER



**FLAT-TOP
MOUNTING**
VERSATILITY

**LOWER
COST**
OF OWNERSHIP

**CUSTOMIZABLE
TEETH**

**HIGH-
REACH**
APPLICATIONS

Scan to
watch
video



Innovative tools for modern demolition.

Contact your local Power Equipment location for additional information.

POWER
EQUIPMENT

Tennessee
Chattanooga
(423) 894-1870
Kingsport
(423) 349-6111

Knoxville
(865) 577-5563
LaVergne
(615) 213-0900

Memphis
(901) 346-9800
Mississippi
Tupelo
(662) 869-0283

I am . . . **POWER** STRONG



GARY McQUEEN / SERVICE MANAGER / KINGSPORT

"Sometimes the heavens smile on you, and your two favorite passions come together." Gary McQueen started his career as an auto mechanic, but he also had a passion for computers. McQueen attended classes at night while working as an auto mechanic. After getting his degree in computer programming, McQueen had the opportunity to work as a programmer for a large, worldwide company. But, as luck would have it, the company closed, and McQueen followed his other passion and opened a grading company. However, his love for programming couldn't be denied, and he also served as the data-processing manager for a trucking company. Eventually, McQueen became the equipment manager for a large, local contracting company, and in 2004, McQueen came to Power Equipment as the service manager at the Kingsport, TN, location. During McQueen's service at Power Equipment, his love of machinery and technology finally came together when Komatsu introduced its *intelligent* Machine Control line. In April 2018, McQueen will retire to spend time with his number one passion, his family. We at Power wish him a long and healthy retirement, and we will forever admire his service and devotion to Power Equipment.

KNOXVILLE
3300 ALCOA HWY.
KNOXVILLE, TN
865.577.5563

POWER

www.powerequipco.com **EQUIPMENT**

SALTILLO [TUPELO] MS
1545 HIGHWAY 45
SALTILLO, MS
662.869.0283

NASHVILLE
1290 BRIDGESTONE PKWY.
LAVERGNE, TN
615.213.0900

CHATTANOOGA
4295 BONNY OAKS DRIVE
CHATTANOOGA, TN
423.894.1870

KINGSPORT
1487 ROCK SPRINGS ROAD
KINGSPORT, TN
423.349.6111

MEMPHIS
3050 FERRELL PARK COVE
MEMPHIS, TN
901.346.9800

NEW REMAN FACILITY

Komatsu helps customers save money, boosts availability of high-quality remanufactured products

If you need to replace components, or even an engine, you want the most-cost effective solution possible. Oftentimes, that may involve using the high-quality remanufactured products available through Komatsu's reman facilities.

Recently opened, and located at the Chattanooga Manufacturing Operation, the reman facility grew out of a fact-finding effort in Komatsu's Reman/Overhaul Group led by Senior Product Manager Goran Zeravica and Product Manager Michael Carranza. One of their first steps involved talking with customers and Komatsu distributors to gauge their expectations.

"They provided valuable feedback to act upon, including the need for expanding our availability and offering of reman products," shared Zeravica. "That's one of the reasons we opened a new reman facility; the other reason was to expand engine-testing ability for our customers. The new facility supplies like-new engines that meet Komatsu's stringent standards, so customers can rest assured they are getting quality, reliable products with long lives."

Substantial inventory

Komatsu has already amassed an extensive inventory. Reman products are available from various sources such as the Ripley Parts Operation, Peoria Parts Department and regional parts depots.

"Availability and fast access are vital to minimizing downtime," said Carranza. "A good inventory ensures that when an order is placed, a replacement item is shipped right away. Once the repair is complete, the customer can send in their used component, and we will give them a credit for it."

Quality confidence

Komatsu demonstrates its confidence in reman products by providing two warranties*:

Komatsu Genuine Reman Warranty Coverage (Standard):

- Applies to Genuine Reman components
- One year
- Unlimited hours

Komatsu Genuine Reman Component Quality Assurance:

- Applies to engines, transmissions, torque flows, final drives, differentials, axle assemblies, travel motors and main hydraulic pumps
- Four years
- Prorated, up to 10,000 hours ■

** Additional qualifications are required. Talk to your Komatsu distributor for more information.*



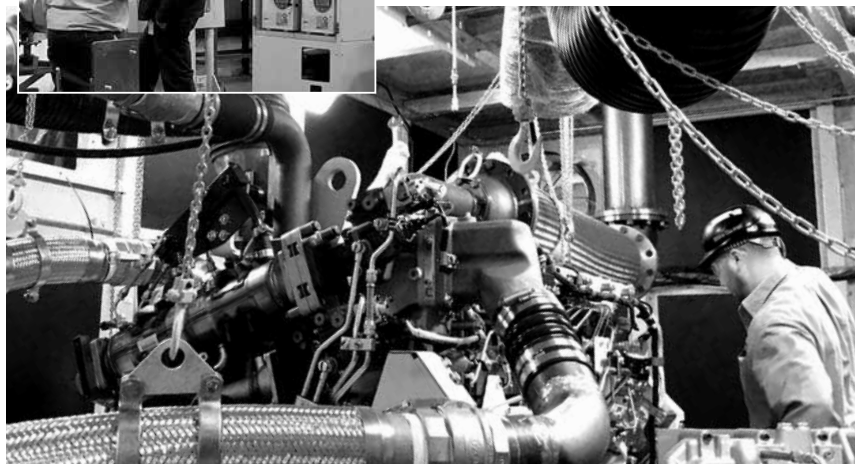
Michael Carranza,
Product Manager



Goran Zeravica,
Senior Product Manager



Komatsu's new reman facility brings original equipment manufacturer expertise to the table, while boosting availability through reman and retesting capabilities.



LeeBoy



Scan to watch
YouTube video

LeeBoy

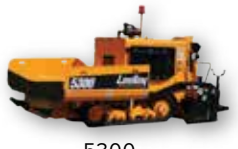
Committed to Quality. Committed to You.

Throughout the world, the LeeBoy brand represents quality and dependable equipment that continues to maximize productivity, deliver profitability and provide assurance to our dealers and end users alike.

ASPHALT PAVERS



1000



5300



7000



8500



8510



8515



8616



8816



685



695

FORCE FEED LOADER



3000

ROLLERS



400



420

TACK TANKS



150



250

MAINTAINER



500



1200

POWER EQUIPMENT

NO FATALITIES GOAL

Research suggests Safe System and Vision Zero traffic-planning approaches would save lives

Research from the World Resources Institute (WRI) and the World Bank concludes that if all countries adopted a Safe System or Vision Zero approach to safety and traffic infrastructure, nearly a million lives could be saved around the world each year. WRI analyzed data from 53 countries and found that using Safe System tactics achieved both the lowest rates of traffic deaths and the largest reduction in fatalities in a 20-year period.

The report, “Safe and Sustainable: A Vision and Guidance for Zero Road Deaths,” emphasizes the importance of committing to no fatalities, upholding the Safe System principles of shared responsibility and reducing human error; as well as instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response, according to WRI. The study says that it’s important for planners to take those factors into account when designing roadways.

Traffic fatalities claim more than 1.2 million lives annually. WRI found that to eliminate road deaths, policymakers must adhere to Safe System tenets: humans make errors and are vulnerable to injury; responsibility for the consequences should be shared, no death or serious injury is acceptable; and the best plan is a proactive, systemic one.

Sweden and the Netherlands began a Safe System program more than 20 years ago and have lowered their traffic fatalities to between three and four deaths per 100,000 residents annually, a decrease of more than 50 percent. The global average is 16.4 fatalities per 100,000 residents and 24.1 per 100,000 in low-income nations. More than 40,000 die on U.S. roadways every year.

Multi-pronged plan

Approximately 30 cities in the United States are using Vision Zero, which is similar to Safe

System. Vision Zero takes the view that traffic deaths and severe injuries are preventable by utilizing proven strategies such as lowering speed limits, redesigning streets, implementing meaningful behavior-change campaigns and enhancing data-driven traffic enforcement. It also demonstrates that planning fosters cross-disciplinary collaboration among local traffic planners and engineers, police officers, policymakers and public-health professionals.

“We can dramatically reduce and eventually eliminate road-crash fatalities if we follow a Safe System approach,” said Soames Job, who heads the World Bank’s Global Road Safety Facilities and is one of the report’s co-authors. “Vision Zero is becoming a popular policy to embrace, but what it really means is committing to zero deaths and building in safeguards. By designing transportation systems for inevitable human error and placing a greater responsibility on officials, road designers and decision makers, we can profoundly reduce road-crash fatalities.” ■

A report from World Resources Institute and the World Bank emphasizes a commitment to no fatalities and upholding principles such as reducing human error, and instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response.



NEWS & NOTES

Komatsu acquires Quadco, Southstar forestry heads

Komatsu acquired Quadco felling heads and Southstar large harvesting heads, adding them to its already stellar lineup of Log Max and Komatsu small and medium-size harvester heads. The acquisition allows Komatsu to offer customers a full range of forestry attachments.

Quadco and Southstar will continue to operate as independent companies within the Komatsu group and will maintain their existing sales networks. To improve value to customers, Komatsu is forming a forestry attachment division within Komatsu Forest AB, which will manage the Quadco, Southstar and Log Max brands. ■

EIA: Wind to blow past hydro in renewable energy production

The U.S. Energy Information Administration (EIA) expects wind to surpass hydroelectric in domestic, renewable-energy production this year. EIA predicts hydropower will fall to 6.5 percent from 7.4 percent of the nation's overall energy output in 2018. Wind generated 6.3 percent last year, and EIA anticipates it will rise to 6.9 percent by 2019. Weather will play a big role in what the final numbers look like at the end of 2018.

"Because few new hydro plants are expected to come online in the next two years, hydroelectric generation in 2018 and 2019 will largely depend on precipitation and water runoff," EIA said in its analysis. "Although changes in weather patterns also affect wind generation, the forecast for wind-power output is more dependent on the capacity and timing of new wind turbines coming online." ■



PALADIN™
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence®

**PALADIN OFFERS
THE WIDEST BREADTH
OF ATTACHMENT
SOLUTIONS ACROSS ALL
APPLICATIONS**

**CONSTRUCTION
MATERIAL HANDLING
VEGETATION MANAGEMENT
LAND CLEARING
LANDSCAPING
AGRICULTURE MATERIAL HANDLING
SNOW REMOVAL
ENERGY
DEMOLITION**

BRADCO CP CUSTOMWORKS CWS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER



Division of
IHS INTERNATIONAL
EQUIPMENT
SOLUTIONS

www.paladinattachments.com

The original construction broom company



Broce Broom

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.

POWER
EQUIPMENT **THE POWER TO PERFORM**

KNOXVILLE

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

CHATTANOOGA

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

NASHVILLE

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

MEMPHIS

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

KINGSPORT

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

TUPELO

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

ADVANCED TECHNOLOGY
OF A **WORLD LEADER**

Takeuchi
From World First to World Leader



— **TL6R** —
MAXIMUM LIFT **9 FT**
HEIGHT ↓ **6.4 IN**
OPERATING CAPACITY
1,841 LBS

Power. Performance. Reliability.
Why settle when you can get all this
and more in one great machine?

TAKEUCHI, no compromise!

Takeuchi Fleet Management
is available on most models.
See your dealer for details.



< For more information on this model or any other great Takeuchi machine, visit takeuchi-us.com >

POWER
EQUIPMENT

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)

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

www.powerequipco.com



**2009 Komatsu PC270LC-8,
S/N A87181 8,000 hrs.**



**2017 Komatsu D39PXi-24
S/N 95443, 927 hrs.**

Year/Make/Model	Description	S/N	Hrs.
EXCAVATORS			
2009 Komatsu PC270LC-8		A87181	8,000
2015 Komatsu PC240LC-11	10' arm, hyd thumb, 31.5 tg shoes	A22037	2,967
2015 Komatsu PC240LC-10	31.5" shoes, 11'5" arm, aux hyd, 52" bkt	A20360	1,284
2016 Komatsu PC228USLC-10	31.5" shoes, 9'6" arm, aux hyd, 48" bkt, manual thumb	1642	1,192
2017 Komatsu PC228USLC-10	31.5" shoes, 9'6" arm, 36" bkt	2450	1,171
2014 Komatsu PC360LC10	33.5" shoes, 10'6" arm, hyd thumb, 42" bkt	A33488	2,777
2015 Komatsu PC360LC10	33.5" shoes, 10'6" arm, 42" bkt	K64189	2,275
MOTOR GRADER			
2007 Komatsu GD555-3	14' board, cab, A/C, push block, 14-24 tires	51221	5,400

Year/Make/Model	Description	S/N	Hrs.
DOZERS			
2017 Komatsu D39PXi-24	Cab, A/C, UHF radio	95443	927
2012 Komatsu D51PX-22	Cab, A/C, front sweeps, rear screens	B12693	3,400
2016 Komatsu D51PXi-22	Cab, A/C, PAT blade, UHF antenna	B14326	1,710
2016 Komatsu D61PX-24	Cab, A/C, PAT blade	B14326	1,913
2013 Komatsu D39EX-23	Cab, A/C	90032	2,400
TRUCKS (ARTICULATED)			
2014 Komatsu HM300-3	23.5R25 tires, cab, A/C, dump body	3438	4,356
2014 Komatsu HM400-3	Tailgate, plastic bed liner	3645	4,516
2015 Komatsu HM400-3		3686	5,574
2015 Komatsu HM400-3		3687	4,731
2015 Komatsu HM400-3		3658	5,818

Availability is subject to prior sales • Financing available – call for details!

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.

18-02

Low Hour

Late Model

**Intelligent
Machines**



Call the Certified Rental Hotline
to learn more about our Rental
Program.

Our Rental Guide, along with
specs on certified machines, is
available on our web site.

www.CertifiedRental.com



Certified Rental®

(800) 997-7530

POWER

EQUIPMENT