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MILLER CONTRACTORS, INC.

See how commitment to technology increases efficiency for this western Tennessee firm



Harold Miller,
Co-owner



Collin Miller,
Co-owner

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A MESSAGE FROM THE PRESIDENT



Chris Gaylor

**Komatsu
leads the tech
revolution**



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Dear Valued Customer:

Construction's technological revolution is on a dizzying pace. The industry has embraced telematics for gathering data; increased usage of GPS, drone surveying, parts ordering via the web; and more. Komatsu continues to be at the forefront with *intelligent* Machine Control dozers and excavators that are proven to increase production and efficiency, while reducing costs.

Komatsu wants customers to realize the greatest benefit from its *intelligent* Machine Control equipment, so when it launched the machines, we worked together to add personnel to our staff who can provide high-level technical support. Komatsu has also introduced SMARTCONSTRUCTION, a suite of services designed to assist customers with drone surveying, jobsite setup, model building and much more. Read about the benefits of SMARTCONSTRUCTION in this issue of your Power Equipmenteer magazine, then contact us to see how our SMARTCONSTRUCTION team members can be of service to you.

Rear cameras are now a staple in the construction industry, allowing operators to use an in-cab monitor to see what's behind them. Komatsu has taken the concept a step further with KomVision, which places multiple video cameras around a machine to give operators an all-around view. Check out the article on KomVision inside to learn more.

If you want a wealth of information about your machinery, as well as the ability to find parts and fulfill service needs, the new MyKomatsu website provides it all in one convenient place. More details are in this issue.

We also have informative stories about a customer using *intelligent* Machine Control dozers as well as Komatsu corporate trainers who can help you maximize production.

We hope 2019's construction season is a busy and profitable one for you. If there's anything we can do to assist you, please call or stop by one of our branch locations.

Sincerely,
POWER EQUIPMENT COMPANY

Chris Gaylor
President

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IN THIS ISSUE

MILLER CONTRACTORS, INC. pg. 4

Meet Harold and Collin Miller, who attribute the success of their Tennessee firm to honest, hard work.

SPECIAL EVENT pg. 9

Ride along with Power Equipment customers as they test the latest equipment at Komatsu's most recent Demo Days.

GUEST OPINION pg. 13

Look at the reasons why one industry executive recommends keeping an open mind about hiring former employees.

CONSTRUCTION OUTLOOK pg. 15

Find out what experts see on the horizon for the construction sector in 2019.

CASE STUDY pg. 19

Take a look at how one equipment owner realizes greater production with lower costs thanks to *intelligent* Machine Control technology.

TECH TRENDS pg. 21

Komatsu's SMARTCONSTRUCTION initiative provides a wide array of offerings to help machine owners take full advantage of innovative technology. Explore the details in this issue.

DESIGN INNOVATION pg. 25

Get a glimpse of Komatsu's KomVision system, which delivers an unrivaled view of the work area from an excavator cab.

THE PEOPLE INSIDE pg. 37

Catch up on the latest employee news from promotions to industry leadership positions.

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MILLER CONTRACTORS, INC.

Commitment to technology increases efficiency for this western Tennessee firm



Harold Miller,
Co-owner



Collin Miller,
Co-owner

Miller Contractors has served western Tennessee customers for three generations and more than five decades. While the company has grown and evolved throughout the years, finding and retaining customers is a source of pride for the Miller family, who owns the business.

“My grandfather, Paul Sanders, always said that if you are honest and work hard, you’ll never be looking for a job,” recalled third-generation Co-owner Collin Miller. “Keeping customers happy really isn’t a big secret, because he was right. We have a loyal customer base that we strive to please. We treat people fair and trust in God, and that plan has worked for us.”

Today, the Jackson, Tenn., company employs 14 people and completes site work and utility installations within a 100-mile radius between

the Mississippi and Tennessee Rivers in the state of Tennessee.

“We can take a project from clearing to soil stabilization,” noted Collin’s dad and Co-owner Harold Miller. “We try to do it all. The more we can take care of ourselves, the greater control we have over a project. Our customers seem to appreciate it, because nearly 90 percent of what we do is repeat business.”

The majority of Miller Contractors’ calendar is filled with commercial grading, soil stabilization and utility installation jobs. It also handles wastewater pump stations, water-treatment plants, sewer-treatment plants and road bores. One area that is becoming more common for the company is residential subdivisions. Miller Contractors and McAlexander Development, which is owned by the family of Collin’s wife, Cindy McAlexander-Miller, have partnered on several endeavors.

“We will do whatever a customer wants,” said Collin. “Most of our time is spent on commercial, although we also do a fair amount of municipal work. The housing market is strong now, so residential is increasing. Our partnership with McAlexander has been great. About 80 percent of the subdivisions we do are in conjunction with them.”

That collaboration was on full display last fall when Miller Contractors broke ground on the first phase of a 134-lot subdivision in Jackson. Miller crews moved more than 42,000 yards of dirt, dug retention ponds and installed 2,500 feet of eight-inch sewer lines, 2,000 feet of water lines and another 2,000 feet of storm drainage.

“This is a typical job for us,” explained Collin. “There will be four phases to this development; however, the first one is always

A Miller Contractors operator uses a Komatsu WA250PT wheel loader to move rock on a Jackson, Tenn., jobsite. “The WA250s are the best machines I’ve ever owned,” stated Co-owner Harold Miller.





Using a Komatsu *intelligent* Machine Control D39PXi dozer, a Miller Contractors operator grades a residential lot at the Oakmont Woods subdivision in Jackson, Tenn. “(The D39PXi) expands our operator pool,” said Co-owner Collin Miller. “We have more people now who can jump in the cab and grade a site.”

the most expensive and complicated because we’re starting from scratch.”

‘Quantum leap’

Integrating the latest technology into daily operations is a practice most companies swear by, including Miller Contractors. However, the firm skipped a generation of technology before adding Komatsu’s *intelligent* Machine Control dozers with integrated GPS technology and semi-automation to its fleet.

“Until recently, all of our grading was done manually,” said Harold. “We never used aftermarket GPS systems. We had two very experienced operators who didn’t want GPS, so we didn’t think we needed it. When they retired, we developed a new plan.”

“I was the only operator who knew how to keep grade, so I was quite happy to try something new,” laughed Collin. “We went from four-foot levels and string lines to iMC. It was a quantum leap – one we should have taken sooner.”

To accomplish that upgrade, the Millers contacted Power Equipment Company Territory Manager Jimmy Spence in 2016 about a D51PXi dozer. They added a D39PXi dozer eight months later.

“The best way to make money in dirt is to move it once,” shared Collin. “The *intelligent* Machine Control dozers make that happen. It also expands our operator pool. We now have more people who can jump in the cab and grade a site. Plus, with labor being so hard to find, it makes the hiring process a little easier, too. We no longer need someone with 25 years of experience to make sure that our sites are on-grade; the dozers do that for us.”

In addition to maximizing the efficiency of Miller Contractors’ crews and saving on material costs, the system has other benefits.

“We no longer use surveyors or stakes,” said Collin. “We just completed a floodway project. Before we had the new dozers, we would have used surveyors to stake every 50 feet to make a grid and come back once we had completed the deep fills to re-stake for grading. Then, we’d return when the project was finished to check it all out. Instead, we turned our operators loose on the dozers because the plans were already in there – we never had a surveyor on site. We finished within a hundredth of an inch, and we had the files to prove it. We completed the job faster and without waiting for or paying surveyors.”

Continued . . .

'We trust our Komatsu equipment'

... continued

The grade-control equipment has exceeded Collin's expectations.

"I told Jimmy these dozers would never replace an experienced operator, and now I own two of them," he admitted. "Having the integrated GPS system takes it to another level; I see us continuing to add them to our fleet. All

around, *intelligent* Machine Control is the only way to go."

Longtime partnership

The Miller family's relationship with Power Equipment and Spence dates back more than 20 years.

"We've worked with Jimmy for a long time, and we trust that he and everyone at Power Equipment have our best interests in mind," said Harold. "Anytime we need something, they take care of it. In addition to Jimmy, Ray Ginn in the parts department and Assistant Service Manager James Sparks go above and beyond for us. We ask for them specifically because they are the best in the business. People like that are why we are loyal to Power Equipment."

Beyond Power Equipment's staff, the Komatsu brand continues to deliver for Miller Contractors. Including the *intelligent* Machine Control dozers, its fleet has three WA250PT wheel loaders, four dozers and four excavators.

"Komatsu makes a quality machine," stated Collin. "Since 1992, we've only run Komatsu dozers, and we were one of the first to have a Komatsu excavator, a PC200-3 in 1986."

"We know exactly what we're getting with Komatsu," added Harold. "We have a 20-year-old PC220 excavator that hadn't been started in two months; when we turned the key, it fired right up. The WA250s are the best machines I've ever owned. We trust our Komatsu equipment."

Continued legacy

The Miller family is deeply rooted in the construction industry, and it appears that will remain the status quo for generations to come.

"This has been our family's way of life for forever it seems," said Collin. "Our boys, Cash, who is six, and Cade, age seven, are on board, too. One day, Cindy and I were talking about the future, retirement and if that would mean selling the company. One of our boys overheard it and matter-of-factly told us that wasn't an option, and the business wasn't going anywhere. So, I think it's safe to say that our construction legacy will continue." ■



(L-R) Miller Contractors Co-owners Collin and Harold Miller call on Power Equipment Company Territory Manager Jimmy Spence and Product Support Sales Rep Greg Cook for their sales and service needs.

A Miller Contractors operator uses a Komatsu D51PXi dozer with integrated GPS technology to grade at the Westhaven Development in Jackson, Tenn. "The best way to make money in dirt is to move it once," said Co-owner Collin Miller. "The *intelligent* Machine Control dozers make that happen."



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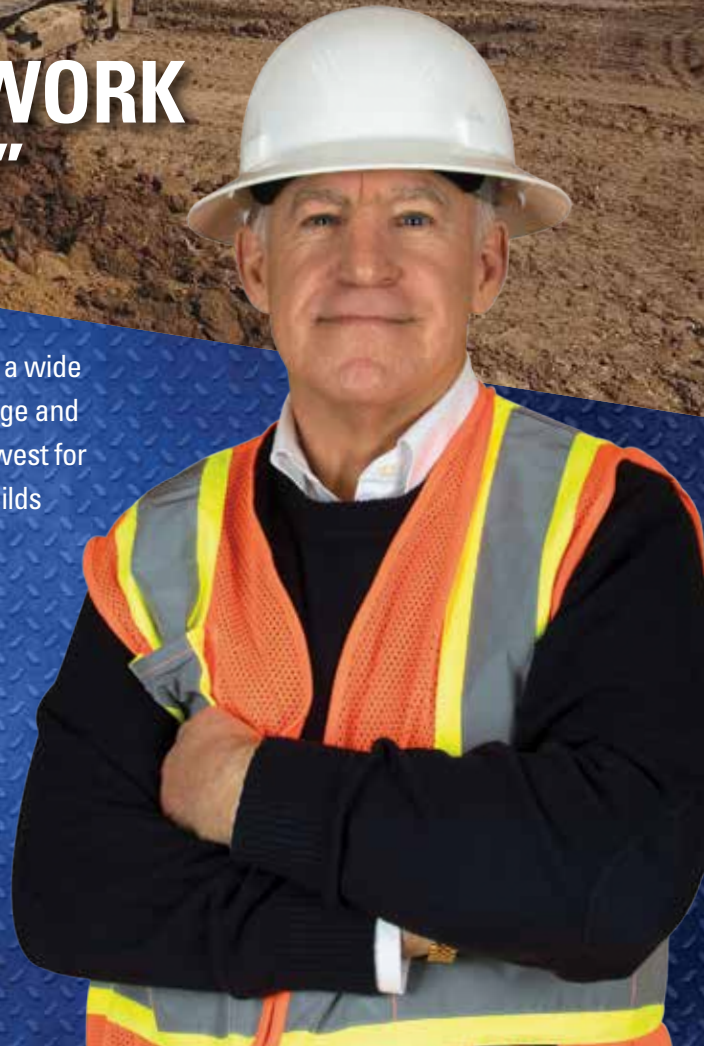
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COMPLETE LINEUP

Customers test wide range of Komatsu equipment using a variety of materials at Demo Days

Construction equipment owners and operators from across the United States met at the Cartersville Customer Center in Georgia for the three-day fall Komatsu Demo Days event. To provide realistic working conditions, sand, gravel and rocks of various sizes were available so that customers could test machines to their fullest capabilities using materials consistent with their usual jobsites.

Each day began with a tour of the Chattanooga Manufacturing Operation in Tennessee, where many Komatsu excavator models are assembled. After a catered lunch and an informational session about KOMTRAX and Komatsu CARE, attendees made their way to the 45-acre demonstration site to test the latest equipment Komatsu offers.

“Demo Days featured more than 40 Komatsu machines for attendees to operate,” explained Komatsu Director of Training and Publications Bill Chimley. “Customers could try out our full range of equipment, with Komatsu experts ready to answer any questions.”

New competition

The newest addition to the event was a timed competition where participants used a Komatsu PC55MR-5 compact excavator to pick up and drop three rubber balls into a tub as quickly as possible. Daily winners earned a Komatsu jacket and all who finished in 30 seconds or less received a Komatsu hat.

“We work in a very competitive industry and wanted to introduce some of that spirit into the event,” said Rich Smith, Vice President, Product and Services Division, Komatsu America. “Our goal is to give the customers a new experience every time they visit the Cartersville Customer Center.” ■



Chris McCorkle, LCM Land, LLC (left) and Josh Murphy, Power Equipment Company, get ready to test the latest Komatsu equipment.

Online Exclusive



Scan to watch a video of one customer's experience at Demo Days.



(L-R) Michael Baker, Bobby Swanson Construction; Heath Smith, Power Equipment Company; and Curtis Ridley, Bobby Swanson Construction, meet at Demo Days.

The recent, three-day Demo Days event included more than 40 machines for guests to operate at the 45-acre Cartersville Customer Center demonstration site.



▶ VIDEO



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Power Equipment Company named as Epiroc dealer for the state of Tennessee

Power Equipment Company has been named the official dealer for Epiroc drills, parts, accessories and service in the state of Tennessee. Part of the Bramco family of companies, Power Equipment, joins sister company Brandeis Machinery & Supply Company, as an Epiroc dealer.

“We are known throughout the state for our partnerships with strong manufacturers and the support customers receive from us,” said Power Equipment President Chris Gaylor. “Epiroc is a leader in the drill business, which makes it a great addition to our company.”

“Power Equipment Company has proven success in the drill business,” said Bramco President and COO Michael Brennan. “Taking our product support focus and pairing it with the resources of Epiroc, makes this a clear win-win for drill users in Tennessee. We look forward to serving them.”

Current Epiroc customers may continue to purchase drills, parts, accessories and receive service from the current Epiroc store in Nashville. Then, in late 2019, the Epiroc operation will move from that storefront to the new Power Equipment facility in Nashville. ■



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BRING THEM BACK

In tight labor market, hiring former employees is valid consideration for boosting employee payroll numbers

The largest complaint that I hear from most contractors is their inability to get good workers. That situation hasn't improved with the current low unemployment rate, combined with what is fast becoming a shortage of immigrant personnel.

One source you may not have considered are your former employees, often called "boomerang" workers. This is yet another reason to maintain a cordial relationship with employees when they leave for what they perceive as a better opportunity. Why not ask them if they want to come back, especially when they have shown they are diligent in their jobs?

Each of us makes decisions based on our personal needs at the moment. These may change through time, of course, and a previous work environment may look better with the visibility of hindsight. If you have created a great culture at your organization, this should lend confidence that if circumstances have changed for the employee, then coming back to work for you will appear attractive once again.

Highlight the benefits

Today, with the advent of social media, it has become possible to stay in touch with former employees via a professional site like LinkedIn. When previous staff members have new accomplishments, be sure to congratulate them. You may learn they have gained new skills that will make them even stronger employees than they were previously.

If you do try to entice former employees back to your firm, be ready to tell them why it will be good for them, not just a plus for

you. There is a natural tendency to feel that returning to a former employer is a step backward in a career. It will be up to you to show them why that is not the case. You may also want to consider if there are any benefits you might be able to provide to confirm that returning to work for you will be positive for them and their families. ■

Ranger Kidwell-Ross is a multi-award-winning author, who has provided advice to contractors in the power sweeping industry for more than 30 years. He is Editor of the largest website for that business sector, WorldSweeper.com, as well as Executive Director of the World Sweeping Association.

In this tight labor market firms should consider rehiring former employees, suggests Ranger Kidwell-Ross, Executive Director, World Sweeping Association. "If you have created a great culture at your organization, this should lend confidence that if circumstances have changed for the employee, then coming back to work for you will appear attractive once again," said Kidwell-Ross.



**Ranger Kidwell-Ross,
Executive Director,
World Sweeping
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NEW YEAR BRINGS EXPANSION

Construction industry experts project continued growth for nearly every sector in 2019

Forecasters seem to agree that 2019 will continue the ongoing trend of growth in the construction industry, albeit at a slower pace than in previous years. The Dodge Construction Outlook report predicts total starts will reach nearly \$808.3 billion, up from the \$806.8 billion it projected for 2018.

“The fundamentals continue to be sound, and I don’t think we’re going to be seeing a repeat of what took place in 2008 and 2009,” said Robert Murray, Chief Economist for Dodge Data and Analytics.

A decade ago, the overall economy went into turmoil, then began recovering from one of the worst downturns since the Great Depression. Construction was especially hard hit, causing hundreds of businesses to close or severely cut back on staffing. Millions of construction workers were let go and never returned to the profession.

In 2018, industry unemployment fell to 3.9 percent, nearly the level recorded pre-recession. Construction employment numbers are expected to continue rising. A recent survey of construction executives by the Vistage Research Center found that 64 percent planned to increase hiring in 2019. Another study from Associated General Contractors of America (AGC) showed a large percentage of businesses wanting to hire, if they can overcome the challenge of finding workers. Eighty percent of construction firms reported having trouble hiring hourly craft workers and expect that task to remain difficult or become harder.

“Demand for construction remains strong and pay is rising faster than the overall economy,” said Ken Simonson, AGC’s Chief Economist. “However, contractors are having

Continued . . .

Dodge Data & Analytics and the American Road & Transportation Builders Association (ARTBA) forecast transportation infrastructure expenditures to rise in 2019. Dodge sees 3 percent growth in the market, while ARTBA eyes an increase of 4.2 percent.



Closing in on nine consecutive years of growth

... continued

increasing difficulty finding qualified workers as industry unemployment slides to historic lows.”

Agree to disagree?

Despite agreement on overall growth, industry experts are not always on the same page with regard to individual markets. For instance, Dodge Data & Analytics sees nonresidential construction as basically flat in 2019. On the other hand, the American Institute of Architects (AIA) projects an increase of 4 percent, led by institutional building with a 4.5 percent expansion.

According to AIA, institutional building includes sectors such as public safety, healthcare facilities, education, amusement/recreation and religious. It projects a rise in each category, with the exception of religious, which it sees as flat.

“At the halfway point of 2018, this panel was even more optimistic,” said AIA Chief Economist Dr. Kermit Baker last fall. “Its forecasts were marked up to 4.7 percent growth in spending for 2018 and an additional 4.0 percent in 2019. If these projections materialize, by the end of the next year the industry will have seen nine years of consecutive growth, and total spending on nonresidential buildings will be 5 percent greater – ignoring inflationary adjustments – than the last market peak of 2008.”

AIA also foresees that the commercial/industrial market will gain 3.4 percent, led

by industrial at 4.9 percent. The organization projects office space to expand by 4.1 percent, hotels by 3.6 percent and retail by 2.7 percent.

Transportation to take off

Another bright spot, according to both Dodge Data & Analytics and the American Road & Transportation Builders Association (ARTBA), will be transportation infrastructure. Dodge forecasts 3 percent growth in the market, while ARTBA eyes an uptick of 4.2 percent, which is identical to 2018 when airport terminal and runway construction led transportation spending.

Airport-related work grew nearly 40 percent in 2018, and ARTBA believes it will rise by 4.5 percent in 2019 compared to the previous year. It expects ports and waterways to experience 3 percent growth. Additional forecasts from ARTBA include an upsurge in bridge and tunnel work this year and next, after a slowing in the sector for 2018. Public transit and rail construction will increase 5.7 percent, with subway and light rail investment expected to reach a record level.

Public highway and street construction were up in 2018 as well, and ARTBA Chief Economist Dr. Alison Premo Black said greater transportation investment by federal, state and local governments will help drive growth in 2019. ARTBA projects it to reach \$278.1 billion, up from \$266.9 billion.

ARTBA said highway construction is expected to increase in approximately 50 percent of states and in Washington, D.C., while slowing down or remaining steady in the other half. The real value of public highway, street and related work by state DOTs and local government should ramp up 5 percent to \$66.5 billion, according to ARTBA. It also anticipates private highways, bridges, parking lots and driveways to hit approximately \$69.1 billion, up from \$65.9 billion in 2018.

Black did caution that reauthorization of the current surface transportation law (FAST Act) in 2020 and Congress’ ability to find additional revenue sources may dampen the outlook. “If states start delaying transportation improvement projects in response to uncertainty over the future of the federal program, it will temper 2019 market growth,” shared Black. ■

The American Institute of Architects predicts 4 percent growth in 2019 for nonresidential construction, which includes several market sectors.



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'OUR BRAND OF CHOICE'

High production, costs savings with *intelligent Machine Control* dozer spur growing firm to build Komatsu fleet

Good decisions are often directly tied to profitability and prosperity. Justin Lott, Co-owner/Senior Vice President of Southern Transport & Equipment, LLC, learned that lesson after completing fire school.

"I had my sights set on being a firefighter, but I had to finish EMT training as well," recalled Lott. "The summer after I graduated, I took a job working for an oil-field company to make some money. I quickly realized that type of work paid much better than I was projected to make as a firefighter. I was given an opportunity to grow with the business that I worked for, so I took it."

Lott started his own land-clearing and earthwork firm to keep busy during breaks in the company's two-weeks-on, two-weeks-off schedule. Those side jobs eventually evolved into a full-time business, and after a few years, he combined forces with three other entrepreneurs to form Southern Transport & Equipment in 2017.

First impressions

The new venture needed a dozer to make aggressive pushes in tough material. A colleague suggested a standard Komatsu D155. A visit with the local Komatsu distributor convinced Lott to demo an *intelligent Machine Control* D155AXi-8.

"The material at the test site was a very coarse aggregate, and the dozer handled it with ease," Lott recalled. "The grade control is phenomenal, and the fact that we can use a machine of its size from first pass to last on large-scale projects is incredible."

After purchasing the initial D155AXi-8 and then a second, Southern Transport & Equipment also added two *intelligent Machine*

Control D65PXi-18s, a D61PXi-24 and a D85PXi-18. "No matter the size of the dozer, the integrated GPS system works flawlessly," reported Lott. "The costs savings are apparent. Fuel usage is down, while production and efficiency are up. We love that there are no masts or cables to install or remove every day. That increases time spent moving material."

The company has invested in standard Komatsu machinery as well, including a WA500 wheel loader it uses to fill trucks at a gravel pit. On some projects, Southern Transport & Equipment utilizes PC360LC-11 excavators and HM400 articulated trucks to move mass amounts of material.

"Once we tried the intelligent dozers, Komatsu equipment became our brand of choice," declared Lott. ■

Southern Transport & Equipment relies heavily on Komatsu *intelligent Machine Control* dozers. "No matter the size, the integrated system works flawlessly," said Justin Lott, Co-owner/Senior Vice President. "The cost savings are apparent. Fuel usage is down, while production and efficiency are up."



Justin Lott,
Co-owner/Senior
Vice President,
Southern Transport &
Equipment

▶ VIDEO



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MODERN JOBSITE SOLUTIONS

SMARTCONSTRUCTION provides a full suite of offerings to help implement technology

Technology continues to evolve at a rapid pace in the construction industry, and those companies that embrace and fully utilize it are more likely to win future bids and finish jobs faster and more profitably. Komatsu is committed to helping customers optimize their jobsite productivity through its SMARTCONSTRUCTION suite of offerings, including *intelligent* Machine Control dozers and excavators.

Available through Komatsu distributors, SMARTCONSTRUCTION provides aerial mapping, 3-D modeling, training and consultation, GPS hardware and jobsite setup. Komatsu-certified Technology Solutions Experts (TSEs) and SMARTCONSTRUCTION consultants can assist customers with technology implementation as well as optimization of the jobsite.

“We want every user to realize the full potential of their jobsite,” stated Jason Anetsberger, Komatsu Senior Product Manager. “Technology is changing every day, and our customers want to be on the cutting edge. With SMARTCONSTRUCTION, we can help them access the latest innovations. Our TSEs and consultants have the knowledge and skills to help with every aspect, whether it’s choosing the right intelligent machinery and implementing it into a fleet, training on base and rover usage or providing aerial mapping and other solutions that maximize production and efficiency.”

Komatsu sparked a revolutionary leap in machinery with the introduction of its GPS-integrated *intelligent* Machine Control dozers in 2013. Excavators followed soon after. Komatsu developed SMARTCONSTRUCTION as a one-stop

source for solutions that help *intelligent* Machine Control users maximize production and efficiency.

“For those new to *intelligent* Machine Control equipment, we offer initial instruction from our certified trainers on how to quickly and easily adopt the technology,” said Anetsberger. “From there, we focus on consulting with customers to deliver the targeted jobsite efficiency improvements.”

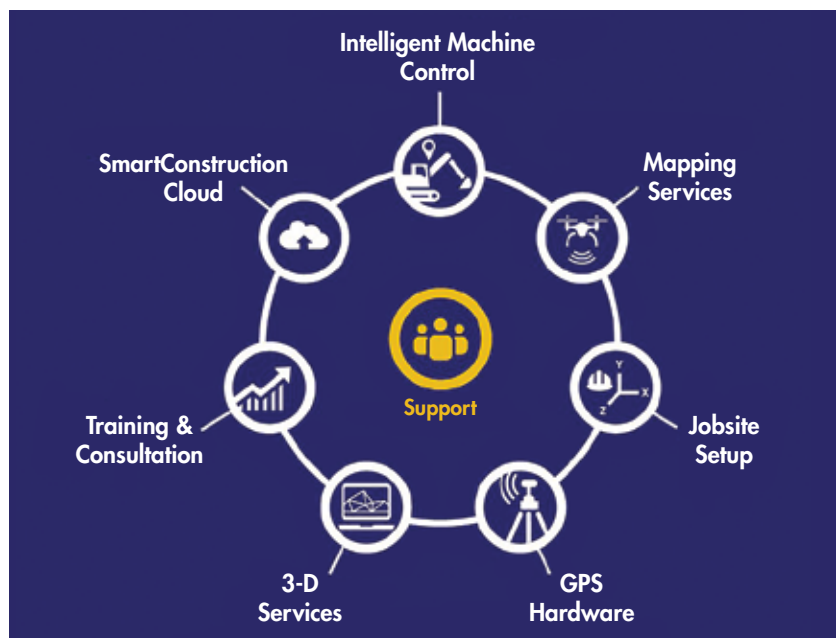


Jason Anetsberger, Komatsu Senior Product Manager

Improved accuracy with aerial mapping

One popular SMARTCONSTRUCTION service is aerial mapping, which gathers topographic

Continued ...



Komatsu’s SMARTCONSTRUCTION program provides one-stop solutions to help *intelligent* Machine Control users maximize the advantages of the technology throughout a project.

Increasing demand for aerial mapping

... continued

data from above. Surveys can be completed before, during and after a project to measure existing and ongoing volumetric changes, stockpile calculations, record amounts of material moved and gather final as-built data.



Komatsu Technology Solutions Experts and SMARTCONSTRUCTION consultants play a vital role delivering SMARTCONSTRUCTION services on the jobsite. Trained and certified by Komatsu, they are specialists at deploying technology to help operations run at peak efficiency.



Komatsu and its distributors have partnered with leaders in aerial mapping technology so that customers can enjoy the benefits of highly accurate, yet quickly gathered topographic data.

Anetsberger said customers are amazed by the resolution and accuracy of the data collected. The highly detailed information gathered prior to the start of a project helps in preparing better estimates and bids, as well as in jobsite planning for greater production and efficiency.

During the construction phase, drones can finish numerous surveys per day without disrupting an active jobsite. That allows companies to get a more accurate picture of progress in less time compared to traditional methods.

“Aerial mapping with drones is something that customers request frequently,” said Anetsberger. “Time savings is one of the main reasons. We find that it takes one drone operator roughly 30 minutes to survey a 40-acre site. Compare that to the half-day it typically takes a manned topography crew, and it’s easy to see why there’s a demand for this service. Additionally, on many jobsites, manned topography may measure only every 20 or 50 feet on a grid, whereas a drone can map nearly every tenth of a foot. That offers greater resolution and improved accuracy.”

Allows excavation companies to concentrate on moving dirt

SMARTCONSTRUCTION personnel can not only help companies utilize the data collected from aerial mapping, but also with other data services such as takeoffs.

3-D data modeling services are offered to provide customers of all sizes and capabilities with information for their GPS equipment.

“We are providing quality 3-D data, and our TSEs and consultants know how to optimize it for the machine and the application,” said Anetsberger. “With SMARTCONSTRUCTION, we are able to take all of the knowledge and data we have compiled and use it as a total solution to help our customers operate their jobsites at maximum efficiency. That lets earthmoving and excavation companies concentrate on what they do best – move dirt.” ■

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Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

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BIRD'S-EYE VIEW

New camera system gives operators unparalleled look at work area from excavator cab

Jobsites are often described as choreographed chaos – multiple machines and workers completing tasks in tight spaces and under extreme deadline pressure. That is why Komatsu developed KomVision, a multi-camera system that helps operators better track activity around their machines.

“Rearview cameras are already standard on our machines today; this was the next logical step,” said Komatsu Senior Product Marketing Manager, Tracked Products Kurt Moncini. “Inside an excavator, the counterweight as well as the engine and pump compartments create unavoidable blind spots for the operator. KomVision helps eliminate them and improve situational awareness for everyone on a jobsite.”

KomVision uses software to stitch together video from mounted cameras and then displays it on the in-cab monitor in real-time as one image that looks as if it were filmed from above the machine.

“It gives the operator a bird’s-eye view of everything surrounding the excavator,” Moncini added. “This is a great feature, especially for those who work in confined spaces. The operator has a complete view of the area to locate poles, equipment or crew members near the machine. It significantly improves situational awareness.”

KomVision is currently available on six Komatsu excavators – PC170LC, PC238USLC, HB365LC, PC650LC, PC1250 and PC1250LC – and Moncini expects that number to increase in the near future.

Customized views

On standard excavators, the four-camera system captures a 300-degree view, while short-tail models use three cameras to monitor 240 degrees, with the remaining area in clear,

first-person view of the operator. KomVision’s view reaches beyond a fully extended arm and bucket to cover the entire work zone. Additionally, the counterweight swing radius is marked with a red line while a yellow one denotes a “caution area” with a radius that is two meters wider.

“You get an optimal view of your surroundings to easily identify any potential hazards within those zones,” noted Moncini. “Increasing an operator’s situational awareness is the primary objective.”

Operators can use the default, split-screen mode, which displays the bird’s-eye view on the left and a selectable camera view on the right, or they can switch to full-screen mode to display the feed from all cameras simultaneously.

“When backing up, for example, the operator can use the split-screen mode to see the rearview camera on one side and the overhead view on the other,” noted Moncini. “It’s customizable and easy to toggle between cameras.” ■



Kurt Moncini,
Komatsu Senior
Product Marketing
Manager, Tracked
Products



KomVision uses multiple cameras mounted on the exterior of an excavator to compile video from the machine’s blind spot and then uses software to stitch it all together and display a real-time, bird’s-eye view on the in-cab monitor.

▶ VIDEO



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PASSING THE TEST

Attention to detail is the key for Komatsu's Arizona Proving Grounds General Manager Neil Johnson

QUESTION: What is the Komatsu Arizona Proving Grounds?

ANSWER: It's a 660-acre facility in Sahuarita, Ariz., where up to 40 employees conduct research and development primarily for Komatsu mining haul trucks. However, with the formation of Komatsu Mining, we are expanding our reach to test other mining products. We currently have a PC7000 excavator and P&H 77XR drill here.

QUESTION: What kind of testing takes place at the facility?

ANSWER: We focus on three types of testing: performance, structural and durability. Typically, we address the first two on our site. We have a mine operation set up here, and we spend hours running the equipment through various exercises. Once we complete performance and structural testing, we closely monitor the durability of the machine at a customers' site for approximately 2,500 hours.

QUESTION: What role does the Arizona Proving Grounds play in the development and testing of Komatsu's Autonomous Haulage System (AHS)?

ANSWER: We are the only Komatsu site that engages in AHS development and benchmarking. We have the same testing process for AHS as we do for the trucks. The group in Peoria, Ill., handles the design and integration, and we put it to work in the field to validate performance. We ensure that the sensors in all structures meet life expectancy and measure stress as well as vibration on those components.

Here in Arizona, we also analyze software updates before they are integrated into Komatsu

Continued . . .



Neil Johnson, General Manager,
Komatsu's Arizona Proving Grounds

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.

Neil Johnson has spent his entire career with Komatsu. After graduating with a degree in mechanical engineering in Newcastle, England, he began conducting research and development on excavators for Komatsu UK Limited.

"For nine years, I worked with wheeled, crawler, high-reach, road-rail, super-long-front and utility excavators," recalled Johnson.

In 2009, he moved stateside to Komatsu's U.S. Test Group (USTG) in Cartersville, Ga.

"When I came to the States, I visited customer sites and conducted many field tests," shared Johnson. "Then, I got involved with the *intelligent* Machine Control machines, which used a D51-22 dozer that was converted to the prototype for the D61PXi dozer."

Two years after arriving in Georgia, he moved to the Arizona Proving Grounds, where he served as Chief Engineer and was eventually promoted to his current role of General Manager. His tenure at the facility has included several exciting projects.

"One of the major events was moving to this current facility in 2015," noted Johnson. "We put a lot of thought into the building design, test courses and the mining site, in addition to installing permanent infrastructure for the Autonomous Haulage System."

In his free time, Johnson enjoys traveling with his wife, Angela, and riding motorcycles, in addition to mechanical projects.

Working to meet customers' high standards

... continued

equipment. Our group performs a stability test, which is a 150-hour exercise that searches for any failures in the system. If issues are detected, they are addressed and testing begins again. We pride ourselves on delivering products and technology that perform to our customers' high standards from the very beginning.

Equipment goes through rigorous testing at the Arizona Proving Grounds. "We focus on three types of testing: performance, structural and durability," said General Manager Neil Johnson. "We have a mine operation set up here, and we spend hours running the equipment through various exercises."



In addition to equipment and technology testing, the Arizona Proving Grounds evaluates mining site plans to help customers layout their operations in the most efficient manner.



QUESTION: In addition to addressing equipment and technology, are there other ways you help customers increase productivity?

ANSWER: While equipment and technology are major components to efficient operation, we also look at site design. Sometimes removing three stop signs from an operation or changing an incline can result in significant fuel savings, so we work with customers to address those as well.

QUESTION: What does the future look like for the Arizona Proving Grounds?

ANSWER: We have several new things coming up, including larger customer events. In the past, we primarily hosted individual customer demos, but, for the first time, we recently held an AHS event for a group of customers, and we have others planned. It's exciting to open the doors to the facility so that people can see it and experience the equipment, because both are really impressive.

We will continue to work with AHS, including testing the Innovative Autonomous Haul Vehicle. It is the world's first cabless, driverless haul truck. Komatsu debuted the prototype at MINExpo in 2016. After the show, it came straight here for testing. It's been a very good research platform. ■

Komatsu's Arizona Proving Grounds is a 660-acre facility north of Tucson in Sahuarita, Ariz. It primarily handles research and development for mining haul trucks and recently began testing other Komatsu Mining equipment and alternative technology.



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ALL IN ONE PLACE

'MyKomatsu' website brings together wealth of machine information and support items



Rizwan Mirza,
Komatsu Manager,
KOMTRAX, Products
and Services Division



Dan Chapeck,
Manager,
Retail Marketing,
Komatsu Parts

What if you could check the location of your machines, their health and how they are being used and then order parts or learn the status of an order already placed, all from the same tool? Soon, you will be able to do all of that and more with the MyKomatsu website, set to launch in early 2019. The rollout across the country in the months to follow promises to bring a variety of information about your fleet and the support you need to maintain it, right to your desktop, laptop, tablet or mobile device.

"Customers told us they wanted comprehensive information in one convenient spot, instead of looking for it through multiple applications," said Rizwan Mirza, Komatsu Manager, KOMTRAX, Products and Services Division. "We responded with the new MyKomatsu website. Owners can monitor their fleet and find the necessary items to maintain it with a solid integration of the parts world."

MyKomatsu is more than just a telematics tool, it's also a complete redesign of Komatsu America's eCommerce solution. "MyKomatsu is designed to bring eCommerce and parts ordering back into the comprehensive fleet

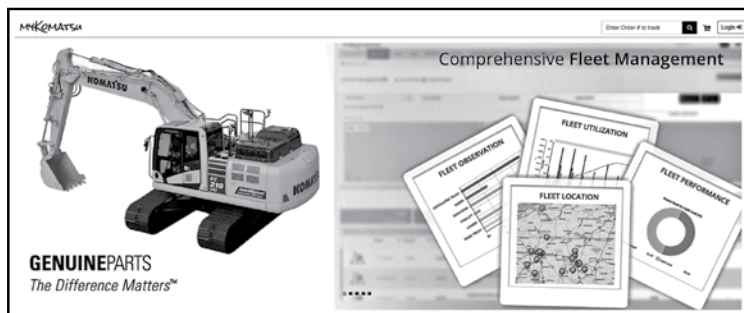
management conversation," says Dan Chapeck, Manager of Retail Marketing, Komatsu Parts. "We understand our customers require a tool that brings everything into one place, so our goal was to create a single environment where owners can learn about their machines, monitor jobsites, and maintain equipment with the highest quality Komatsu Genuine Parts, all in the same place."

Free and easy-to-use

The MyKomatsu website (<https://mykomatsu.komatsu>) will offer a familiar suite of all-inclusive telematics solutions, allowing owners to access information about their equipment location, machine hours, load factors, cautions and more, as reported through Komatsu's existing telematics resources, such as KOMTRAX or KOMTRAX Plus. Signing up for an account is free and simple and can be done through your local Komatsu distributor.

"You can get a general overview of an entire fleet, such as average idle time, as well as have the ability to drill down to specific machines for greater detail," said Mirza. "For example, owners can take a quick glance at the machine's performance or health; pull up a specific machine's spec sheet; look up operator and maintenance manuals or parts and service news; plus use a catalog to find a part and place an order online with a local Komatsu distributor."

"To best serve our customers and continue to earn the right to be their partner in business, we are offering tools to simplify the entire ownership experience. Being able to view and manage your business in this environment in the same way as you do in reality was the smartest place to start," added Chapeck. ■

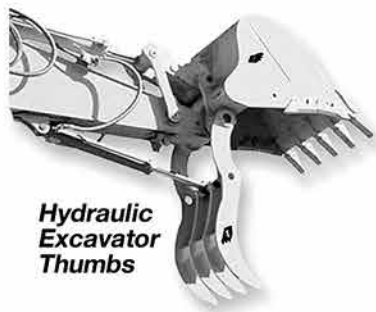


The MyKomatsu website (<https://mykomatsu.komatsu>) provides a wide range of information to track equipment, including hours, load factors, cautions and more. "Users can monitor their fleet and find the items necessary to maintain it," said Rizwan Mirza, Komatsu Manager, KOMTRAX, Products and Services Division.

For more information or to register for MyKomatsu, contact your local authorized Komatsu distributor.



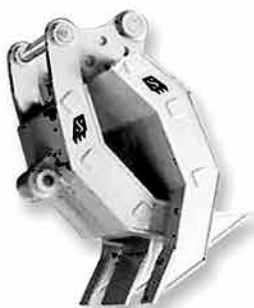
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2 BILLION TONS HAULED

FrontRunner autonomous haulage system sets record with latest milestone



Dan Funcannon,
Vice President/
General Manager,
Large Mining Truck
Division, Komatsu
America

The numbers doubled quickly. In 2016, Komatsu's FrontRunner Autonomous Haulage System (AHS) marked 1 billion tons hauled since its first commercial deployment in 2008. Then, in 2018, AHS hit the 2-billion-ton mark, which is higher than all other commercial systems combined.

The feat was accomplished with more than 130 driverless trucks in operation in mines across the world. The number of tons hauled will keep rising significantly, with an additional 150 trucks slated for deployment in the Canadian oil sands throughout the next seven years.

"AHS continues to play an increasingly crucial role in effective mine management as more and more operations transition from manned to unmanned fleets," said Dan Funcannon, Vice President/General Manager, Large Mining Truck Division, Komatsu America. "As the demand for AHS grows, Komatsu will continue raising the

bar in an effort to help mines provide safer environments, maximize production and reduce operating costs."

Future focused

Komatsu has accelerated the pace of AHS deployment by working closely with customers and educating them about the system's 10-year, zero-harm and productivity record as well as unmatched ability to accommodate an array of mining environments. Today's FrontRunner system operates around the clock to haul copper, iron and oil sands at seven sites across three continents.

"The ongoing investment in technology and equipment by major mining companies underscores their belief in the value of autonomous haulage," said Anthony Cook, Vice President Autonomous and Communications Solutions at Modular Mining Systems, a subsidiary of Komatsu.

Komatsu's best-in-class approach for FrontRunner AHS brings the world's best-selling, ultra-class dump trucks together with Modular Mining Systems' industry-leading DISPATCH Fleet Management System, the preferred management system in nine of the 10 largest mining operations in the world. The system enables 100-percent compliance with proven optimization methodology, delivering unrivaled performance.

Komatsu plans to enhance AHS' mixed-operations functions. In an effort to enhance safety and efficiency, Komatsu is working with industry stakeholders to standardize interoperability between Komatsu and non-Komatsu autonomous vehicles. ■

Komatsu's FrontRunner Autonomous Haulage System passed the 2-billion-tons hauled mark recently. Commercial deployment of the driverless trucks began in 2008, and today there are more than 130 of them in operation around the world.



NEW WATER LEGISLATION

America's Water Infrastructure Act provides billions for Corps of Engineers and drinking-water projects

Congress recently passed and President Trump signed America's Water Infrastructure Act that authorizes more than \$8 billion for a wide range of undertakings. The measure divides the total dollars, with \$3.7 billion dedicated to Army Corps of Engineers work and \$4.4 billion for drinking-water projects.

The legislation includes authorization of the Water Development Resources Act (WDRA), giving the Army Corps of Engineers funds for work on items such as locks and dams on the nation's rivers, which are used to convey commodities, including aggregates and grain. "A WDRA bill establishes the priorities," said Mike Steenhoek, Executive Director of Soy Transportation Coalition in a harvestpublicmedia.org story.

Reauthorization of the Environmental Protection Agency's (EPA) Drinking Water State Revolving Fund for the first time since 2003 is included in the act. It doubles the loan program's authorized spending to \$1.95 billion by the third year.

Loan program included

Additionally, the legislation included the EPA's Water Infrastructure Finance and Innovation Act (WIFIA) loan program for two years at \$50 million annually. It also removed WIFIA's pilot designation. "The reauthorization of WIFIA at \$50 million – and the fact that it is no longer a 'pilot' – is a significant milestone and a great victory for the entire water sector," said American Water Works Association CEO David LaFrance.

Other organizations also hailed the bipartisan bill, which both the House of Representatives and the Senate overwhelmingly passed. "This legislation reinforces the critical role

that municipal water infrastructure plays in communities all across the nation, as well as the need for robust federal funding to help support this infrastructure," said Adam Krantz, CEO of the National Association of Clean Water Agencies. "The association thanks Congress for its leadership on this issue and is committed to continued efforts to elevate water as a top national priority." ■

America's Water Infrastructure Act allocates more than \$8 billion for a wide range of projects. It authorizes the Water Development Resources Act and reauthorizes the Drinking Water State Revolving Fund.





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MAKING MORE TOP OPERATORS

Komatsu helps build combination of skilled operators and well-designed machines for maximum production

Ask any group of construction equipment owners about the importance of their operators, and chances are you will hear very positive comments about the people in their cabs. That's because, according to Kurt Wilson, it takes a combination of well-designed machines and proficient operators to achieve top production.

Wilson is one of three corporate trainers certified and qualified by Komatsu to offer expert-level instruction. They work with equipment owners and their staff members to help them get the most from Komatsu machines. With years of experience running equipment – as well as delivering training – all Komatsu corporate trainers have the skills and knowledge to help companies increase job efficiencies and operators enhance their skills.

They offer training at Komatsu's Cartersville Customer Center in Georgia or at a customer's requested location.

"As we work with operators, we are learning too," said Wilson. "We have techniques, tips and information about the machines that we

can share based on our experiences. At the same time, they often provide us with valuable insight that we can incorporate into our training and pass along to others. It's a two-way street."

Focusing on safety

Safety is of utmost importance, so Komatsu corporate trainers emphasize it in every session. "Once we have established that safety comes first, then we typically begin with classroom activities," explained Todd Bresemann, another Komatsu trainer. "During these meetings, we present information about the machines, and, at the same time, participants help us better understand their particular circumstances and needs."

When a group moves from the classroom to a site, they begin with a complete walkaround of the machine. "We go over pre-operation inspections thoroughly, then move to systems, functions and actual operation," said Jason Gillard, the third training team member.

"We help operators familiarize themselves with the latest machine features as well as proven operational techniques," noted Gillard. "Our aim is to assist those who run equipment to boost operational effectiveness, and to do so in ways that reduce maintenance issues. That leads to increased machine availability, which, in turn, provides even greater output and lower per-ton and per-yard costs."

"Observing people in action is always part of the process, with the goal of pointing out strategies to use the machinery most effectively," added Wilson. "We want to see companies achieve the greatest returns on their equipment investment as possible, and we know that skilled employees are one of the keys to doing that." ■

(L-R) Komatsu Corporate Trainers Kurt Wilson, Todd Bresemann and Jason Gillard assist companies in improving return on investment through hands-on and classroom learning. Training can be arranged through your Komatsu distributor.

▶ VIDEO



MORE INDUSTRY NEWS

New council tasked with developing training for future workers

An executive order signed last year established the National Council for the American Worker, which aims to provide a forum for the development of a national strategy to address urgent work force issues. It will be comprised of government officials, as well as an American Advisory Board made up of industry leaders, who will develop recommendations on how to improve education and training.

According to a fact sheet from the White House, the council's agenda includes several

items. Among them are: developing a national campaign to raise awareness of needs such as the urgency of resolving the skills crises and the importance of STEM education. It is also creating a plan for recognizing companies that demonstrate excellence in workplace through education, training, retraining policies and work force investment; helping expand the number of apprenticeships; and encouraging increased investment in training and re-training American workers. ■

CONEXPO-CON/AGG named top U.S. exhibition; ICUEE tabbed as third

CONEXPO-CON/AGG was named as the number-one exhibition in any industry in the United States, and ICUEE-The Demo Expo took the number-three spot in the annual Gold 100 list of top U.S. trade shows. Trade Show Executive (TSE) magazine compiles the rankings based on exhibit space size and also presents awards in several exhibition categories.

As owner and producer of the shows, Association of Equipment Manufacturers (AEM) earned three

best-in-class Grand Awards, including Best Use of Data Analysis and Marketing Genius for CONEXPO-CON/AGG and Knowledge is Power for ICUEE. In announcing the awards, TSE cited CONEXPO-CON/AGG's new tech experience for bringing "high-tech construction innovators to the show floor," and ICUEE's "ample opportunities for test drives as well as interactive product demonstrations."

ICUEE returns October 1-3, 2019, to Louisville, Ky.; CONEXPO-CON/AGG is next slated for March 10-14, 2020, in Las Vegas. ■

Cool advertising: Komatsu teams up with Chicago Blackhawks

Komatsu is partnering with the Chicago Blackhawks National Hockey League team for the 2018-19 season, and its logo will appear on the ice during regular-season home games. It is the company's first agreement with any Chicago pro-sports franchise and will expose Komatsu to more mainstream, national and international TV audiences.

"In 2018, Komatsu announced plans to move into the City of Chicago in 2020," said Rich Smith, Vice President, Products and Services, Komatsu America. "As part of a broader goal to invest more in local communities where we live and do business, we thought this would be an impactful way to increase our brand awareness, while supporting a storied, hometown sports franchise." ■

I am . . .

POWER STRONG



JIMMY KOPPLIN/ SENIOR PARTS /KNOXVILLE

"Growing up as a kid in Oregon, I always thought that a career in the heavy equipment industry would be a part of my life in some way. My father was a parts manager and CSR for an undercarriage company. An opportunity opened up in Florida at Kelly Tractor, and we moved from the green mountains of Oregon to the sandy shores of West Palm Beach. After graduating high school, I joined my dad at Kelly Tractor working in the parts department. Little did I know that a chance meeting with a Tennessee girl would bring me to Knoxville and to Power Equipment. Heavy equipment parts have commonalities and going from a competitive brand to a Komatsu dealership really only required learning new part numbers. As machines have changed and advanced, so have the ways we provide support. We have moved from microfiche and hardcover parts books to ordering parts online from vendors and advancements in processing orders. Having the 'power' to change with the times and to use the knowledge and experience I gain every day makes me . . . POWER STRONG."

POWER

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Two longtime employees promoted

Mike Luster and Darryl Thompson were both recently promoted by Power Equipment Company to the position of Vice President, Regional Sales Manager. Luster will continue to develop machine sales throughout the Middle Tennessee region, while Thompson will oversee the sales efforts in the Western Tennessee, Northern Mississippi and Eastern Arkansas regions.

“Power Equipment’s growth and loyal customer base throughout the state of Tennessee is due, in large part, to the commitment and tenacity of Mike and Darryl,” stated President Chris Gaylor.

Luster began his career with Power Equipment Company in 1987 upon graduation from the University of Tennessee in Knoxville. After a brief stint away from Power Equipment, he returned in 2012 as the Regional Sales Manager for the Middle Tennessee market.

Thompson came to Power Equipment in 1995 after working in heavy equipment sales in Jackson, Miss. He began as a Territory Manager for the Memphis branch and then moved to the Chattanooga, Tenn., branch. He returned to Memphis in 2001 to assume the role of Regional Sales Manager and was instrumental in the assimilation of the new facility in Sault Ste. Marie, Miss. ■



Mike Luster,
Vice President,
Regional Sales
Manager



Darryl Thompson,
Vice President,
Regional Sales
Manager

Strader tapped as Bramco-MPS General Manager

Bramco-Material Processing Solutions (MPS), a member of the Bramco family of companies, began 2019 with Mark Strader as the new General Manager. Strader was named to the post to succeed Gary Hirsch, who retired at the end of 2018. Bramco-MPS provides crushing, screening, material handling and processing equipment as well as replacement parts and service.

“I am excited to continue to grow Bramco-MPS throughout Kentucky, Indiana and Tennessee and look forward to collaborating

with so many great individuals,” said Strader. “This new opportunity allows me to continue to work closely with sales, while also managing the parts and service side of the business.”

Prior to his promotion, Strader served for two years as Sales Manager. He worked for Phoenix Process Equipment Co. for 16 years before joining Bramco-MPS in 2016. The Somerset, Ky., native resides in Louisville with his wife, Jessica, and children Kelsey, John Mark and Noah. ■



Mark Strader,
General Manager
Bramco-MPS

Brennan now leads Associated Equipment Distributors

Bramco Inc. President and COO Michael Brennan has been named the Associated Equipment Distributors (AED) Chairman for 2019. He began his term in February after taking the reins at the annual AED Summit in Orlando, which also celebrated the organization’s 100th anniversary.

“I am honored to serve an organization that has meant so much to the development and success of equipment dealers in North America,” said Brennan.

“This is a business and industry built on relationships, and AED has allowed our entire management team to form long-lasting relationships with dealers throughout the country.”

Brennan joined Bramco in 1995 as Vice President of Finance. In 2014, he was named President and COO of Bramco as well as CEO of Bramco sister companies Brandeis Machinery & Supply Company and Power Equipment Company. ■

SIDE TRACKS



Scan to reveal answers

Can you spot what is different?

There are 10 differences between these two pictures. Test your power of observation, then scan the QR code to check your answers.





2017 Komatsu PC170LC-10
9'6" stick, 36" bucket, S/N 30549, 1,467 hrs.



2005 Komatsu D65EX-15,
Cab, A/C, front sweeps, rear screen. S/N 67649, 5,400 hrs.

Year/Make/Model	Description	S/N	Hrs.
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EXCAVATORS

2014 Komatsu PC138USLC-10	36" bkt, coupler, blade, 20" roadliners	40926	3,000
2017 Komatsu PC170LC-10	9'6" stick, 36" bkt	30549	1,467
2015 Komatsu PC210LC-10	48" bkt	A10854	2,990
2015 Komatsu PC210LC-10		A10894	3,817
2015 Komatsu PC210LC-11		A12002	4,076
2016 Komatsu PC240LC-11	48" bkt, hyd thumb, aux hyd	A22046	1,882
2013 Komatsu PC290LC-10	48" bkt, hyd thumb, hyd hammer	A25386	4,441
2012 Komatsu PC360LC-10	Hyd thumb, bkt	A32139	5,000
2016 Komatsu PC360LC-11	Hammer hydraulics, no attachment	A35390	2,215
2016 Komatsu PC360LC-11	V46 hammer (level 1 rebuild in 2018)	A35681	2,131
2016 Komatsu PC390LC-11	13'2" arm, aux hydraulics, coupler	A30404	1,910
2014 Komatsu PC490LC-10	JRB coupler, 11'1" arm	A40703	3,546
2016 Komatsu PC490LC-11	35.5 shoes, 11'1" arm, 72' bkt	85162	3,229
2014 Takeuchi TB240R		124000004	518

WHEEL LOADERS

2017 Komatsu WA270-8	Cab, A/C, coupler, bkt, 2-spool valve	A28008	32
2017 Komatsu WA270-8	Cab, A/C, coupler, bkt, 2-spool valve	A28096	54
2017 Komatsu WA320-8	Cab, A/C, coupler, bkt, 2-spool valve	A38086	215
2017 Komatsu WA320-8	Cab, A/C, coupler, bkt, 2-spool valve	A38005	137
2015 Komatsu WA320-7		A36456	6,030
2012 Komatsu WA320-6		A35087	4,314
2016 Komatsu WA470-8	26.5R25 tires, LSD, 4.2-yd bkt	A49067	4,155

Year/Make/Model	Description	S/N	Hrs.
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FORESTRY EQUIPMENT

2008 Komatsu 445FXL	Feller buncher	FT4K-2987	8,625
2009 Komatsu 445FXL	Feller buncher	FT4K-3016	8,855
2013 Barko 495ML	Magnum knuckleboom loader	11349524118	6,622
2012 Barko 495ML	Magnum knuckleboom loader	11249524012	3,193

GRADER

2008 Komatsu GD655-3E0		51600	4,104
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DOZERS

2016 Komatsu D37EX-24	Cab, A/C	85016	2,143
2014 Komatsu D39EX-23	Cab, A/C	90217	1,670
2013 Komatsu D39EX-23	Cab, A/C	90032	2,700
2015 Komatsu D39EX-23	Cab, A/C	90256	1,922
2016 Komatsu D39PX-24	Cab, A/C	95062	824
2017 Komatsu D51PXi-24	Cab, A/C, UHF radio	10099	1,402
2016 Komatsu D61EX-23	Cab, A/C, front sweep, rear screen	30033	670
2005 Komatsu D65EX-15	Cab, A/C, front sweeps, rear screen	67649	5,400

ARTICULATED TRUCKS

2011 Komatsu HM400-2		2742	8,098
2014 Komatsu HM400-3	Cab, A/C, tailgate, heated body	3361	4,265

HAMMER

2016 Montabert V46SHD	Rebuilt 2018 (zero hours since rebuild)	50562	
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PAVER

2015 LeeBoy 8816B		8616-114736	1,292
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