



# INDUSTRY SCOOP

A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2007 NO. 1

Featured in this issue:

## ST. JOSEPH CONSTRUCTION/ CONTRACTING

Subdivisions, landfills and road work  
are the specialties of this earthmoving  
contractor

See article inside...



Tim (left) and  
Tom Schams





## A MESSAGE FROM THE PRESIDENT



Ray Roland



Dear Equipment User:

Each new year brings with it new opportunities, and 2007 will certainly be no different.

Except for housing, almost all other sectors of the construction and related economy remain strong and should provide a healthy amount of work for contractors this year. There's also a realistic hope that interest rates have peaked and may start falling this summer. If that happens, the excess housing inventory should begin to disappear and housing construction could start to come back as early as this summer.

At Roland Machinery Co., we're optimistic about 2007. We're gearing up to be ready to provide the reliable equipment and responsive service you need, when you need it.

For us, gearing up means we have a good inventory of new Tier 3-compliant Komatsu machines, all of which boost productivity while lowering fuel consumption. We also have an excellent fleet of used and rental machines to choose from. In addition, we're bringing on more service technicians to help us handle all your maintenance and repair needs in a timely manner.

Whether your need is for equipment, parts or service — we hope you'll select Roland Machinery to be your distributor of choice. I can assure you, we'll do everything in our power to make your experience a good and profitable one.

Sincerely,  
ROLAND MACHINERY CO.

Raymond E. Roland  
President



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## THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

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## **A SALUTE TO A CUSTOMER**

# **ST. JOSEPH CONSTRUCTION/ CONTRACTING**

### **Subdivisions, landfills and road work are the specialities of this earthmoving contractor**



**Tim Schams,  
St. Joseph Contracting**

When it comes to business, Tim and Tom Schams of St. Joseph Contracting follow the simple approach of their father, Paul Schams, who founded the company with his brother more than 40 years ago — do the job right the first time, and business will keep coming back.

“I think people trust us,” said Tom Schams. “Many of our clients are repeat customers who just keep asking us to do work for them.”

St. Joseph (named for the community near LaCrosse, Wisc., where the Schams family is from) does earthmoving and grading work for subdivisions, roads and landfills, generally in a 60-mile radius of its home in LaCrosse. In fact, Tom said St. Joseph likely did rough-grading work for most of the subdivisions in LaCrosse. In addition, St. Joseph operates two rock quarries and does stripping work at a mining operation that produces high-quality silica sand near Taylor, Wisc.



**Tom Schams,  
St. Joseph Contracting**

To get all that work done, St. Joseph has many dedicated employees. Tom is in the field watching over some of the bigger jobs while Tim coordinates much of the work from the office and bids on jobs. Their sister, Debbie Korth, does the bookwork and her husband, Brian Korth, also oversees work in the field.

“When the construction company first started, my dad and mom handled all the bookwork,” Tom recalled. “They did it on the kitchen table on weekends. Eventually, we got bigger and added an office and a shop. Debbie’s been doing the bookwork now for about 15 years.”

Their father, Paul, is still around to offer assistance “except when it’s cold,” noted Tom. “Then he’s gone.”

### **The early years**

Tim said the company got its start in the early 1960s, when Paul and his brother Vince started moving dirt and building homes. “I think they needed to do something in the winter to provide income, so they built houses,” Tim said. “They couldn’t afford to stay in a motel, so they bought an old school bus and parked it on the jobsite. They’d get up in the morning, work until eight at night, and then go back to the school bus and sleep. That’s how they got started.”

In the mid 1970s, Paul bought out Vince, and his sons started getting more involved in the company. Around that time, St. Joseph landed a job to do the grading work for a power plant in Lansing, Iowa. “I think we probably doubled our size in one year,” Tim recalled.

Tom Schams works a Komatsu D65PX dozer at the Savannah Oaks subdivision development. St. Joseph uses three D65s and four D61s.





Vince Schams works a Komatsu PC400LC excavator at the Savannah Oaks subdivision development. Schams started St. Joseph Construction/Contracting with his brother, Paul, more than 40 years ago.

“That project would be considered pretty small now, but I think it came along at a really important time for our company.”

At that time, St. Joseph was also running the daily operations at several area landfills. “The great thing about landfill work is that it’s 12 months a year,” said Tim. “Most of our equipment is working eight or nine months out of the year, but the landfill machines are bringing in income 12 months out of the year. That helps a lot.”

Today, the company is not only continuing its everyday work at the LaCrosse County Landfill, it is preparing another landfill cell adjacent to the current facility. “We’re moving about 800,000 yards of dirt,” Tom reported. “Next winter, I think we’re going to move about 1.2 million yards of garbage into that cell.”

“I think that’s one of the biggest earthmoving jobs we’ve ever had. We’ll easily move that much dirt in one year, but to have that much on one particular job, that’s quite a bit for us.”

### Earthmoving assistance

To move that much material, St. Joseph relies heavily on Komatsu machinery obtained with the help of Randy Seidling of Roland Machinery Co. Among its fleet of earthmoving equipment are Komatsu PC600LC, PC400LC



St. Joseph Construction/Contracting recently purchased two Komatsu HM400-1 articulated trucks. “We’re very pleased with them,” said Tom Schams.

and PC300LC excavators, and dozers ranging in size from a D32 to a D155, including three D65s and four D61s. In addition, St. Joseph uses a Komatsu WA500 wheel loader to feed the crusher at its quarry, and recently added two new HM400 articulated trucks.

“I think the biggest reason off-road trucks are so popular now is because the excavators are so darn good,” Tom commented. “They can move so fast.”

*Continued . . .*



**RELIABLE  
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SERVICE**

# Hardworking employees contribute to success

... continued

Tom said the company needed a smaller dozer for landfill work, and once his operators tested the Komatsu D61, they were hooked. "I like it and our operators like it," he said. "We didn't intend to buy one, but we needed a smaller machine for work on top of the landfill liner. The operators fell in love with them and now we have four D61s."

Forty years after starting the business with his brother, Vince Schams can still be seen operating equipment for St. Joseph and he has high praise for the Komatsu PC400LC excavator. "It's the nicest one I've ever run," he said. "It's smooth and it has excellent power."



(L-R) Tim Schams of St. Joseph Contracting can call on Randy Seidling of Roland Machinery Co. for help with equipment needs. His brother, Tom Schams, also helps run the company that was started by their father and uncle.

St. Joseph's largest dozer is the Komatsu D155, here at work at the LaCrosse County Landfill. Most of its Komatsu dozers are D65s and D61s.



"We started getting into Komatsu about five to seven years ago," Tom related. "I'll tell you what, we like the Komatsu machines. They're productive and they're very operator-friendly. They have been holding up, and what few problems we've had, Roland's been more than willing to step up to the plate."

When those machines are in need of service, St. Joseph has its own mechanics, but the company also relies on Roland for assistance with more complicated computer issues. "They get us what we need," Tom confirmed. "We've got enough dozers that if something breaks we can get it fixed."

## Setting an example

Tim said the efforts of all St. Joseph employees are vital to the company's success, but it starts at the top. Even the people running the company are not afraid to roll up their sleeves to get a job done, which has been the approach of St. Joseph Construction/Contracting since the beginning.

"Our father wouldn't accept anything less," Tom stated. "Whatever we do right is because we learned it from the boss. If the workers see the owners or the family members doing hard work, even doing labor work at times, I think it sets an example. My brother runs a scraper once in a while. I'm willing to shovel just to show the crew I can do it. It's hard to ask someone to do something you won't do yourself. Although my dad can't physically do that kind of work anymore, he used to be out there all the time shoveling and doing labor work. When he first started out, he used to go underneath the dozer himself if the mechanics weren't doing things right and show them how to do it and get it done fast."

## Future plans

Both Tom and Tim Schams said they don't anticipate the company getting any larger, but it's difficult to predict the future.

"We said about 15 years ago we'd never get any bigger and we always do, so I don't know," admitted Tim Schams. "We're at the point where if we get any bigger, we're going to have to start traveling in order to stay busy all the time." ■

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# TRADE SHOW NEWS

**RELIABLE EQUIPMENT  
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## EQUIPMENT EXPOS

### Roland Machinery displays some of its extensive product line at recent shows



Roland Sales Reps Ed Ellis (left) and Paul Kindelspire (right) visit with Rob Stankowski of Rob's Plumbing & Drain in Kewanee, Ill.



Roland Machinery's Ken Peloquin (center) with Andy Mosier and Ken Mosier of Mosier Pulverized Dirt in Monee, Ill.



Larry Gehant and Charlotte Schiller of Gehant Excavating in Harvard, Ill., stopped by the Roland exhibit.



Kevin Lynk (left) and Greg Lynk of K & L Contractors Inc. of Elk Grove Village, Ill., visited the Roland display.



Jason Luchterhand (left) and Travis Giese of Giese Enterprises LLC.

The Chicago Construction Expo was held January 9-10 at the Renaissance Convention Center in Schaumburg, Ill. Roland Machinery Company was among over 100 participating exhibitors.



Roland Machinery had major displays at two recent equipment shows — the Chicago Construction Expo and CONEX Wisconsin. At the shows, hundreds of customers got a chance to see many Roland product lines, from Komatsu to LeeBoy to the Wirtgen Group.

“We think shows like this in the dead of winter are important as a way to show customers what we’ve got and to get them excited about the upcoming construction season,” said Roland Machinery President Ray Roland.

Roland also sees it as a way to reach potential new customers.



(L-R) Roland Sales Reps Paul Kindelspire, Ed Ellis, Bob Kosche and Product Support Rep Jeffrey Sikora were among the Roland team on hand to answer questions at the Chicago Construction Expo.



Roland Machinery President Ray Roland shares a laugh with former Chicago Bears football great Dan Hampton, who was on hand to sign autographs for attendees.



Roland's Mark Yanke (second from right) visits with a group of customers at the Roland CONEX display.



(L-R) Russ Statz of Yahara Materials; Bob Schwab of Schwab Stump grinding; Matt Roland and Dan Malliet of Roland; and Jim Endress of Yahara Materials

"We have an extensive product line — the proverbial one-stop-shop. For example, most people may know we're a Komatsu dealer, but they may not know Komatsu makes small machines such as track skid steer loaders and compact excavators. Many probably don't know we carry Hamm rollers, Wirtgen milling machines, and Vögele and LeeBoy pavers. And most probably don't realize we carry specialty attachments like the Fecon "Bull Hog" brush cutter/wood shredder and Tiger mower. We see these shows as a good way to introduce equipment users to some of our products and people, so we can begin to show them what Roland Machinery can do for them." ■



Carl Weiss (third from left) and the crew from Complete Tree Service in Burlington, Wis., pose with Roland show hostess Trish Taylor.



At the CONEX Wisconsin show, Roland's Wisconsin Division G.M. Bob Weier (second from right) meets with Justin Gauger, Warren "Turbo" Jadin, and Ryan and Russ Stoller of F. Stoller, Inc., based in Algoma, Wis.



Roland Machinery had one of the largest displays at the CONEX Wisconsin equipment show, held recently in Milwaukee. In addition to numerous Komatsu machines, Roland exhibited its new-to-Wisconsin LeeBoy paver line and numerous products from the Wirtgen Group.



(L-R) Bob Gajewski of Roby's Grading; Jeff Podjasek of Roland; Russ Bartz of Metropolitan Maintenance and Landscaping; and Mike Lesner of Komatsu



(L-R) Ray Wollner of Ray Wollner Excavating, Kewaskum, Wis., attended CONEX Wisconsin with Dan Mueller, John Schairer and Duane Wollner.



Roland Used Equipment Manager Gary Roberts visits with John Adamski with JSA Remodeling out of Racine.



Jeff Elrict of Village of Little Chute meets with Roland Green Bay Sales Rep Kevin Bray.



PSSRs Randy Ray of Franksville and Darrell Bergmann of Green Bay man the Roland product support booth at the CONEX show.

## Roland Machinery wins 2006 Outstanding Dealer award from Rockland Manufacturing



Roland Machinery President Ray Roland (left) and Vice President Matt Roland (right) accept an Outstanding Dealer award from Rockland Manufacturing's Terry Dwyer.

Roland Machinery recently received an Outstanding Dealer award for 2006 from Rockland Manufacturing Company. Rockland makes buckets, blades and other specialty attachments that often complement Roland's line of Komatsu equipment.

"Rockland is one of our quality suppliers that helps us meet the specific needs of our customers in a large range of industries," said Roland Machinery President Ray Roland.

Rockland Territory Manager Terry Dwyer presented a plaque to Ray and Matt Roland recognizing Roland as being one of the top five Rockland dealers in the nation, during the recent CONEX equipment show in Wisconsin.



## GUEST OPINION

# NEW CONGRESS

## What does the Democratic takeover mean for the construction industry?



Christian A. Klein

*This Guest Opinion, which first appeared in the newsletter, **Washington Insights**, was prepared by Christian Klein, Vice President of Government Affairs for the Associated Equipment Distributors. Mr. Klein can be contacted at [caklein@potomac-law.com](mailto:caklein@potomac-law.com).*

With Democrats in control of both the House and Senate for the next two years, there are bound to be some changes coming out of Washington that will impact the construction and equipment industries. Here is some of what we think might happen.

Our association (Associated Equipment Distributors or AED) has long been recognized as a leading advocate for increased highway, airport and water infrastructure investment. Generally, Democrats have been more willing than Republicans across-the-board to support infrastructure programs and the user-fee increases necessary to pay for them. Democratic control of Congress may present an opportunity for an honest debate on crafting a new user-fee structure to pay

for the highway system and to develop a consistent funding mechanism for water infrastructure, among other things.

Additionally, Democrats have generally supported capital investment incentives such as the depreciation bonus. If there is a drop-off in business investment in the next two years, we may find Democratic support for accelerated depreciation.

However, one of AED's biggest issues, the death tax, doesn't face a bright future under the new regime. Democrats have by-and-large opposed efforts to permanently repeal the death tax. While it is possible that Democrats will accept scaled-back death-tax relief to take the issue off the table for the 2008 elections, this is highly speculative. Other industry-specific tax priorities are not generally as partisan and will likely depend on the desire of lawmakers to delve into broader tax and budget issues.

### Watching the "Blue Dogs"

There is much speculation about the role the "Blue Dog" Democrats will play in the new Congress. Blue Dogs generally support pro-growth tax and regulatory policy, limited government, fiscal responsibility and infrastructure investment. During the last two years, AED has worked aggressively to build relationships with members of the Blue Dog coalition.

We're hopeful that given the relatively slim Democratic margin of control on Capitol Hill, Blue Dogs will be able to temper the Democratic agenda and remind their colleagues in leadership that policies that hurt America's family businesses ultimately wind up hurting the people those companies employ. ■

Associated Equipment Distributors says Democratic control of Capitol Hill might mean some good and some bad for the construction industry.





8816 Asphalt Paver



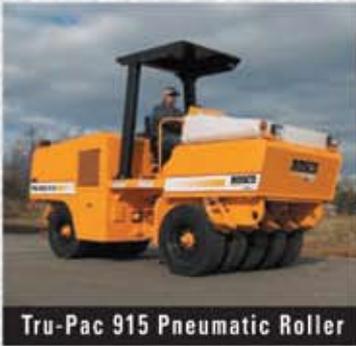
8515 Asphalt Paver

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Increase productivity and reduce operating costs with LeeBoy's 8515 Asphalt Paver. The 8515 incorporates big paver features into a heavy-duty maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend screed system, powerful 87 HP Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the Legend Electric Screed heat option.



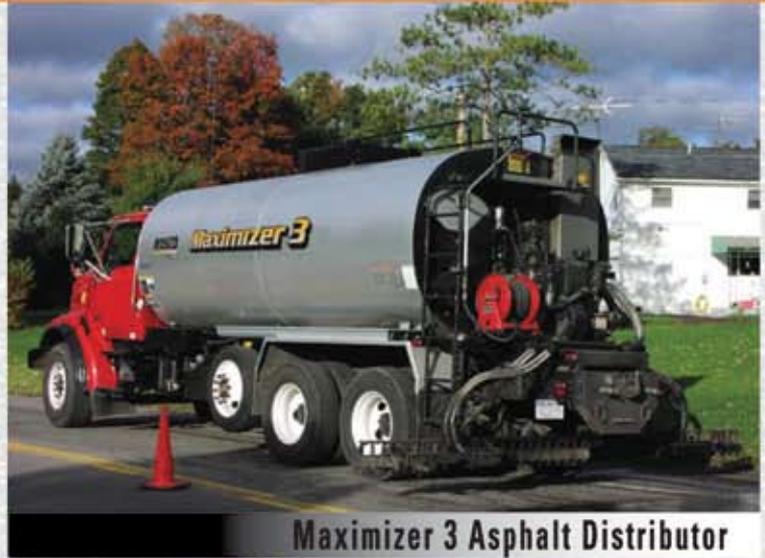
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SweepPro Broom



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Rosco's Maximizer 3 asphalt distributor features an extendible spraybar that smoothly and efficiently moves from 8-foot to 16-foot width in 4 inch increments. The EZ Spray extendible spraybar makes radius and taper spraying, along with maneuvering for obstacles such as bridges, a smooth and efficient operation.



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## MANAGING YOUR BUSINESS

# MULTIPLE LANGUAGES

## Can becoming a bilingual employer help you boost productivity without sacrificing safety?

*Much of the information for this article comes from a seminar presented at CONEXPO 2005 by J.R. Gonzales, a former President of the U.S. Hispanic Chamber of Commerce. Mr. Gonzales is also President of JRG Communications in Austin, Texas.*

It's no secret that the United States is facing a labor shortage in the construction industry. Estimates show that in the next five years, the country as a whole will be short 8 million to 10 million workers, with construction being one of the hardest-hit industries. So where do employers turn to find the necessary manpower to keep up?

For many, it means hiring and training non-native workers, with the largest percentage coming from Spanish-speaking countries such as Mexico. Hispanic workers already make up as much as 25 percent of the country's construction work force with that number expected to rise to 47 percent by 2010.

With the rise in Hispanic workers comes an increase in language barriers that must be overcome in order to maintain productive and safe jobsites. OSHA standards require employers to train employees in all safety aspects on the job, no matter what language they speak. Employers also must make sure employees comprehend the training.

The standards were put in place to protect all workers, but the language barrier faced by Hispanic workers often hinders understanding of safe practices on the jobsite. That lack of understanding is seen as one of the major reasons Hispanic injuries and deaths on construction sites have risen as the population of Spanish-speaking workers grows.

Statistics show that Hispanic workers account for nearly 20 percent of all work-related deaths in the U.S., the largest number of fatalities among ethnic groups. A language barrier is often the cause, as workers don't understand the task assigned to them or the risks associated with it. They are unlikely to ask questions or point out unsafe practices for fear of losing jobs. Many workers also come from countries where safety is not a priority and don't realize the emphasis the U.S. places on protecting workers.

### Overcoming the language barrier

There are several ways to overcome the language barrier that will benefit both the employer who speaks little or no Spanish and Hispanic workers who speak little or no English. It's hard to say which method is best. Each company must decide what will work best as it prepares for a diverse work force.

**Hispanic workers make up as much as 25 percent of the United States work force with that number expected to rise to 47 percent by 2010.**



“A key component in any business is good communication,” said J.R. Gonzales, a former President of the United States Hispanic Chamber of Commerce and President of JRG Communications, Inc. in Austin, Texas, during a session at CONEXPO in 2005. “Lack of communication leads to poor productivity and unsafe practices. It’s important that companies find a way to bridge the language barrier. The growing number of Hispanics in the work force is a trend that will continue upward.”

“The work force in the United States is growing more diverse, with Spanish as the primary language spoken among non-native workers,” he continued. “Employers should look at it as a challenge and step up to meet it head-on.”

Gonzales added that there are a number of ways to meet the challenge that require little financial outlay. Such an investment is especially economical because of the increased productivity that will result from workers who can communicate effectively with each other.

Seminars and conferences specifically tailored to the construction industry are available that will teach common words and phrases used on a construction site. These might be an initial step to consider for both English and Hispanic employees as they begin to work together. Such training can be a first step in learning a new language in order to eventually run a bilingual company.

### Learning new language is beneficial

Many companies have arranged for Hispanic workers to take English classes taught by bilingual instructors. Classes are often offered at local community colleges and universities, as well as through community outreach programs. The courses are usually offered at night, leaving the worker free to be on the job during the day.

In conjunction, some companies are having their English-speaking staff take Spanish classes at the same time. This has proven

**OSHA** Occupational Safety and Health Administration **Safety Tips**

**Working safely in trenches**

Do **NOT** enter an unprotected trench!

Each employee in a trench shall be protected from a cave-in by an adequate protective system.

Some of the protective systems for trenches are:

- Sloped for stability; or
- Cut to create stepped benched grades; or
- Supported by a system made with posts, beams, shores or planking and hydraulic jacks; or
- Supported by a trench box to protect workers in a trench.

Additionally, excavated or other materials must be at least 2 feet back from the edge of a trench; and

A safe means of egress shall be provided within 25 feet of workers in a trench.

For more complete information: **OSHA** Occupational Safety and Health Administration, U.S. Department of Labor, www.osha.gov (303) 321-OSHA, TTY (877) 889-9637

**OSHA** Administración de Seguridad y Salud Ocupacional **Consejos de Seguridad**

**Trabajando de manera segura en una trinchera**

¡**NO** entre en una trinchera que careza de protección!

Todo empleado en una trinchera tiene que ser protegido de un derrumbe por un sistema de protección adecuado.

Algunos de los sistemas de protección para trincheras son:

- Inclinarse para estabilidad, o
- Cortar para crear pasos o niveles escalonados, o
- Sostener por un sistema formado de postes, vigas, puntales o tablas con gatos hidráulicos, o
- Sostener por una caja de zanja que proteja a los trabajadores en la trinchera.

Además, los materiales excavados u otros materiales tienen que colocarse a un mínimo de 2 pies de la orilla de la trinchera y

Un medio seguro de salida tiene que ser colocado en una trinchera a un máximo de 25 pies de los trabajadores.

Para información más completa: **OSHA** Administración de Seguridad y Salud Ocupacional, Departamento del Trabajo de los EE.UU., www.osha.gov (303) 321-OSHA, TTY (877) 889-9637

There are a number of useful resources available from a variety of sources, including OSHA’s Web site ([www.OSHA.gov](http://www.OSHA.gov)), where you can download and print materials, such as this trench safety card, which offers information in English on one side and Spanish on the other.

especially useful for supervisors and foremen who oversee Hispanic workers. It aids in communicating safety issues and ensures the worker understands his or her assigned tasks.

Some classes are designed to bring English and Hispanic workers together to learn both languages at the same time. Often, one or more interpreters are in the room, along with the instructor to help enhance students’ understanding. Some courses also offer students headsets that translate the instructor’s words into English or Spanish. The advantage of having a combined class is that workers don’t feel isolated and everybody gets the same information.

Continued . . .

# Resources help employers educate workers

... continued

## Useful materials

Other resources, including video presentations and publications in Spanish, augment language classes. Many can be obtained at little or no cost through organizations such as OSHA, the Associated General Contractors (AGC), the International Union of Operating Engineers (IUOE) and NUCA (National Utility Contractors Association). Equipment manufacturers often provide materials in a variety of languages explaining how to use their equipment.

NUCA has bilingual safety instructors and consultants available to teach such practices as excavation safety and provide competent-person training and confined-entry-space training. OSHA has a Spanish-language Web page containing items such as posters, safety and health bulletins and other materials published in Spanish.

OSHA's Training Institute operates a number of education centers throughout the United States that offer Spanish-language safety-training courses. It also works with groups, such as the Hispanic American Construction Industries Association, to provide safety and health training.

**Bilingual workplaces are becoming increasingly more common throughout the United States. There are numerous ways to ensure productivity and safety on all jobsites, despite a language barrier.**



There are numerous Internet sites that supply online information in English and Spanish, and Web-based courses can be taken in a multitude of languages. Publications and safety materials, such as English-to-Spanish and Spanish-to-English dictionaries, are available online as well.

## On-site practices can boost productivity

There are ways to help assimilate Hispanic employees into the work force that will minimize communication barriers on the jobsite. Once workers have been thoroughly trained and have a basic understanding of work and safety practices, it's best to assign tasks that appropriately fit their skills.

A best-case scenario is one where you have bilingual workers, who you can place in a group with English-only and Spanish-only workers. The bilingual employee can work as an interpreter, ensuring good communication between workers who only speak one language. As these employees work side-by-side, their skills at communicating with each other should improve. As mentioned before, helping workers become bilingual can pay big dividends in the long run.

If you don't have bilingual workers, group employees by their native language. In this way, each can communicate in his own language, lessening the chance of communication breakdowns between workers who don't understand each other. Supervisors should be bilingual in order to communicate effectively with each group of workers.

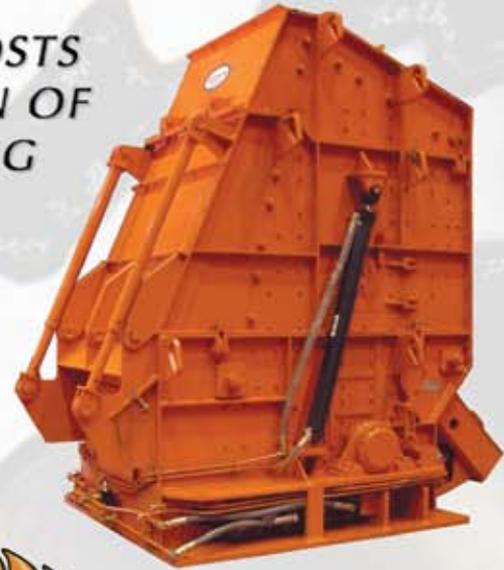
## Always part of our culture

As more and more immigrant workers become part of the construction landscape, meeting the challenge of a diverse work force now will help ensure a safe and productive jobsite in the future.

"The number of employers and jobsites with non-English-speaking workers is constantly growing," Gonzales said. "Hispanics have always been part of the work force and will continue to be." ■

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## EQUIPMENT DESIGN BENEFITS

# TOP GRADES

## Visibility, blade geometry and ease of operation help set Komatsu motor graders apart

When it comes to operating heavy construction equipment, proficiency does not happen overnight. According to many industry experts, that fact applies to motor graders more than any other machine.

While wheel loaders and dozers use essentially one control stick to manage all functions of the machine, motor graders have more than a dozen different controls to monitor while moving at different speeds in forward and reverse.

“That’s why, for many contractors and many government entities, getting a good blade man is so important,” said Jenkins Davis, Director of Sales & Marketing Development for Komatsu America. “Many times, they will cater to grader operators because they’re so valuable. It’s very hard to replace somebody who’s a good blade man, due to the operational skills it takes to do the job.”

### Direct drive and torque converter

With skilled operators in such demand, it makes sense to reduce the complexity of motor grader operation. Davis said the unique dual transmission of Komatsu motor graders helps do just that. At the flip of a switch, operators can go from Mode One, which is the direct-drive transmission, to Mode Two, which utilizes Komatsu’s unique torque-converter transmission. The top four gears in Mode Two offer automatic shifting, making the machine easier to manage.

“It just simplifies the whole operating process,” Davis described. “The best comparison I could make would be the difference of going from a stick shift to an automatic transmission in a car. Using a clutch and shifting in a car is somewhat similar to Mode One, which is the direct-drive concept. Mode Two, which is a torque converter, is similar to a regular power-shift car. It’s easier

to operate and that’s especially beneficial for younger and less-experienced operators.”

The current dual-transmission line of Komatsu motor graders has been out for several years now and, according to Davis, is tested and proven. “We were very successful with our previous line of motor graders,” Davis noted, “but as we looked at the evolution of the product, we believed some major design changes would make the product even better. That’s really what led to the development of our current line of graders.”

### Other Komatsu advantages

In addition to easier operation, Davis said Komatsu graders feature an advanced hydraulic system, excellent visibility and superior blade geometry, all of which combine to provide improved power and performance at a jobsite.

The hydraulics help maximize speed and responsiveness. A closed-center system of valves allows fluid to flow to each individual implement, providing outstanding operator “feel” and unmatched implement control.



Jenkins Davis,  
Director of Sales  
& Marketing  
Development,  
Komatsu America  
Corp.

*Continued . . .*

The GD555-3, with a 140- to160-variable-horsepower engine, is Komatsu’s smallest motor grader.



# Grader design features help boost productivity

... continued

“Operators want an instantaneous response from the blade when they hit that lever,” Davis explained. “We think the hydraulics on our machine are superior to anything else on the market.”

The operator’s ability to clearly see the work underway is essential in grade work, too, and

the visibility of Komatsu graders sets them apart from competitors. The large front glass helps provide an unobstructed view of the moldboard and front tires. In addition, angled front and rear glass prevents dust buildup.

“The visibility to the blade is crucial,” concurred Bob Lessner, Product Manager, Motor Graders for Komatsu America. “That’s the working end of the machine and our visibility is probably equal to or better than any other manufacturer in the market today.”

Blade geometry is also an important design advantage of Komatsu motor graders. The unique blade-suspension system improves reach and allows a wide working range, including true 90-degree bank sloping.

Another design feature is parts commonality. “Many parts used in our excavators, wheel loaders and dozers are incorporated into Komatsu motor graders, so parts are readily available and technicians are knowledgeable about the product,” Davis pointed out. “That’s a tremendous benefit if a part needs to be replaced.”

Here’s another benefit of Komatsu motor graders: the GD655-3 and the GD675-3 machines are now equipped with a Tier 3 engine, which offers greater horsepower and improved fuel efficiency.

“We increased engine horsepower slightly by 10 horsepower,” Lessner said of the GD655. “It now has 180 to 200 horsepower with the Tier 3 engine. The other changes we made are in the cab. We have an electronic hand throttle now, whereas before it was a lever, so it’s more user-friendly.”

## Operating options

Governmental work, including road maintenance and repair jobs, ditching and slope work, makes up 50 percent of motor grader sales in some areas of the country. “We have a motor grader to fit any job,” confirmed Davis. “Komatsu is very committed to the North American market and the motor graders are a big part of our product line, along with dozers, excavators and wheel loaders. We want to do everything we can to promote this product line because we think we’ve got something very special here.” ■

### Brief specs on Komatsu Motor Graders

Model	Operating weight	Output	Overall Length
GD555-3 (Tier 2)	30,950 lbs.	140-160 hp	30’10”
GD655-3 (Tier 3)	33,069 lbs.	180-200 hp	32’4”
GD675-3 (Tier 3)	34,855 lbs.	180-200 hp	32’4”



Bob Lessner, Product Manager, Motor Graders, Komatsu America Corp. (left) stands in front of a Komatsu GD555-3 motor grader with Komatsu Motor Grader Consultant Jim Terrell.

The GD655 is slightly larger than the GD555 and is the biggest seller in Komatsu’s grader line. The GD655 and the GD675 are now available with a Tier 3 engine.





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## UTILITY MACHINES

# WORKING A NEW ANGLE

## How feedback from contractors helped improve these popular compact excavators

In the 21st century, compact excavators are what skid steer loaders were in the late 20th century: highly maneuverable and versatile tools for the construction and landscape trades.

As is typically the case when a new piece of machinery is introduced into the market, contractors provide manufacturers with feedback that makes the machines more user friendly and productive. Komatsu relies heavily on customer feedback to engineer machines that meet the ever-expanding requirements of its customers. The Komatsu compact excavator line is no exception.

The market for compact excavators has grown more than 250 percent since 2002, and has exceeded the market for backhoe loaders. Part of the increase is due to economics, but a big part of the growth for these powerful products is the recognition by contractors that compact excavators are for real; they're productive, flexible and can do jobs and go places that larger machines can't.

### A vast assortment of features

Komatsu compact excavators continue to advance by introducing features that contractors appreciate. To meet the wide range of customer requirements, Komatsu offers 10 models ranging from the 1,960-pound PC09 to the nearly 18,000-pound PC78MR. Features include:

- Pilot proportional joystick controls and load-sensing hydraulics that make operation smooth and effortless;
- Control-pattern changer that allows either backhoe or excavator operators to use the operating pattern they're most comfortable with;
- Boom offset that permits machines to work in very tight spaces;

- Three track options that allow customers to choose what's right for their business — standard rubber tracks, optional steel tracks for work in abrasive conditions, or optional Komatsu Road-Liner tracks that are ideal for work on pavement;
- A four-way, power-angle backfill blade option on PC35MR-2 and PC50MR-2 models that improves flexibility and backfilling productivity;
- A standard thumb-mounting bracket on the dipper arm (available in early 2007) that allows installation of a hydraulic thumb attachment without the need to weld on the arm;
- A significantly expanded range of attachments through a cooperation with Werk-Brau, a major manufacturer of excavator and backhoe attachments, will also be available in 2007.

With everything they have to offer, there's another reason to check out the lineup of Komatsu compact excavators. Now is the time to take advantage of Komatsu's zero-percent retail finance plans. ■



In 2006, Komatsu introduced the four-way, power-angle blade option on its PC35MR-2 and PC50MR-2 compact excavators to improve flexibility and backfilling productivity. This year will see the introduction of a standard thumb-mounting bracket on the dipper arm, as well as an expanded range of attachments.



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# REALISTIC BUT OPTIMISTIC

## Komatsu America President believes 2007 could start another upturn in construction

**QUESTION:** Following three years of extraordinary growth in the construction economy, there are questions about 2007. What is Komatsu expecting this year?

**ANSWER:** I would say we're realistic but optimistic about what 2007 is going to bring. Certainly, demand for equipment leveled off in 2006, largely because of about a 25 percent decline in housing starts compared to 2005. Our hope and belief is that the bottom of the housing market has been reached and that a rebound could well begin this year.

Of course, much depends on what happens with interest rates. Our hope is that interest rates are through climbing and may actually start inching back down in 2007. If that happens, the current excess housing inventory should get used up, which means more houses will need to be built.

**QUESTION:** Beyond housing, what's the construction economy like?

**ANSWER:** Remarkably strong. Non-residential building, highway construction and mining all had excellent years in 2006 and we expect more of the same for 2007. As always, the level of activity will vary region by region, but overall we are optimistic about the construction economy and Komatsu's place in it.

**QUESTION:** What is Komatsu's place as an equipment manufacturer?

**ANSWER:** We are the world's second-largest manufacturer and supplier of utility, construction and mining equipment. In North America, my goal as president is to help Komatsu America achieve steady and sustainable growth each and every year, and so far, we've accomplished that.

When you look at where we started from — a sales and marketing company that simply

*Continued . . .*



**Ted Ohashi, President and COO,  
Komatsu America Corp.**

*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.*

Since graduating from the University of Tokyo in 1977, Ted Ohashi has worked for Komatsu in increasingly important positions. He's now beginning his fourth year as President and COO of Komatsu America Corp. and he's not looking to leave anytime soon.

"North America is the world's largest market for construction and mining equipment and as such, is very important to Komatsu," said Ohashi. "Being President of Komatsu America is certainly a challenge, but it's one I enjoy and I want to stay in the position as long as Komatsu wants me to be here."

With a strong background in engineering, including a master's degree from Stanford University, Ted understands the nuts and bolts of the equipment industry. He also understands what equipment users want and need. "Our customers want reliable equipment and they want outstanding support. Komatsu and our distributors are committed to providing both."

Ted's wife remains in Tokyo with their three sons, two of whom are in college, while the third is finishing high school. "It's an accepted part of life in Japan to go where your job takes you, so the long-distance marriage is not a major issue," said Ohashi. "Besides, I travel so much in my job that we would spend a lot of time apart even if she lived here in Chicago. As it is, she visits relatively frequently and I can plan my schedule to be home when she's here."

In his free time, Ted enjoys attending the Chicago Opera and playing golf. "On Christmas Day 2005, I hurt my back in a rather serious bicycle accident, so I wasn't able to play as much golf last year. But I hope to make up for it in 2007."

# Komatsu focusing on solutions for customers

... continued

imported dozers to sell in the U.S. — our growth in and commitment to North America is remarkable. We now offer a full range of products and services, and have several manufacturing plants here. Significantly, we also recently added the important R&D function for mining trucks and many dozers, which, in essence, makes the U.S. the center of the Komatsu universe for those products. So, although we are a foreign company, we also consider ourselves to be increasingly American, and I think our North American customers see that and appreciate it.

Komatsu has four manufacturing plants in North America, including this one in Candiac, in the Canadian province of Quebec. "Although we are a foreign company, the fact that we have a large factory presence, and have even moved some product R&D functions to the U.S. and Canada, demonstrates that we are becoming increasingly American, and I think North American customers appreciate that," said Ohashi.



Komatsu is taking steps to improve product support by increasing service personnel to aid distributor technicians as necessary. Komatsu is also working to certify all distributor technicians.



A slowdown in housing starts impacted construction in 2006. Komatsu America President Ted Ohashi is cautiously optimistic that the bottom of the housing market has been hit and that 2007 could start a new upturn.



**QUESTION: Speaking of customers, what are American equipment users looking for from Komatsu?**

**ANSWER:** Equipment users are very smart. They know that the cheapest price doesn't necessarily mean the best value. At Komatsu, we've always emphasized the life cycle of a machine. What's important is the production you get compared to operating costs throughout the life of the machine, which takes into account repairs, downtime and resale value. Komatsu customers understand that concept and understand that Komatsu provides it as well as, if not better than, any other manufacturer.

**QUESTION: What is Komatsu doing to improve customers' experience with Komatsu products?**

**ANSWER:** Our products have always been well-received and well-accepted by customers. Much of what we're emphasizing now is support related.

For example, we've opened six regional parts depots to complement our national parts distribution center to help us get parts to customers more quickly. We're taking steps to help our dealers improve their service technicians by training and certifying them based on their level of expertise. We've also increased the number of Komatsu service personnel to help our dealers out as needed. And we've put our GPS-based KOMTRAX monitoring system on all Tier 3 machines, which we constantly track right here at Komatsu America headquarters to help us support our dealers and our customers much more proactively.

**QUESTION: When an equipment user hears the name Komatsu, what do you want him to think?**

**ANSWER:** Solution provider. More than just a manufacturer of equipment, we want our customers to think of us as a partner who can help them succeed in their business. Our Working Gear Group, with its focus on developing equipment and attachments for specific industries, such as material handling or demolition, is a good example of our commitment to being a solution provider. In conjunction with our excellent nationwide distributor network, we believe we can help customers solve their problems, and in turn help them be more productive and more profitable. ■



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## FIELD NOTES

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# QUARRY DAYS

## Large machines take the spotlight at Komatsu proving grounds in Cartersville, Ga.

More than 200 equipment users from across the U.S. and Canada got an up close and personal look at numerous Komatsu machines designed for quarry, large construction and small mining applications at Komatsu Quarry Days late last year. The Quarry Days show was

the first event to be held at Komatsu's new proving-ground site located at the Komatsu Training Center in Cartersville, Ga.

Similar to the former Komatsu Field Days, the manufacturer will now stage Quarry Days and similar shows in the future in order to provide equipment users with the opportunity to talk to product managers and field test the equipment. The difference from Field Days is that, rather than have machines of all sizes at the same show, Komatsu will now host smaller events that focus on a particular size class of equipment. Generally speaking, quarry machines range from the large end of the construction class of equipment to small mining-class machines.

Machines at Quarry Days consisted of dozers, (D85EX-15, D155AX-6, D275AX-5 and the new Tier 2-compliant D475A-5), excavators (PC400LC-7, PC600LC-8, PC800LC-8 and the new PC2000-8), wheel loaders (WA430-6, WA500-6 and WA600-6), rigid-frame trucks



This 100-ton HD785 haul truck breaks the ribbon at the at the grand opening of the new Komatsu demonstration site, which hosted its inaugural event, Quarry Days, late last year.

The Komatsu demo site is about a 12-acre area immediately behind the Komatsu Training Center in Cartersville, Ga. It easily accommodated 15 large machines for Quarry Days.



James German, Vulcan Materials Mobile Equipment Manager - Midwest Division, visits with Mike McNamara of Roland Machinery at Quarry Days.



The new D275A-3 dozer with a Tier 3 engine was one of four Komatsu dozers at the Quarry Days event.

(HD605-7 and HD785-7), the HM400-2 articulated dump truck and the GD655-3 motor grader.

### Complete lineup

Among the new machines at Quarry Days were the PC800LC-8 and PC2000-8, which replace the PC750 and the PC1800 in the Komatsu excavator lineup. Also new is the WA430-6 wheel loader, which replaces the WA400. Dozers at the show ranged from 264 horsepower to 890 horsepower.

“We believe our quarry-size group of machines is the most complete lineup in the industry and includes a number of units we consider to be unique and unrivaled products,” said Komatsu Vice President of Product Marketing Erik Wilde. “We were pleased with the opportunity Quarry Days gave us to show these outstanding products to current and potential customers in a real-world environment.” ■



Tom Stedman, Komatsu marketing manager for mining trucks (far right) visits with a group of customers at Quarry Days.



The 956-horsepower PC2000-8 (above) is a new machine that replaces the PC1800 in the Komatsu excavator lineup. Similarly, the new PC800LC-8 (below), has more horsepower and greater stability than the PC750 it replaces.



The new WA600-6 wheel loader, which improves productivity while dramatically lowering fuel consumption, is a significant upgrade from the previous model and is considered to be one of Komatsu's unique and unrivaled products.





# MILESTONES

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## CELEBRATING 20 YEARS

### Chattanooga Manufacturing Operation marks anniversary



**Dennis Riddell,  
General Manager**

Dignitaries and employees gathered to celebrate the 20th anniversary of Komatsu's Chattanooga Manufacturing Operation (CMO) in early November. The achievement was honored with the planting of a ceremonial cherry tree similar to the one planted on the site when it opened.

Today, the operation has a payroll of more than 300 employees who work to manufacture

hydraulic excavators and articulated dump trucks for the North American market. In 2007, the 488,000-square-foot plant will roll out its 34,000th machine.

"This anniversary underscores Komatsu's commitment to the North American market," said Dave Grzelak, Chairman and CEO of Komatsu America Corp. "Throughout the past 20 years, we have enjoyed a reputation built on an experienced work force; a strong allegiance to our supplier base and to the Chattanooga community; and a commitment to the area's economic growth. As we continue to expand Komatsu's presence throughout the United States, we remain loyal to these initial principles upon which the company was founded."



The Chattanooga Manufacturing Operation's 20th anniversary celebration featured speakers Dave Grzelak, Chairman and CEO of Komatsu America Corp. (above left), and Masahiro Sakane, President and CEO of Komatsu Ltd.



Officials at the Chattanooga operation's 20th anniversary celebration planted a ceremonial cherry tree, similar to the one planted on the 53-acre site when it opened.

Komatsu's Chattanooga Manufacturing Operation produces hydraulic excavators and articulated trucks.

In addition to Grzelak, several Komatsu executives and local officials made remarks, including Masahiro Sakane, President and CEO of Komatsu Ltd.; Dennis Riddell, General Manager of the Chattanooga Manufacturing Operation; Chattanooga Mayor Ron Littlefield and Hamilton County Mayor Claude Ramsey.

"I believe Komatsu can be very proud of its place in the local community," said Riddell, who has been at the CMO for more than 19 years. "The community has really embraced us and given the CMO a lot of help over the years. In turn, we've provided well-paying jobs with good benefits. It's been a great partnership between the CMO and the local community."

Throughout its two decades of history, the Komatsu CMO has seen several changes. The plant's first production models included wheel loaders, dump trucks and small crawler tractors. The plant also produced other machinery, including motor graders.



## 'A natural fit'

Today, the chief focus of the CMO is production of hydraulic excavators — which began in 1990 — and articulated trucks, which started in January 2005. The plant builds five excavator models (PC200, PC220, PC270, PC300 and PC400) and three trucks: HM300, HM350 and HM400.

"It's really a natural fit to manufacture both of those machines here," said Riddell. "There's synergy between the articulated truck and the excavator because, typically, those machines are paired together as a work team. It also made sense to bring production of the articulated trucks here because North America is the largest market for those type of trucks globally."

Currently, the CMO is manufacturing an excavator in a little more than two days, but Riddell noted that the goal is to drop that to less than two days. For custom-order excavators, the plant employs a "4W1D" approach. "That stands for four weeks and one day," Riddell explained. "Our goal is to have a custom machine built to the customer's specifications in that amount of time after we receive the order."

"Our lead time on articulated trucks is about two months," he continued, "but we expect to cut that down to one month soon. Our ultimate goal is to reduce it to a week."

## Quality conscious

Riddell oversees a skilled and experienced staff whose focus is on ensuring that every product is of the highest quality. The plant runs one shift per day for assembly, and three shifts in fabrication, which includes welding and machining of components.

"Our philosophy is to build quality into the product," Riddell noted. "Each person is responsible for his or her work. Each machine goes through several stations as it's being built. The workers at each station assume the workers at the next one are their customers. By doing that, each step has a quality focus. The end result is our distributors and end users get a product that's been built with the highest standards in mind."

Quality is further ensured once a machine has been assembled. Experts thoroughly test and inspect machines before they're stored on the 53-acre site prior to delivery to distributors and customers.



Workers install a hose on an articulated truck at the Chattanooga Manufacturing Operation, which began producing HM300, HM350 and HM400s in January 2005.



Using an overhead crane, a worker installs the counterweight on a PC300LC-7 at the Chattanooga plant.



More than 300 employees work at the Chattanooga Manufacturing Operation. Many of those workers have been at the plant more than 15 years.



General Manager Dennis Riddell (far right) often leads visitors on a guided tour of the plant.

"We have several quality-control checks throughout the manufacturing process, but after the machine is built, we go over it with a fine-tooth comb," Riddell said. "For instance, two people check over the excavators, conducting a 90-minute inspection. One examines all the operational functions, such as boom speed, travel speed, and up-and-down arm movement. The other checks what I call 'the frills' — items such as the windshield wiper, radio and cigarette lighter. If they don't believe a machine is right, it doesn't go out."

That will always be the philosophy, according to Riddell. "We're very proud of the machinery we produce here, and 20 years is a great testament to the dedication of both Komatsu as a company and the people who work here. Chattanooga and Komatsu have become great partners and it's a relationship that will carry forward for a long time." ■

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# PRODUCT SUPPORT

RELIABLE EQUIPMENT  
RESPONSIVE SERVICE

## CUSTOMER SUPPORT PROGRAMS

### Proactive product support can extend equipment life and save you money

If you're looking to get the most out of your equipment for the longest time, you might want to consider Komatsu Customer Support Programs (CSP). Komatsu distributors offer cost-effective CSPs to cover a full range of maintenance services, all designed to improve equipment productivity and reliability.

CSPs include Komatsu Oil & Wear Analysis (KOWA), which uses independent labs to test oil for wear metals and contaminants; PM-PRO, which is a planned maintenance program in which a distributor technician comes to your jobsite to perform all routine maintenance procedures including oil sampling; and Preventive Maintenance Inspections (PMI), which consist of a walk-around inspection and diagnostic tests to measure engine speed and hydraulic pressure to ensure your machine is working up to its capabilities.

Also offered is a repair and maintenance (R&M) program that uses machine histories and a proactive "before failure" approach to changing out parts and components. With an R&M agreement, you can schedule and budget all repair and maintenance items in advance.

Komatsu's Track Management System (TMS) helps you get the most out of your undercarriage. This CSP manages undercarriage wear to help you maximize usage and avoid costly downtime.

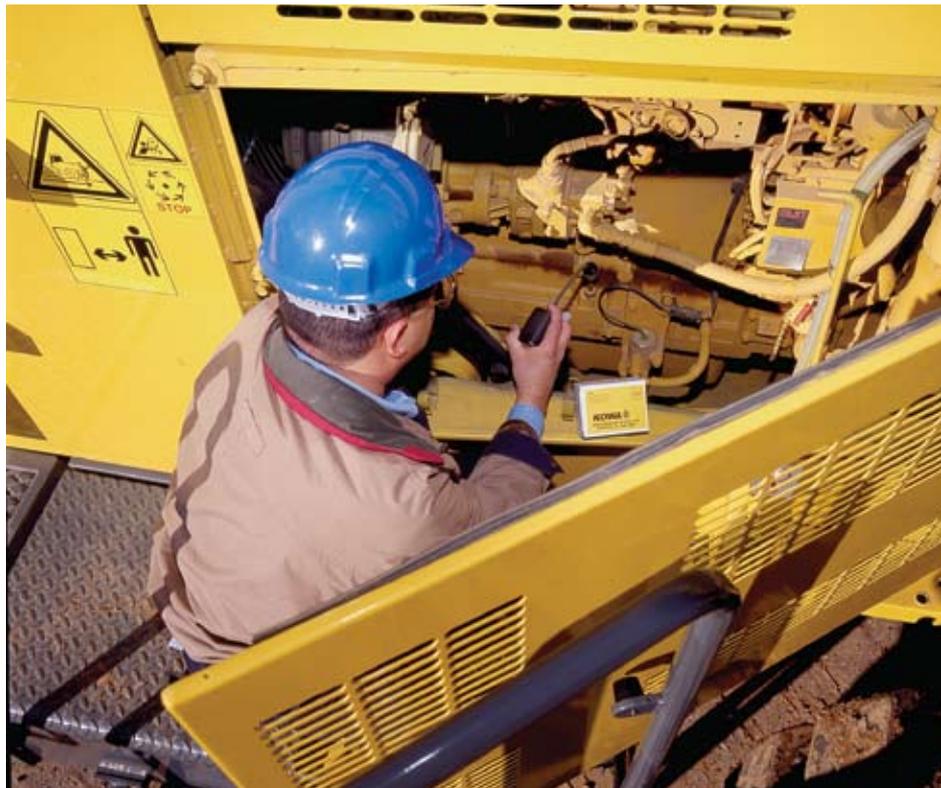
Also available is Komatsu ADVANTAGE Extended Coverage, which is a warranty that will take over when your initial new-machine warranty expires. It allows you to choose from full-machine or powertrain coverage, and select from among a number of options for the time period, hours and deductible.

#### Lower O&O costs

All Komatsu CSPs are designed to help you lower your owning and operating costs, improve equipment uptime and provide the longest productive life for your Komatsu machines. They also improve the resale value of your equipment by providing proof that the machine has been well maintained.

Feel free to talk to our service manager or a product support representative to learn more about Komatsu Customer Support Programs and how they can help you benefit your operation. ■

Oil sampling through the Komatsu Oil & Wear Analysis (KOWA) Customer Support Program is one of the best ways to reduce unexpected and costly equipment downtime and repairs.





# INDUSTRY NEWS

## New Alert for “Gray Market” Machines

The U.S. Environmental Protection Agency (EPA) has issued a new “gray market” enforcement alert, according to Associated Equipment Distributors. Gray market machines are imported from other countries and may not meet U.S. emissions or safety standards.

Under the Clean Air Act, the manufacture or importation of any nonroad engine is prohibited, unless the EPA certifies it and the engine displays the required EPA emissions label.

In the late 1990s, a gray market enforcement program was established by EPA and the Customs Service to combat a flood of illegal equipment imports. The latest alert is the first such action since that time. It is in response to a recent increase in imports of smaller equipment from Asia with illegal engines.

Imported equipment with engines that fail to meet EPA requirements is subject to seizure and exportation. The importers of such illegal equipment or engines can be fined as much as \$32,500 per engine. ■



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**RELIABLE EQUIPMENT  
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**DISTRIBUTOR CERTIFIED**

# QUALITY USED EQUIPMENT

## How Komatsu Distributor Certified used machines have helped this utility contractor grow

Since starting an underground utility company in Fort Myers, Fla., about ten years ago, Jim Murphy has seen the firm grow from a handful of people to about 60 today. Certainly, some of that growth is attributable to a Gulf Coast economy that boomed during that period, but equally important is the quality of work that J.P. Murphy, Inc. is known for doing.

“Our philosophy is to get the work done fast and give the customer top quality for the dollar,” said Murphy. “Whether it’s commercial work, residential work or municipal work, we believe in providing value for the developer or municipality that hires us.”

### A perfect fit

As his company has grown, so has his equipment fleet, most of which consists of Komatsu Distributor Certified used machines.

“We probably have at least 15 Komatsu Distributor Certified used machines,” reported Murphy, whose fleet includes half a dozen Komatsu WA320 wheel loaders, numerous Komatsu excavators ranging up to a PC600, and a couple of small dozers. “I’ve always preferred to buy slightly used equipment to let somebody else pay for the initial depreciation, so the Komatsu Distributor Certified used program was a perfect fit for us. We get high-quality used equipment that’s been inspected and certified, and because of that, we know our Komatsu distributor is going to back it up.”

“The other thing that’s important to me is the Distributor Certified pieces we buy tend to be very good, low-hour machines, so they qualify for extended warranties and special rates from Komatsu Financial,” he added.

“The low interest rates make an affordable machine even more affordable, and as a result, I’ve gotten some very good deals.”

Murphy says most of the Komatsu Distributor Certified machines he owns were less than a year old and had fewer than 3,000 hours when he bought them. “I believe in buying good machines, maintaining them well, and holding on to them for the long term. With these Komatsu Distributor Certified pieces, I expect to get five to eight years out of them, at least.” ■



Jim Murphy, Owner and Founder of J.P. Murphy, Inc., owns more than a dozen Komatsu Distributor Certified used machines, including numerous WA320 wheel loaders. “With Komatsu Distributor Certified Used equipment, we get high-quality used equipment that’s been inspected and certified, and we know our Komatsu distributor is going to back it up.”

Among J.P. Murphy’s Distributor Certified Used machines is this PC600LC-6, which is the company’s mainline utility machine.





# KOMATSU DISTRIBUTOR CERTIFIED USED EQUIPMENT

## The next best thing to new.



*If it can be measured, we measure it!*

Whether you're looking for a high-quality machine that will become part of your fleet, or for a machine that will get you through the busy season, Komatsu Distributor Certified Used Equipment is your best alternative to buying new.

If it can be measured, we measure it! Specially trained Komatsu Distributor Certified evaluators check, measure and diagnose virtually every aspect of the machine. Once the machine meets Komatsu's high performance standards, your local distributor can tailor the machine for your site-specific needs. And to add to your peace of mind, most Komatsu Distributor Certified Used Equipment is eligible for special financing and warranty.

Purchasing Komatsu Distributor Certified Used Equipment makes sound business sense. You'll receive good value for your money and a reliable and productive machine that will get the job done for years to come — we guarantee it!

**To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at [www.equipmentcentral.com](http://www.equipmentcentral.com) and click on "used equipment."**





# ROLAND

## USED EQUIPMENT SPECIALS OF THE MONTH

Manufacturer/Model	Year	Hours	Price	Location
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### EXCAVATORS

Komatsu PC228USLC-1	'99	3,800	\$101,961	Green Bay, WI
Komatsu PC200LC-5	'89	9,200	\$18,500	Escanaba, MI
Komatsu PC200LC-6	'99	5,300	\$74,500	Bridgeton, MO
Komatsu PC200LC-6	'99	6,465	\$78,670	DeForest, WI
Komatsu PC200LC-7	'04	4,500	\$105,000	Green Bay, WI
Komatsu PC200LC-7	'03	2,500	\$119,500	Palmyra, MO
Komatsu PC220LC-7	'02	5,700	\$105,293	Palmyra, MO
Komatsu PC220LC-6	'97	4,359	\$65,500	Marengo, IL
Komatsu PC220LC-6	'95	12,300	\$39,500	Marengo, IL
Komatsu PC300LC-6	'00	12,950	\$75,500	Bolingbrook, IL
Komatsu PC300LC-6	'00	13,158	\$75,500	Bolingbrook, IL
Komatsu PC340LC-6K	'00	7,505	\$83,707	Green Bay, WI
Komatsu PC400LC-6	'01	8,298	\$128,950	RENT! Portage, IN
Komatsu PC400LC-6	'97	12,000	\$72,500	Palmyra, MO
Komatsu PC400LC-6	'96		\$75,280	Cartersville, IL
Komatsu PC400LC-6	'01	8,944	\$115,500	Bridgeton, MO
Komatsu PC400LC-6	'03	2,735	\$247,940	REDUCED! Eau Claire, WI
Komatsu PC400LC-6	'03	2,678	\$233,140	REDUCED! DEMO! Springfield, IL
Komatsu PC400LC-7	'04	2,714	\$264,048	REDUCED! Chicago, IL
Komatsu PC400LC-7	'04	2,965	\$259,787	REDUCED! Chicago, IL
Komatsu PC400LC-7	'04	2,752	\$262,684	REDUCED! Portage, IN
Komatsu PC750LC-7	'04	2,963	\$474,933	REDUCED! Chicago, IL

### DOZERS

Komatsu D41E-6	'98	2,208	\$51,500	Portage, IN
Komatsu D31P-20	'96	3,300	\$27,680	Green Bay, WI
Komatsu D37P-2	'91	6,300	\$25,500	Bolingbrook, IL
Komatsu D39E-1	'99	6,000	\$33,750	Schofield, WI
Komatsu D41P-6	'99	5,060	\$43,500	Bolingbrook, IL
Komatsu D41P-6B	'02	3,554	\$65,163	DeForest, WI
Komatsu D41P-6	'00	2,535	\$80,259	Green Bay, WI
Komatsu D65EX-12	'95	10,600	\$72,500	Bridgeton, MO
Komatsu D61PX-12	'00	8,434	\$75,000	Green Bay, WI
Dresser TD7H	'98	6,000	\$33,258	Springfield, IL
Dresser TD9H	'94	5,100	\$30,250	Eau Claire, WI
John Deere 350B	'72		\$12,500	REPAIRS! Springfield, IL
Caterpillar D6M XL	'97	5,600	\$86,500	Bolingbrook, IL
New Holland DC80	'00	1,500	\$40,000	DeForest, WI
Caterpillar D8H	'72		\$32,500	Bolingbrook, IL
Caterpillar D8H	'73		\$32,500	Bolingbrook, IL

### FORESTRY

Komatsu PC150/Hytec	'98	8,500	\$25,000	REDUCED! Escanaba, MI
Case 1187 Delimber	'85	7,256	\$12,900	REDUCED! Escanaba, MI
Dresser 550 w/Log Loader	'81		\$15,000	REDUCED! Escanaba, MI
John Deere 200LC/Propac Delimber	'02	4,000	\$165,000	Escanaba, MI
Timbco 415D Harvester	'00	6,200	\$150,000	Eau Claire, WI
Timbco T415D Harvester	'02	6,500	\$165,000	Escanaba, MI
Timbco 415D Harvester	'99	7,000	\$165,000	Escanaba, MI
Ponsse HS16 Processor	'00	9,800	\$185,000	Eau Claire, WI
Hitachi EX150 Delimber	'94	8,900	\$45,000	Escanaba, MI

Manufacturer/Model	Year	Hours	Price	Location
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### MOTOR GRADERS

John Deere 670C	'98	7,400	\$59,500	Cape Girardeau, MO
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### WHEEL LOADERS

Komatsu WA500-1LE	'96		\$125,000	REBUILT! Green Bay, WI
Komatsu WA450-3	'00	9,365	\$102,500	Springfield, IL
Komatsu WA120-3L	'99	5,068	\$40,458	REPAIRS! Franksville, WI
DaeWoo MG 200	'00	2,102	\$39,482	Escanaba, MI
Kawasaki 70Z IV	'97	2,100	\$35,500	Bolingbrook, IL

### COMPACTION, MILLING & PAVING

Vögele 2116T Paver	'05	560	\$229,000	REDUCED! Franksville, WI
LeeBoy L800T	'87		\$6,450	REPAIRS! Bridgeton, MO
LeeBoy 7000LD	'01	1,855	\$34,500	Bridgeton, MO
LeeBoy 8500LD	'03	1,420	\$56,500	Bridgeton, MO
LeeBoy 8500LD	'04	942	\$68,500	Bridgeton, MO
Allatt 750P	'88	1,515	\$10,477	Bridgeton, MO
Hamm HD130HV	'02	1,216	\$55,000	Bolingbrook, IL
Hamm HD130HV	'03	1,300	\$55,000	Portage, IN
Hamm HD120HV	'03	650	\$68,000	Portage, IN
Hamm HD120HV	'03	600	\$68,000	Bridgeton, MO
Hamm HD090HV	'03	1,040	\$75,000	Columbia, MO
Hamm HD12	'03	323	\$20,600	Palmyra, MO
Hamm HD12	'04	78	\$26,000	Cape Girardeau, MO
Galion S4-6A	'80		\$1,250	Bolingbrook, IL
Hyster C330B	'93	2,735	\$13,500	Bolingbrook, IL
Ingersoll Rand SP 48	'84	7,100	\$15,500	Bolingbrook, IL
Vögele 1110WB	'04	623	\$195,000	Marengo, IL
CMI RS-500B Reclaimer	'98	6,628	\$115,000	Bridgeton, MO
CMI RS-500B Reclaimer	'99	5,406	\$110,000	Cartersville, IL
Roadtec RX-70B	'99	5,799	\$79,500	Bolingbrook, IL

### MISCELLANEOUS

Caterpillar 973	'83	9,000	\$35,500	Bolingbrook, IL
Caterpillar 262 Skid Steer	'03	514	\$21,995	Escanaba, MI
Case 580 SL	'98	3,550	\$33,500	Columbia, MO
Case 580 SL	'99	3,350	\$35,500	Columbia, MO
Caterpillar 226B	'05	700	\$24,000	Schofield, WI
Kobelco SK300LC IV	'97	9,735	\$49,750	REPAIRS! Franksville, WI
Gradall G3W	'82	5,698	\$10,781	Franksville, WI
Gradall 440G	'77	2,722	\$5,000	REDUCED! Escanaba, MI
Gradall G3WD	'86	9,640	\$12,500	Bridgeton, MO
Komatsu PC40		5,300	\$18,228	DeForest, WI
Dresser 210M 60 Ton Haul Truck	'89		\$100,000	REDUCED! Bridgeton, MO
Dresser 210M 60 Ton Haul Truck	'89		\$100,000	REDUCED! Bridgeton, MO
Dresser 210M 60 Ton Haul Truck	'89		\$100,000	REDUCED! Bridgeton, MO
JCB 214 S3,	'97	3,500	\$27,500	Bridgeton, MO
Caterpillar D300E Artic Truck	'97	11,500	\$105,000	Bridgeton, MO
Caterpillar D350E Artic Truck	'96	7,800	\$110,000	Bridgeton, MO
Sennebogen 835M	'03	4,620	\$275,000	Jacksonville, IL
Pioneer 4250 Mobile Impact Crusher	'05	1,980	\$350,000	Marengo, IL



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