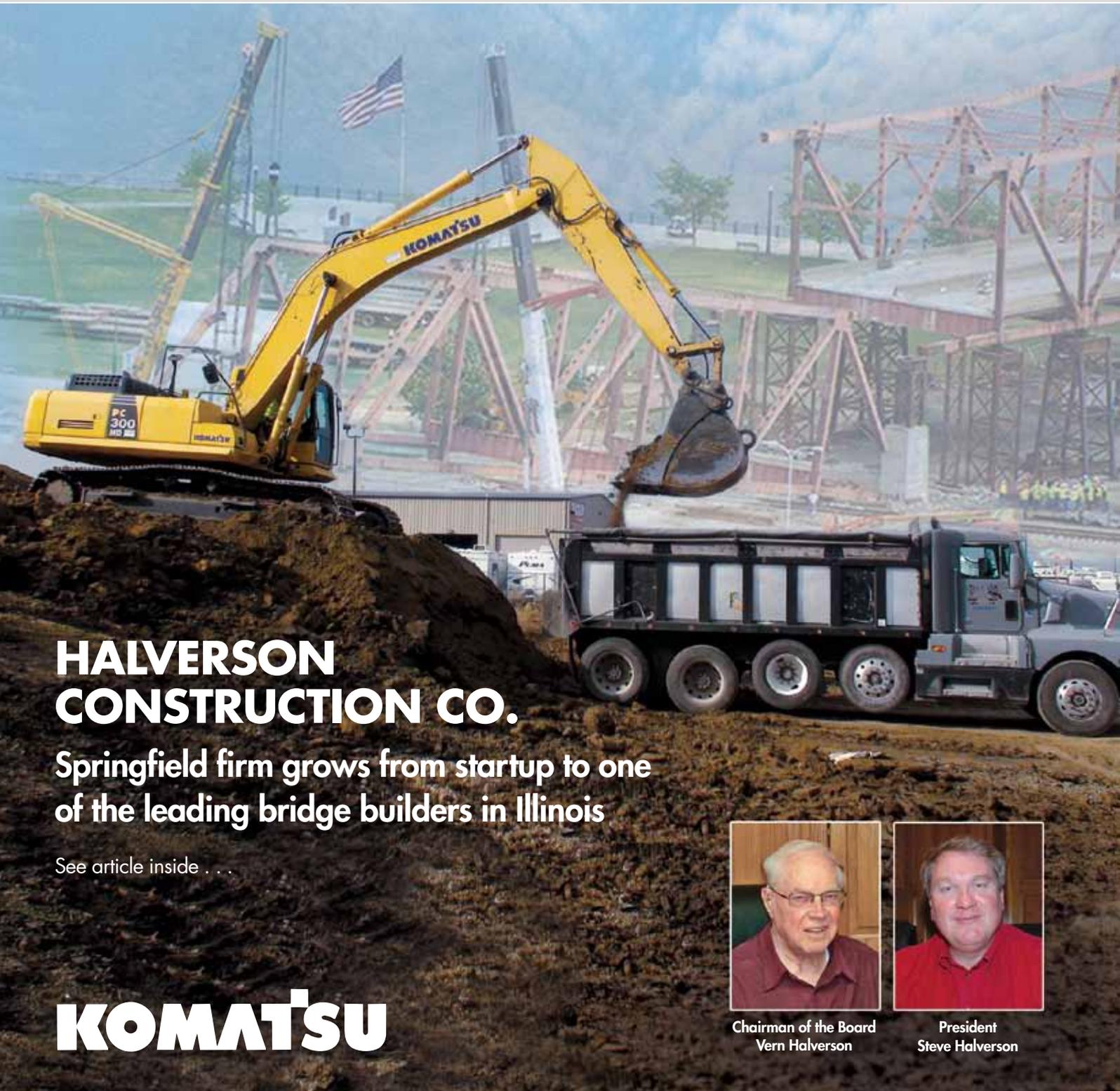


Industry Scoop



A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2010 NO. 4



HALVERSON CONSTRUCTION CO.

Springfield firm grows from startup to one
of the leading bridge builders in Illinois

See article inside . . .

KOMATSU



Chairman of the Board
Vern Halverson



President
Steve Halverson

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**More than an
equipment
distributor**



Dear Valued Customer:

Being a heavy equipment distributor is about more than just selling machinery. You expect responsive service and quality parts to support what's likely the largest investment in your business. Our mission is to be a leader in those areas.

At Roland Machinery, we carry a large inventory of parts based on the machinery we've sold, as well as our customers' recommendations. We're well-stocked with common wear parts, filters and other items that are immediately available. If there's a part we don't have in stock, in most cases, we have the capability to get it to you the next day.

We've teamed up with the best equipment manufacturers in the industry. We do that because they are also committed to providing you the service and support needed to minimize your downtime and maximize productivity. This issue of your *Industry Scoop* features an article focused on one aspect of Komatsu's parts capabilities: the Ripley Central Parts Operation, which warehouses and delivers thousands of parts across the globe every day. I believe you'll find it an interesting read.

If you need parts installed, or any other type of service done, we're ready to help. Our team of trained technicians has the know-how and skills to diagnose and fix issues quickly. That's true of Komatsu equipment, other manufacturers' products we carry and competitive brands as well.

Roland Machinery is committed to being your "one-stop shop" for sales, parts and service. Contact any of our branch locations and see how we can help you find the right equipment for your needs and the parts and service to minimize downtime and keep you up and running productively.

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



NEW!

To see video of machines in action look for this symbol and go to www.RolandIndustryScoop.com

IN THIS ISSUE

HALVERSON CONSTRUCTION CO.

Learn how this Springfield, Ill., "mom-and-pop" startup grew into one of the leading bridge builders in the state.

GUEST OPINION

Christian Klein, AED's VP of Government Affairs, speaks out about legislation to expand OSHA's power and how it could hurt businesses.

TRADE SHOW NEWS

Get ready for CONEXPO 2011 with this preview of what you can expect at next year's premier construction event.

NEW PRODUCTS

Komatsu's new PC228USLC-8 excavator has the power and lifting capacity you need in a compact and efficient package. See how this machine fits in a variety of applications.

MORE NEW PRODUCTS

See why significantly improved comfort and performance make Komatsu's new PC650LC-8 excavator more productive.

KOMATSU & YOU

Don Russell, General Manager of Komatsu's Newberry Manufacturing Operation explains NMO's dedication to customer satisfaction.

Published by Construction Publications, Inc., for



www.rolandmachinery.com

SPRINGFIELD, IL
816 North Dirksen Pkwy.
(217) 789-7711

BRIDGETON, MO
4670 Crossroads Industrial Dr.
(314) 291-1330

BOLINGBROOK, IL
220 East Frontage Rd.
(630) 739-7474

FRANKSVILLE, WI
2916 N Sylvania Ave.
(262) 835-2710

DE PERE, WI
3275 French Rd.
(920) 532-0165

CARTERVILLE, IL
1505 Donna Dr.
(618) 985-3399

COLUMBIA, MO
4110 I-70 Drive South East
(573) 814-0083

MARENGO, IL
18210 Beck Rd.
(815) 923-4966

DEFOREST, WI
604 Stokely Rd.
(608) 842-4151

SCHOFIELD, WI
9808 Weston Ave.
(715) 355-9898

PALMYRA, MO
701 Industrial Dr.
(573) 769-2056

CAPE GIRARDEAU, MO
3364 Percy Dr.
(573) 334-5252

PORTAGE, IN
6450 Melton Rd.
(219) 764-8080

EAU CLAIRE, WI
7417 Margaret Lane
(715) 874-5400

ESCANABA, MI
2600 South Lincoln Rd.
(906) 786-6920

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

Raymond E. Roland
CEO

Matthew L. Roland
President

Jerry Eastburn
Vice President, Product Support

Jay Germann
Used Equipment Manager
Springfield, IL (217) 789-7711

CHICAGO DIVISION

James Jesuit, General Manager

Bolingbrook, IL (630) 739-7474

Marengo, IL (815) 923-4966

Portage, IN (219) 764-8080

WISCONSIN DIVISION

De Pere, WI (920) 532-0165

Franksville, WI (262) 835-2710

DeForest, WI (608) 842-4151

Eau Claire, WI (715) 874-5400

Schofield, WI (715) 355-9898

Escanaba, MI (906) 786-6920

ST. LOUIS DIVISION

Bill Mitchell, General Manager

Bridgeton, MO (314) 291-1330

Columbia, MO (573) 814-0083

Cape Girardeau, MO (573) 334-5252

Palmyra, MO (573) 769-2056

Carterville, IL (618) 985-3399

KOMATSU

HALVERSON CONSTRUCTION CO.

Springfield firm grows from startup to one of the leading bridge builders in Illinois



Steve Halverson
President

History is a funny thing. Back in 1978, if Vern Halverson had gotten the promotion to Division Boss for S.J. Groves & Sons, there may never have been a Halverson Construction Co. But the job went to someone else, and not long after that, S.J. Groves closed its Springfield, Ill., division. Vern, who'd been traveling throughout the Midwest with the company for more than 17 years as an engineer, superintendent and project manager, decided he wanted to stay in Springfield, so rather than take a new position and move, he decided to start his own construction company.

"When I started Halverson Construction, the company consisted of my wife Mary and me," Vern recalled. "We didn't have any equipment or employees. Our office was the basement of our house. Our first job was repairing a bridge deck in Stark County. I hired a carpenter/helper to work with me. We finished that up and did a couple of other small jobs before getting what I considered a big job at the time, putting overlays on 10 bridges north of Peoria. I think that's when I knew we were going to make it. Since then, we've grown steadily."

Today, Halverson Construction is one of Illinois' leading bridge builders, employing about 50 people full time, year around, and several hundred more seasonally. The company also does earthwork and roads and has a commercial division that builds structures such as the award-winning restoration of Union Station in Springfield. However, bridge building and bridge rehab work remain its specialty.

"That's what we know the best and like the best," said Vern's son, Steve Halverson, who is President of Halverson Construction (Vern currently serves as Chairman of the Board and Mary is Vice President). "It's the only thing we travel for. We'll do other projects in and around Springfield, but we'll build bridges all across the state, as well as in neighboring states."

Halverson Construction works on about 15 to 20 bridges per year. Vern estimates the company has done several hundred during the past 30 years. "I think we've made major repairs on almost every bridge across the Illinois River from Hardin (just north of St. Louis) to Morris (southwest of Chicago). Through the years, we've also done an extensive amount of work on Mississippi River bridges."

Challenging jobs are a specialty

While Halverson will do any type of bridge work, from small overlay jobs to new construction of very large spans, the company is probably best-known for its ability to successfully complete difficult bridge projects. Jobs that have big lifts, require creative engineering or need to be done in a tight time frame — those are tailor-made for Halverson Construction.

"I wouldn't say we target those hard-to-do jobs, but we don't shy away from them either," said Chief Estimator Larry Antonacci. "We end up getting many of them because



Chairman of
the Board Vern
Halverson and
Vice President
Mary Halverson



Bridge work is Halverson Construction's specialty. (Above) Halverson crews replace a railroad bridge in Logansport, Ind. (Right) As part of an upgrade to I-74, Halverson did truss work on the Murray Baker Bridge over the Illinois River in Peoria.



many contractors aren't willing to take on the risk associated with doing the more complex projects. We, on the other hand, enjoy challenging jobs that require innovation to complete on time and on budget. We believe that's where we excel."

"No job ever goes exactly as planned," added Engineer-Estimator Kyle Zellers, who is also Vern Halverson's grandson. "To do the tough jobs, we have to be flexible and be able to adjust on the fly. With six civil engineers, as well as field personnel with years and years of experience, we have a great deal of professional expertise on staff. Their talents are what enable us to find ways to complete difficult jobs on time and on budget."

Memorable projects

Halverson Construction's work on challenging projects has resulted in numerous award-winning bridges through the years. One such job was the McKinley Bridge over the Mississippi that connects northern St. Louis with Illinois Route 3 in Venice, Ill. Halverson's work included approach spans on both sides of the river, rehab of the existing truss spans and adding cantilevered bicycle lanes on the outside of the truss. Construction started in 2005 and was completed last year.

"Challenges included working with numerous railroads, coordinating subs and getting the work done on time," said Zellers. "The bike path was added after the original bid. We had a specific limited period during which we could close the bridge to complete the work. There were also difficulties dealing with river stages on the Mississippi. But those are the kinds of things we try to take in stride and still give the project owner the job he wants."

Another memorable job for Halverson crews was replacement of the Norfolk & Southern



This Halverson operator uses a Komatsu PC200LC-8 to slope a bank for a bike path the company is building through Springfield, Ill.



A Komatsu D51 dozer grades the bike path slope. "Komatsu machines have always given us good service," said Chairman of the Board Vern Halverson. "We also appreciate Roland Machinery, which has been a good partner of ours for many years."

Railway Bridge over the Wabash River in Logansport, Ind. Finalized over a Fourth-of-July weekend, the project included an extensive false-work system to roll out the old three-span structure and roll in the new four-span structure using hydraulic cylinders designed by Halverson personnel.

"We're capable of doing just about anything and everything that it takes to build or rehab a bridge, and we prefer to do as much as possible ourselves," said Antonacci. "It allows us to control the project better."

Reliable, productive equipment

To help it complete quality projects in a timely, efficient manner, Halverson Construction uses Komatsu equipment from Roland Machinery.

Continued . . .



Larry Antonacci,
Chief Estimator



Kyle Zellers,
Engineer-Estimator

Halverson Construction builds bridges

... continued

"On our bridges, we use Komatsu excavators for demolition and for digging out foundations," said Zellers. "We have one hooked up to a sheet-pile driver attachment for coffer dams and such.

"We also use them to move dirt," he added. "We do a lot of jobs around town that aren't bridge-related and most of them require hydraulic excavators. Many of our bridge jobs also have earthwork associated with them. All in all, we move a fairly significant amount of material during the course of a year."

Halverson owns a Komatsu PC200, PC300 and PC400 and rents other equipment as needed. The company also owns a D65 dozer.

"Our Komatsu machines have given us excellent service," acknowledged Vern. "They've

been productive, reliable and have lasted a long time. Maintenance has also been minimal. It's been very effective equipment for us. We take it to a job and it works. That's what we want."

"We like to own machines if we're going to have a long-term use for them, but we also rent a significant amount of equipment," noted Zellers. "Our Roland Sales Rep Chris Ingram does a good job of getting us what we need for rental or purchase, and Roland charges a fair price."

"Roland has been a good partner for many years," added Vern. "They carry good equipment and they stand behind it, which is important. We have our own very capable mechanics so we do our own maintenance intervals and most of the repairs, but any time we've needed Roland's help, they've provided excellent service."

Optimistic about what lies ahead

Although Vern Halverson doesn't get out on individual jobs as frequently as he once did, he still comes to work every day and is actively involved in all major decisions. Mary Halverson stays involved in the daily office activities.

"This is a family business and it's been our life's work," said Vern. "I was 49 when I started the company and it's grown to be much more than I originally expected it would be. I'm 80 years old, but I still think I have something to offer, and more important, I still enjoy what I do.

"I love this industry and I love driving over bridges we've worked on," he explained. "I think that's true for everybody who works here — from the carpenter to the foreman to the project manager to the estimator. I think we all believe bridges are beautiful as well as functional, and we all take a great deal of pride in what we do."

As for the future, Halverson Construction plans to continue doing what it's always done.

"We've found our niche," said Steve Halverson. "We'll continue to add services as they make sense for us, but I think we'll always be bridge builders first and foremost. There are certainly plenty of bridges that need work. As long as we maintain our reputation as a 'can-do' company that does quality work, we're optimistic about what lies ahead for Halverson Construction." ■

Halverson Superintendent Mike Haberman (left) works closely with Roland Sales Rep Chris Ingram. "In addition to what we own, we rent a fair amount of equipment from Chris and Roland," said Haberman. "They do a good job of getting us what we need, when we need it; plus our guys like running Komatsu machines."



A Halverson operator uses a Komatsu PC300LC-8 to load trucks with material from a stockpile created by a large drainage project Halverson is doing for the City of Springfield.





KOMATSU

DASH-8 SERIES

100%^{LC}

(the LOGICAL CHOICE
for your next excavator)

KOMATSU[®]

Komatsu excavators have set the standards for productivity, operator comfort and reliability over the years. And, with the introduction of our mid-sized -8 series, the standards have been raised yet again.

- Tier-3 engines deliver reduced emissions without sacrificing power or productivity.
- Electronics, engine and hydraulics are optimized for maximum efficiency and minimum fuel consumption (10% reduction compared to -7 models).
- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

From enhanced safety features to extended maintenance intervals, the PC200LC-8, PC220LC-8 and PC270LC-8 show what happens when the best engineers put the latest technology to work. The results are always...

100% Komatsu.

866.513.5778 www.komatsuamerica.com



8816B Asphalt Paver



8515B Asphalt Paver

endless
PAVEMENT
solutions.

Increase productivity and reduce operating costs with LeeBoy's 8515B Asphalt Paver. The 8515B 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.



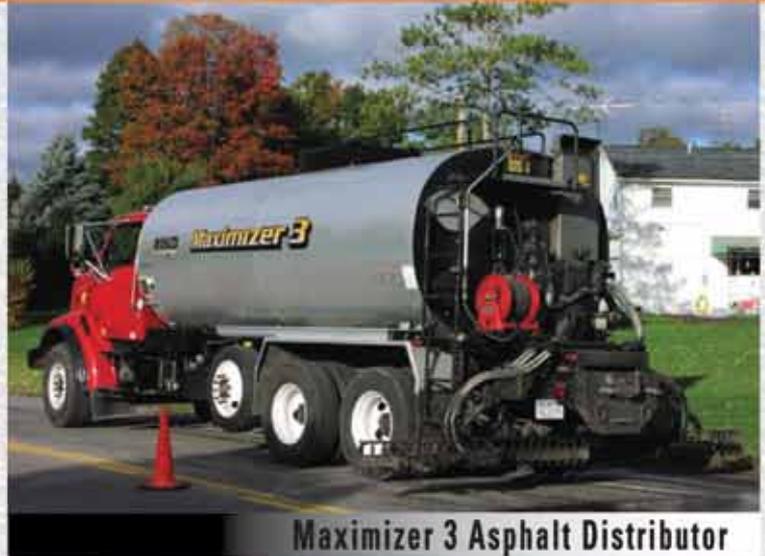
SPRINGFIELD, IL (217) 789-7711	CARTERVILLE, IL (618) 985-3399	PALMYRA, MO (573) 769-2056	BRIDGETON, MO (314) 291-1330	COLUMBIA, MO (573) 814-0083
CAPE GIRARDEAU, MO (573) 334-5252	BOLINGBROOK, IL (630) 739-7474	MARENGO, IL (815) 923-4966	PORTAGE, IN (219) 764-8080	FRANKSVILLE, WI (262) 835-2710
DEFOREST, WI (608) 842-4151	EAU CLAIRE, WI (715) 874-5400	GREEN BAY, WI (920) 435-6676	SCHOFIELD, WI (715) 355-9898	ESCANABA, MI (906) 786-6920



Tru-Pac 915 Pneumatic Roller



SweepPro Broom



Maximizer 3 Asphalt Distributor

endless
PAVEMENT
solutions.

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.



SPRINGFIELD, IL (217) 789-7711	CARTERVILLE, IL (618) 985-3399	PALMYRA, MO (573) 769-2056	BRIDGETON, MO (314) 291-1330	CAPE GIRARDEAU, MO (573) 334-5252	BOLINGBROOK, IL (630) 739-7474	
MARENGO, IL (815) 923-4966	PORTAGE, IN (219) 764-8080	FRANKSVILLE, WI (262) 835-2710	DEFOREST, WI (608) 842-4151	EAU CLAIRE, WI (715) 874-5400	DE PERE, WI (920) 532-0165	
					SCHOFIELD, WI (715) 355-9898	ESCANABA, MI (906) 786-6920

**Pavers Graders Brooms Asphalt Distributors Rollers Patchers
Chip Spreaders Belt Loaders Tack Tanks Maintainers**

THE WRONG APPROACH

Legislation to expand OSHA's power would be detrimental to businesses

Congress is seeking to expand the power of the Occupational Safety and Health Administration (OSHA) in the wake of the tragedy at West Virginia's Upper Big Branch mine explosion in April. The Robert C. Byrd Miner Safety and Health Act of 2010 (HR 5663) would be the most far-reaching expansion of OSHA's power since the agency's inception. While the bill focuses on the mining industry, the sweeping OSHA expansion would affect all businesses.

The legislation, introduced by House Education & Labor Committee Chairman Rep. George Miller, D-Calif., would greatly increase and impose new criminal liability on company executives for "knowing" of OSHA violations at their business. Additionally, the bill would give OSHA inspectors (who are not industry experts) the authority to single-handedly shut down workplaces without a hearing or judicial review. HR 5663 also creates new complicated and costly procedures for adjudicating cases involving whistle-blowers who believe they received unfair treatment after reporting an unsafe condition.

The legislation is built around the costly and incorrect assumption that greater penalties and regulations yield safer workplaces. This faulty and reactionary reasoning would expand expenses on companies, particularly small businesses, yet do little to prevent accidents and increase safety.

AED joined our allies in the Coalition for Workplace Safety (CWS) in a letter to the House Education & Labor Committee expressing the view that "the provisions of this bill are not the right approach to assist both employers and employees in our

shared goal of maintaining safe and healthful workplaces." AED is a steering committee member of CWS.

The Education & Labor Committee approved HR 5663 with a party line vote in July. However, the legislation is unlikely to be considered on the House floor in the near future and would certainly not overcome a filibuster in the Senate. AED will continue to advocate for safer workplaces and remind Congress that reactionary, punitive, and burdensome requirements will not achieve that goal. ■



Christian Klein,
AED VP of
Government Affairs

AED and others expressed their views on proposed OSHA expansion, saying passage of the legislation would be unnecessarily burdensome to businesses.



CONEXPO COMING

Next year's big construction industry event to be even larger than its predecessors

When CONEXPO-CON/AGG was held in 2008, it counted itself the largest construction industry event of its kind with attendance topping 144,000. When it returns to Las Vegas in 2011, that claim may not hold, as CONEXPO-CON/AGG is expected to be even larger.

CONEXPO-CON/AGG will be held at the Las Vegas Convention Center March 22 to 26 with more than 2 million square feet of exhibit space that features a wide variety of equipment, educational opportunities and technology. The event is held in conjunction with the International Fluid Power Expo (IFPE), an exposition and technical conference dedicated to the integration of fluid power with other technologies for power transmission and motion control applications. It's on pace to top more than 126,000 square feet.

"These numbers are especially gratifying given the continued slowdown in the manufacturing

sector," said Megan Tanel, Vice President Exhibitions and Events for the Associated Equipment Manufacturers (AEM). "We value the industry support we're receiving as we strive to offer the industry a gathering place to sell their equipment, products and services as well as network with their peers."

More networking opportunities will be available with the addition of the International Concrete (ICON) Expo, which will be co-located with CONEXPO-CON/AGG and IFPE. Presented by the National Concrete Masonry Association (NCMA), ICON is designed to serve the needs and interests of all producers, suppliers, designers, architects and others involved in the concrete products industry.

Learning opportunities

Attendees can also learn how to make their businesses more efficient and profitable with a wealth of educational opportunities presented by industry experts.

More than 125 educational sessions are available in nine categories: Aggregates, Asphalt, Concrete, Earthmoving and Site Development, Equipment Asset Management, Management Best Practices, Recycling/Sustainability, Safety and Workforce Development. Within each, attendees can find such topics as how to secure the most profitable projects in your area; unlimited alternatives to money — business to business credit; cash management and forecasting through tough times; tips on working with federal and state legislators to help shape projects; and work force 2012 and beyond.

Sessions generally run 90 minutes and include materials attendees can take with them for future reference. Educational credits are available for many sessions.

CONEXPO-CON/AGG will be held March 22 to 26, 2011, at the Las Vegas Convention Center. More than 2 million square feet of exhibit space will feature the latest in machinery and technology for the construction industry.





Komatsu will highlight its Hybrid PC200LC-8 excavator, as well as new equipment with Interim Tier 4 engine technology that goes into effect at the beginning of next year.

Also new in 2011 is an enhanced Safety Zone with an innovations theater and simulators that feature exhibits and demonstrations from industry and government groups, including OSHA, MSHA and others.

In addition, CONEXPO-CON/AGG will hold a Green Roads Summit designed to offer insight into how sustainability efforts affect current and future road construction projects.

Easy navigation

As in the past, event organizers are making it easier to navigate around the site. Similar products and companies will be grouped together. For instance, those interested in earthmoving equipment can find it in the North Hall, part of the Central Hall, the Riviera Pavilion and the Gold, Blue and Riviera lots outside the convention center.

Komatsu will display more than 20 products, including its revolutionary Hybrid PC200LC-8 excavator as well as products that feature new Interim Tier 4 engine technology which goes into effect at the beginning of 2011 for a large number of construction machines. In its 30,000 square feet of display area in the North Hall (Booth 1009) will be excavators, dozers, motor graders, trucks and more. Komatsu personnel will be on hand to provide information and answer questions.



Komatsu's 30,000-square-foot display area will showcase machinery as well as technology, such as its KOMTRAX remote machine-monitoring system that allows users to track hours, location, service intervals and other valuable information from a secure website.

A theater presentation in its exhibit space will highlight product features and the service and programs Komatsu and its distributors offer in support. One program Komatsu will showcase is its KOMTRAX remote machine-monitoring system that's standard on most new machines and free for the first five years.

Continued . . .

Komatsu display features new technology

... continued

Past attendees enjoyed Komatsu's video simulators, so a six-person video game center will be part of the exhibit space at the upcoming expo. It features a Komatsu HM300 articulated truck in a race through a fictional construction site. A company store with items

such as apparel and die-cast models rounds out Komatsu's display.

Other product concentration areas for lifting equipment, asphalt paving and production, concrete paving and production, aggregate processing and heavy-duty trucks and mixers will be set up at the expo. Sub-specialties such as engines, hydraulics, lubricants, tires and components have their designated areas as well.

Information stands will be set up throughout the show, and interactive product locators, searchable by company and product, will be on the show floor. These will also have information regarding seminars and meetings. Other show services include a free shuttle system to transport visitors from hotels to and from the convention center and an intra-show shuttle system.

A positive experience

In addition to AEM, there are several organizations that sponsor CONEXPO-CON/AGG, including many with which attendees are affiliated. Among them are the American Concrete Pavement Association, American Road & Transportation Builders Association, The Associated General Contractors of America and Land Improvement Contractors of America.

Statistics show that the vast majority of those who attend CONEXPO-CON/AGG and its co-located shows see it as a positive experience. About 80 percent of attendees at the 2008 event rated it as excellent or very good.

According to a recent AEM survey of contractors, industry customers cite new products, such as those displayed at CONEXPO-CON/AGG, IFPE and ICON, and access to industry experts as key reasons for attending these types of shows. Organizations believe the shows provide valuable benefits to attendees and exhibitors alike.

"What remains the same is (our) commitment to offer a quality show experience and outstanding customer service," said IFPE Show Director Melissa Magestro. "We are industry-run shows and delivering maximum value to attendees and exhibitors is our top priority."

For more detailed information on the show, visit www.conexpoconagg.com. ■



Product managers and other personnel will be on hand to provide information and answer questions about how Komatsu can help your business.

As in past years, Komatsu will feature a large display area that highlights many of its new products, including wheel loaders and excavators.



NEW PC228USLC-8

Tight-tail-swing excavator provides increased lifting capacity in a variety of applications

There are times and conditions when a large excavator is not feasible, but you still need power and lifting capacity to get the job done. Komatsu's new tight-tail-swing PC228USLC-8 provides both in a compact and efficient package.

The new PC228USLC-8 replaces the previous Dash-3 model with nearly 3,000 pounds of added counterweight mass that helps provide additional lifting capacity over the front and side. More counterweight mass adds operating weight as well and provides better stability in all digging and lifting projects, including road and bridge construction, as well as urban applications.

"The new PC228 is really a versatile machine that practically anyone who moves earth can appreciate, and that includes utility contractors," said Product Manager Doug Morris. "Customers tell us they love the tight-tail-swing excavators, so we took the best features of our previous model and built upon that with their input. The results are great."

At the same time Komatsu beefed up the PC228USLC-8, it decreased fuel consumption and hydraulic loss through an enhanced Closed Center Load Sensing system that features variable speed matching (VSM) that optimizes performance of the engine and hydraulic systems. VSM gives operators power on demand when needed. In addition, piping size on the bucket circuit is increased, and a newly added quick-return valve reduces hydraulic loss for better efficiency.

The operator can further control efficiency using the machine's five working modes (Power, Economy, Lifting, Breaker and Attachment) that match engine speed, pump flow and system pressure to a specific application. The PC228USLC-8 also has a one-touch Power Max

Function that increases digging force by 8 percent for 8.5 seconds in hard-digging applications.

Cab enhancements reduce operator fatigue

By making the PC228USLC-8 cab spacious and comfortable, Komatsu reduces operator fatigue for increased productivity. The pressurized cab minimizes the amount of dust entering the operating platform and its rigid frame is damper mounted for reduced noise and vibration levels.

"The PC228USLC-8 is really the best of both worlds," said Morris. "You get plenty of power and stability in a more efficient package. That means lower operating costs, which is something everyone can appreciate." ■



Doug Morris,
Product Manager

To see this machine in action, find this article in our online magazine at www.RolandIndustryScoop.com

Brief Specs on Komatsu PC228USLC-8

Model	Operating weight	Horsepower	Bucket capacity
PC228USLC-8	53,195-54,405 lbs.	148 hp	0.66-1.57 cu. yds.

Added counterweight highlights a list of features that give the PC228USLC-8 greater lifting capacity, productivity and efficiency.



KOMATSU'S 143,000-lb. EXCAVATOR

Increased comfort and performance in the new PC650LC-8

Depending on your point-of-view, the Komatsu PC650LC-8 hydraulic excavator is a large mid-size machine or a smallish large machine. Regardless of where it fits in your fleet, the approximately 143,000-lb., 429-hp unit is a productive, reliable piece of equipment that has improved upon the PC600LC-8.

The most significant improvements of the PC650LC-8 center around an improved operator environment that provides better operator comfort and control. The new, highly rigid cab includes a heated, high-back, air-suspension seat; a seven-inch LCD color monitor panel; and a standard rearview camera that gives the

operator the visibility and control to maximize productivity.

Additionally, an Arm Quick Return Circuit on the PC650LC-8 returns a portion of oil flow to the hydraulic tank at arm dumping to reduce hydraulic pressure loss. Combined with a new Arm Regeneration Valve, the work equipment speed has increased, enabling faster truck loading.

Beyond these direct comfort and performance improvements, the PC650LC-8 has other features that owners and operators will appreciate. For example, the boom and arm have been strengthened; a fuel pre-filter with water separator is standard equipment; and the renowned Komatsu hydraulic system is protected with the most extensive filtration system available, including high-pressure in-line filters for each main pump. These features improve machine reliability and reduce the likelihood that the unit will break down on the job, resulting in costly downtime.

The PC650LC-8 is also a class leader in terms of reducing fuel consumption and harmful emissions. It offers several operational modes that allow the operator to match engine output to the work at hand, thereby lowering fuel consumption.

As with all Komatsu excavators, the PC650LC-8 comes with an industry-leading, low-noise, comfortable cab; easy access to maintenance and service functions; and the KOMTRAX machine monitoring and management system that allows your distributor to help you keep an eye on your machine to assure that it's running properly and to remind you about service intervals. ■

Brief Specs on Komatsu PC650LC-8

Model	Power	Operating Weight	Bucket capacity
PC650LC-8	429 hp	143,411 lbs.	2-5 cu. yd.



Significant improvements in comfort, control and performance make the new Komatsu PC650LC-8 a more productive excavator.

For more information on the PC650LC-8, contact your Sales Rep or the nearest branch location.

**EASY TO MAINTAIN.
EASY TO SERVICE.
EASY TO AFFORD.**
*Hard to live
without.*



TRAMAC®

SC Series hydraulic breakers



How would you design the perfect breaker?

Lightweight, yet powerful. Quiet, but fast.
Affordable while designed to last. That's
how we designed our SC Series – the fastest,
most versatile hydraulic breakers available.
Finally, your toughest challenges have
met their match.



Silver Clip

*Unique "silver clip", plus no tie
rods makes maintenance and
overhaul easy*



Constant Production

*Fully hydraulic operation delivers
constant production with no
nitrogen refills*



Blank Fire Protection

*Blank fire protection extends
life of breaker*

**ROLAND
MACHINERY CO.**

SPRINGFIELD, IL
(217) 789-7711

CARTERVILLE, IL
(618) 985-3399

PALMYRA, MO
(573) 769-2056

BRIDGETON, MO
(314) 291-1330

COLUMBIA, MO
(573) 814-0083

CAPE GIRARDEAU, MO
(573) 334-5252

BOLINGBROOK, IL
(630) 739-7474

MARENGO, IL
(815) 923-4966

PORTAGE, IN
(219) 764-8080

FRANKSVILLE, WI
(262) 835-2710

DEFOREST, WI
(608) 842-4151

EAU CLAIRE, WI
(715) 874-5400

GREEN BAY, WI
(920) 435-6676

SCHOFIELD, WI
(715) 355-9898

ESCANABA, MI
(906) 786-6920

Learn more at TramacSCBreakers.com



D155AX-6

100%

performance
(using 25% less fuel*)

KOMATSU®

Being the best is never good enough. Just as you're always looking for ways to grow your business, Komatsu is constantly working to improve the tools of your trade. We have a long history of innovation across all our lines of heavy equipment and a long list of dedicated customers who count on these innovations as a competitive edge.

- Pushes larger loads
- Reduced operating costs
- Easier serviceability
- Improved operator comfort

Put the best the industry has to offer to work on your next job and discover your competitive edge.

100% Komatsu.

866.513.5778

www.komatsuamerica.com

FOCUSED ON QUALITY

General Manager Don Russell says Komatsu's NMO is dedicated to customer satisfaction

QUESTION: How has the Newberry Manufacturing Operation (NMO) changed?

ANSWER: This facility opened in 2002 as Komatsu's utility plant with the production of backhoe loaders, and it continued as our utility location until last year. About a year ago, we began producing wheel loaders ranging in size from the 170-horsepower WA320-6 to the 350-horsepower WA500-6. We shipped our first loader from here in December 2009 and have steadily increased production.

Primarily, it's an assembly plant, although we do manufacture a wheel loader frame, and we have product support engineering. NMO has the capacity to produce about 900 wheel loaders a year. We're also producing 13 models of Komatsu fork lifts in LP gas, regular gasoline and diesel configurations for both indoor and outdoor use.

QUESTION: What hasn't changed?

ANSWER: As with all our manufacturing operations, the focus on quality remains our utmost priority. We produce some stock machines, but the vast majority of our loaders are custom-built for customers who have unique specifications for their machines that are used in a wide range of applications — agriculture, construction, forestry and mining. Those specs could include a high-lift boom, a certain size bucket or a number of other things. They rely on Komatsu machines for their livelihood, and each of the approximately 160 employees who work here understands that.

Every machine that's shipped out of here goes through a thorough inspection to check all systems, functions and a long list of other items. NMO is certified as both ISO 9001, which means it meets strict standards of operation, and ISO 14000. The latter shows that we're a facility focused on using environmentally sound practices.

Continued . . .



**Don Russell, General Manager
Newberry Manufacturing Operation**

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.

While he's only been working at the Newberry Manufacturing Operation (NMO) for about the last 12 months, General Manager Don Russell has been with Komatsu more than 24 years. Don started with the company as a welder in its Chattanooga plant, and while he was doing that, he took classes to earn a mechanical engineering degree and later earned a degree in business management from the University of Phoenix.

Don quickly moved into manufacturing engineering at Chattanooga, programming robots as part of his duties, and eventually became Operations Manager. About a year ago, he and his wife, Brenda, moved to Newberry where Don oversees operations of the wheel loader and forklift assembly plant.

"I'm responsible for all aspects of the operation," said Don. "That includes planning, financial, human resources and other duties. I enjoy it because I'm working with an excellent staff of people who are dedicated to building quality products for Komatsu customers."

Don noted that the staff has increased in size within the past few months. "We're seeing some uptick in orders, which is good. We believe as the economy improves, we'll see even more."

When not at work, Don enjoys woodworking, gardening and trout fishing with the family at their cabin in the mountains of North Carolina.

Wheel loaders and forklifts are NMO's focus

... continued

QUESTION: Why are those certifications important?

ANSWER: Equipment users have high standards and they want to do business with a manufacturer that also sets and meets high

The Newberry Manufacturing Operation, which produces wheel loaders and fork lifts, is ISO 9001 and ISO 14000 certified. "The ISO certifications reinforce the commitment to outstanding manufacturing practices that Komatsu has," said General Manager Don Russell.



Subassemblies are part of the NMO's operations, including putting together engines before they're installed on the machines.



Komatsu's Newberry Manufacturing Operation produces six wheel-loader models, ranging from the 170-horsepower WA320-6 to the 350-horsepower WA500-6, as well as fork lifts.



standards. The ISO certifications reinforce the commitment to outstanding manufacturing practices that Komatsu has. If customers want to see that in action, we encourage them to visit the plant and take a tour. We're always excited about the opportunity to show customers how their machines are built.

QUESTION: Do customers give you input on machine features when they visit?

ANSWER: Certainly, and we pass that along to our product marketing personnel who work more closely with customers and distributors to get feedback on development of new machines. Our primary focus is on the manufacturing process and what we can do to improve delivery of a product. One area where we work closely with customers is in quality and warranty claims. If there's an issue, we work to resolve it quickly.

QUESTION: We've discussed the past and present. What's the future hold for NMO?

ANSWER: Interim Tier 4 regulations begin next year on machines in the 175- to 750-horsepower range, so we'll start manufacturing the machines in that category. As far as that affecting our operations, it won't have much of an impact. We'll still continue to produce loaders using the same quality standards we always have.

The plant is 250,000 square feet of building sitting on 80 acres of land, and was built with future expansion in mind. I'm sure at some point that will be a consideration. ■

Larger parts are moved around the NMO using Komatsu fork lifts, which are also produced the plant.





930E

100% PROVEN
(KOMATSU ELECTRIC DRIVE HAUL TRUCKS)

KOMATSU[®]

When it comes to building electric drive trucks that are rugged enough to stand up to the day-to-day demands of mining operations, one company has the proven track record to deliver the reliability you need to compete—Komatsu. If you look at the number of Komatsu electric drive trucks in service today and count the years of reliable service they've delivered, you'll see we have the engineering, manufacturing and application experience to help you stay profitable for years to come.

If you want to move more material, more cost-effectively, day after day, choose a proven solution.

100% Komatsu.

866.513.5778 www.komatsuamerica.com



KOMATSU

You have my complete attention.

100%
rock solid service

On the job site, being on time and having your equipment up and running is important to your bottom line. At Komatsu®, we make customer service our number one priority. Our unending commitment to customer satisfaction can be seen through our ability to get most replacement parts to you within 24 hours or less. Plus, when we service your equipment, we'll get it right the first time – thanks to a team of certified, factory-trained mechanics throughout our distributorship network. We're committed to making sure your Komatsu equipment gives you maximum productivity and peace of mind.



KOMATSU

866.513.5778 www.komatsuamerica.com

KA-14

ON-TIME DELIVERIES

Komatsu's Central Parts Operation works around the clock to minimize your downtime

Tour Komatsu's Ripley parts facility and you will find what looks like a beehive of activity. Row upon row of parts bins stretch out in every direction. Employees on foot, on carts and on forklifts are in constant motion, darting down aisles and aisles of Komatsu parts. They're restocking shelves and bins, pulling parts for routine and emergency distribution and working to ensure orders are filled and in customers' hands quickly.

Sitting on 56 acres of an industrial park in Ripley, Tenn., the warehouse is Komatsu's Central Parts Operation (CPO), the main hub that handles parts distribution for Komatsu distributors and their construction, utility and mining customers throughout the world. General Manager Terry Varner, who oversees operations, said the importance of what the CPO does cannot be overstated.

"What we do has a dramatic effect on people's livelihood," stated Varner, a nine-year veteran of the CPO. "We supply the parts that people make their living with, and how quickly we get parts to them often determines profit or loss on a job. It's not like the automotive industry, where, if a part isn't available, owners can find an alternate way to get where they're going until it is. There are more time constraints with construction and mining businesses. We're working to ensure they have what they need just as quickly as possible.

"For example, we have overlapping shifts throughout the day, with one time period from about noon to the middle of the afternoon that's dedicated solely to filling emergency orders," Varner added. "Emergency orders are shipped the same day they're placed, no matter where the order comes from. Our goal is to get those parts where they need to be first thing in the morning. That's not always possible on

international shipments, but limiting customer downtime is an obvious priority."

In order to ensure that the hundreds of daily parts orders are delivered in a timely manner, the CPO is open 24 hours a day, seven days a week. Filling that many orders may seem like a daunting task to someone visiting the CPO — something Varner encourages — but he says it's all in a day's work for the dedicated and experienced staff. There are about 150 employees working at the warehouse, which has 584,000 square feet of indoor storage and another 150,000 outdoors.

"Komatsu started using this facility in 1991, and several staff members have been here since day one," said Varner, who noted recent additions to the facility include Spanish-speaking customer service agents. "We have a very self-motivated work force



**Terry Varner,
General Manager**

Continued . . .

Komatsu's Central Parts Operation in Ripley, Tenn., has more than a half-million square feet of indoor storage space and 150,000 square feet more outdoors.



CPO stocks new parts, reman components

... continued



George Terrell,
Parts Distribution
Manager

that knows exactly what to do when an order comes in, whether it's a routine function, such as putting items in the bins, or filling an emergency order. They understand deadlines and work hard to meet them."

Parts for classic Komatsu machines

More than 60 inbound trucks pull up to one of the facility's 32 dock doors each day with parts for excavators, mining trucks, wheel loaders and every other type of equipment Komatsu manufactures. Much of the inventory is placed in bins where it's ready to be pulled to fulfill an order. Some parts go to one of Komatsu's eight regional parts depots in North

America, Komatsu distributors or directly to customers.

Varner noted that the CPO warehouse contains parts for new and old machinery alike. "Customers appreciate the longevity of their Komatsu equipment; that's why we carry parts for equipment going back two decades or more. So, the customer running equipment that was manufactured several years ago can be confident we'll have what he needs." Varner also oversees a core processing center that's located near the Ripley CPO. "At our core processing center, we take back old cores — engine and transmission blocks and other major components — remanufacture them and stock them here, along with new OEM parts."



Gordon King works to fill a parts order at Komatsu's Central Parts Operation. As Komatsu's main hub for parts distribution, the warehouse employs more than 150 and is open around the clock.



The Central Parts Operation carries thousands of items for Komatsu machines, from routine maintenance items to engines. It also carries remanufactured engine and transmission blocks and other large components.

Komatsu's Central Parts Operation is expanding with a 100,000-square-foot addition that's designed to improve efficiency. The CPO handles parts for Komatsu's construction, mining and utility equipment around the world, including both new and remanufactured components.

Always working to improve

In addition to construction and mining, the CPO recently took on distribution of parts for other Komatsu products such as forklifts and industrial presses. Those additions, as well as a growing number of Komatsu machines in the field, dictated some expansion at CPO. Currently under construction is a new 100,000-square-foot addition.

"For years, many of our inbound parts have first gone through a third-party logistics company about 50 miles away before coming to us," explained Varner. "The new addition will house that company, which will save significant time. It will increase efficiency and improve customer service."

Those are areas the CPO staff is always striving to improve, according to George Terrell, Parts Distribution Manager. Terrell has been with Komatsu 40 years and helped set up the Ripley facility when it opened. He said technology and other initiatives have made filling customer orders faster over the years.

"It's a never-ending task to find the most efficient and productive ways to get parts to our distributors and customers," said Terrell. "We're much more efficient and productive than when we started here, but we're never satisfied. When Komatsu first moved here, order accuracy, along with other start-up issues, was a challenge. The error rate is now below 1 percent. That sounds great, but we want zero." ■



MAKE A GOOD FIRST IMPRESSION

How a paint job from Roland Machinery can make your old equipment look new again

First impressions are important. Think about it. When you first meet somebody, all you have to go on is appearance. What they look like. What they sound like. How they carry themselves. Unless you eventually get to know that person, that first impression is a lasting one.

It's similar with construction equipment. When you drive by a jobsite, you may not know the contractor doing the work, but you immediately form an opinion of the company based on how the job looks and on how the equipment looks. If the equipment is dirty, beaten up and/or rusted out, your impression of that company is probably not a very positive one.

"If you're on a job in a high-profile location, where a lot of people pass by, your equipment acts as advertising for your company," said Roland Machinery Used Equipment Manager Jay Germann. "The problem is, if your equipment looks bad, it sends a negative message.

"Developers and project owners want to be associated with contractors who do things right and run their businesses right," he noted. "When they see a company with equipment that looks good, they assume the contractor does good work. The reverse is also true. If the equipment looks junky, the assumption is the contractor probably does sloppy work."

"Of course, that's not necessarily true," pointed out Roland's Springfield Branch Service Manager Mark Aiken. "A machine that's dented and dirty can still be in great working condition. And a contractor who has equipment that's beaten up may indeed be very conscientious and do excellent work. But a prospective customer has no way of knowing that based only on what he sees. Like it or not, the way your equipment looks is a reflection of your company."

All brands, makes and models

That's why Roland Machinery has full paint shops in both Springfield, Ill., and Bridgeton (St. Louis), Mo., as well as a detail shop in Franksville (Milwaukee), Wis. They can make your old machine look new again.

"Of course, we paint all Komatsu makes and models, but we also do competitive brands," said Aiken. "We can knock out all the dents and do any minor body work that's needed. We get factory paint colors and schemes to make it look like it's straight from the manufacturer. We can also apply special colors and designs, including a company's name and/or logo on the arm or body of the machine."

According to Germann, a fresh paint job not only improves the appearance of a piece of equipment, but also boosts its value. "That's why at Roland, we paint many of the used machines we take in before we sell them. We're not covering up anything bad. We only sell equipment that's mechanically sound. But of course, we do want to get the best price for it, and we've found a good paint job definitely improves a machine's value."

Continued...



Jay Germann,
Used Equipment
Manager



Mark Aiken,
Springfield Branch
Service Manager



This technician paints the boom of a Komatsu excavator in the Roland Machinery paint shop in Bridgeton (St. Louis), Mo. Roland has full paint shops in Bridgeton and Springfield, Ill., and a detail shop in Franksville (Milwaukee), Wis.

Newly painted machines can make an impact

... continued

These "before-and-after" shots of a PC300LC-7 demonstrate the benefits of a paint job.



"When developers and project owners see a company with equipment that looks good, they assume the contractor does good work," said Roland Used Equipment Manager Jay Germann. "If the equipment looks crummy, it sends a negative image."



Boost employee morale

Beyond increasing the value of a machine and presenting your company in a more favorable light to the outside world, Aiken says a paint job also often boosts employee morale.

"Operators who are in good-looking machines tend to take more pride in their work and take better care of the equipment and the jobsite. It's a fairly inexpensive way to boost morale within the company and improve the way people on the outside view your company. It could help you get a foot in the door with a new client and will likely make existing customers sit up and take notice as well." ■

To schedule a paint job, or to get more information, contact your Roland Machinery Sales Rep or nearest Roland branch location.

BACK 2 WORK
WITH PALADIN™

Receive up to **\$500** in Rebates!

**8 Brands You Can Trust...
Hundreds Of Tough Attachments**

Get **Back 2 Work** with performance-driven attachments that show up ready to dig, move, scrape, compact, clean, rake and drill every day on your highway- and bridge-related jobs.

Contact us to work with the brands that have always delivered great results.

www.back2work.com

Available through Roland Machinery Co.

PALADIN
CONSTRUCTION GROUP

- BRADCO
- CP
- CUSTOMWORKS
- FPC
- HARLEY
- JiB
- MCMILLEN
- SWEEPSTER

The Power of Combined Excellence

Lokotrack ST Series Mobile Screens



Lokotrack ST358 with large two-deck, two-bearing screen



Screen with confidence

Lokotrack ST Series mobile screens from Metso are engineered to deliver quality and value. Our heavy-duty frames and proven components ensure long life and trouble-free operation, even in the toughest screening applications.

Contact your local Metso distributor today and get the confidence that goes right to your bottom line.

www.metso.com



SPRINGFIELD, IL (217) 789-7711	CARTERVILLE, IL (618) 985-3399	PALMYRA, MO (573) 769-2056	BRIDGETON, MO (314) 291-1330	COLUMBIA, MO (573) 814-0083
CAPE GIRARDEAU, MO (573) 334-5252	BOLINGBROOK, IL (630) 739-7474	MARENGO, IL (815) 923-4966	PORTAGE, IN (219) 764-8080	ESCANABA, MI (906) 786-6920

TRICK OR TREAT AT THE TRACK

The Komatsu-sponsored No. 09 car debuts at Talladega, flirts with high finish

A Komatsu-sponsored car ran its first NASCAR Sprint Cup Series race at Talladega on Halloween. That followed the running of a Komatsu-sponsored car in the NASCAR Nationwide Series at Daytona in July, and



(Above) Komatsu sponsored the No. 09 car in the Nascar Sprint Cup series race at Talladega and the No. 1 car at a Nationwide series race in Daytona. (Below) Komatsu also sponsored a car driven by Tony Pedregon in six races in the NHRA Funny Car class.



sponsorship of a car in a series of six races on the National Hot Rod Association (NHRA) circuit.

“Many of our customers are racing fans, so sponsorship of race cars seemed like a natural fit for us,” said Erik Wilde, Vice President of Product Marketing at Komatsu America Corp. “We’ve enjoyed our first associations with racing owners, teams and drivers and will consider more sponsorships in 2011.”

At the Amp Energy Juice 500 at Talladega, Komatsu was primary sponsor of the No. 09 Phoenix Racing Chevrolet. The car was driven by longtime NASCAR driver Bobby Labonte.

As for the race itself, it was more trick than treat. Labonte had worked his way up as high as 11th place late in the race, but with just 16 laps remaining, the car sustained engine damage and was done for the day. The No. 09 car was credited with a 38th-place finish.

“Today was a long race,” is how Labonte summed up Talladega. “We had a great run going and were hoping to have a solid finish.”

Success in NHRA

The Komatsu-sponsored NHRA car is driven by two-time Funny Car World Champion Tony Pedregon of Pedregon Racing. Komatsu was also an associate sponsor on Tony’s brother Cruz Pedregon’s car, which took first place in the funny car class at Charlotte, N.C. in September and at Reading, Pa., in October.

“Komatsu America is excited to be associated with Tony Pedregon’s car,” said Wilde. “Tony’s reputation as a world champion aligns well with Komatsu’s worldwide reputation for producing outstanding equipment.” ■

WE PURSUE A COMMON
GOAL:
THE PERFECT ROAD.



Close to
our customers



ROAD TECHNOLOGIES

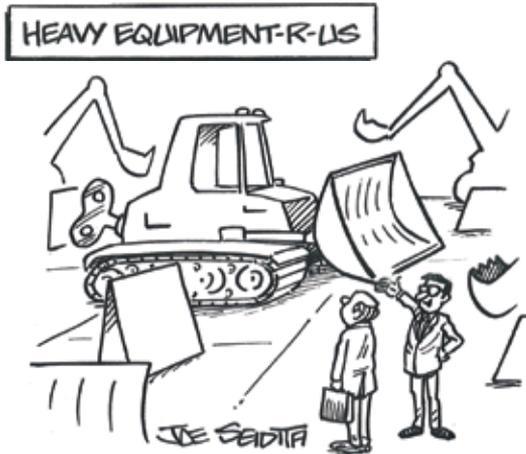
Whether new construction or rehabilitation – roads are our customers' domain. With future-oriented technologies, reliable machinery, unceasing innovation, and highest demands on customer service and advice, we pursue one single goal: The perfect road!

www.wirtgenamerica.com



AVAILABLE THROUGH ROLAND MACHINERY CO.

On the light side



"Our new 'green' model comes with wind-up auxiliary power."

CONSTRUCTION AWAWARENESS COUNCIL



"Really? I wasn't aware of that!"

"I gave up smoking.
My doctor said it
was a health risk."



Did you know...

- Leonardo da Vinci, Winston Churchill, Albert Einstein, Thomas Edison and General George Patton were all dyslexic.
- On every continent there is a city named Rome.
- Men blink half the number of times that women do.
- Saudi Arabia has no rivers.
- In the 1830s, ketchup was sold as medicine.
- When leaving a cave, bats always turn left.
- Animal crackers come in the shape of 18 different animals.
- In Switzerland it is against the law to slam your car door.
- You burn more calories sleeping than watching television.
- Americans eat about 18 acres of pizza a day.
- There are 86,400 seconds in day.
- Earth is the only planet not named after a pagan god.
- Scissors were invented by Leonardo Da Vinci.

Brain Teasers

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

1. RILATFONIT _____
2. OCIRATLABIN _____
3. APRIPR _____
4. FENITSAFIDERL _____
5. KERUBOAT _____
6. GARTOHREBSURC _____

Study: Mass transit needs mass investment to upgrade it to good condition

A study released by the Federal Transit Authority (FTA) shows an estimated cost of \$77.7 billion to bring the nation's mass transit systems into a state of good repair. The systems include bus and rail, with rail accounting for the largest portion of the billions needed. More than 40 percent of the nation's buses are in poor or marginal condition.

According to the study, an annual average investment of \$14.4 billion would be required

to maintain the status quo. The study is based on data provided by 36 rail and bus operators in rural and urban areas.

"Transit remains one of the safest forms of transportation, but this report shows the clear need to reinvest in our bus, subway and light-rail systems," U.S. Transportation Secretary Ray LaHood said. "As a nation, we must lead when it comes to infrastructure development and commit ourselves to rebuilding America." ■

U.S. roads get mixed grades

U.S. highways received mixed ratings from Reason Foundation's 19th Annual Highway Report. The recently released study showed reduced congestion and fatalities as positives. Fatalities are at their lowest level since the 1960s.

The data showed the nation's bridges are in their best condition in more than 25 years and traffic congestion is down to the lowest level

since 2000, with the percentage of congested urban Interstates dropping below 50 percent. Reason Foundation attributed the positive numbers partly to people driving less due to the recession. That decline has also helped slow pavement deterioration.

Negatively, the study pointed out that cost effectiveness of roadway management varies greatly state-by-state. ■

Groups aim to double asphalt pavement recycling

Doubling the amount of recycled asphalt within the next five years is the goal of several trade organizations and government agencies that recently signed a cooperative agreement. The groups already recycle about 150 million tons per year.

"Asphalt pavement is America's most recycled material," said Mike Acott, President of The National Asphalt Pavement Association (NAPA) and the Asphalt Recycling and Reclaiming Association (ARRA) were among the chief groups signing the agreement. "There are more than 18 billion tons of asphalt

pavement already in place on the roads, streets and highways of this country. These same roads that Americans use every day are also a resource that future generations can use. Our goal is to increase the rate of recycling even further."

ARRA Executive Director Mike Krissoff added: "Reclaiming and recycling asphalt roads brings America the best possible pavements while conserving precious natural resources. The members of both ARRA and NAPA are proud of the industry's long track record of delivering quality and value." ■

PLEDGING COMMITMENT

Groups start grassroots campaign to get Congress focused on infrastructure investment

In the past year, the Start Us Up! campaign has held five rallies and caravans of “idle equipment” in an effort to highlight economic conditions in the equipment industry and the need for substantial investment in the nation’s highways and water infrastructure. Now the groups behind the campaign are launching a new effort to get representatives to make those a top priority of the next Congress.

Known as the Infrastructure Campaign Pledge, it’s part of a grassroots effort led by The Associated Equipment Distributors (AED) and the Association of Equipment Manufacturers (AEM). The groups sent each candidate the pledge, giving them the opportunity, if elected, to publicly commit

The Infrastructure Campaign Pledge is part of a grassroots effort to get Congressional candidates to publicly commit to supporting federal investment in surface transportation and water infrastructure programs.

to supporting federal investment in surface transportation and water infrastructure programs.

The groups say such programs would create jobs, spur economic growth, ensure the country’s global competitiveness, protect public safety and the environment, and create a better quality of life for every American.

“The next Congress must lay a solid foundation for America’s growth and economic future, while creating a cleaner environment and a better quality of life for all,” said AED President and CEO Toby Mack. “Support for America’s infrastructure not only brings a bounty of long-term rewards, but yields immediate benefit by jump starting a struggling economy and creating much-needed jobs.”

List will be posted online

As candidates sign and return the pledge, their names will be added to a growing list of leaders who recognize that America’s future prosperity is directly tied to a modern infrastructure system, the groups said. For a complete list of current signatories and more information about the pledge, you can visit www.startusupusa.com/campaign_pledge.cfm

“The pledge communicates to candidates that we need action now on building needed infrastructure and boosting job creation,” said AEM President Dennis Slater. “Candidates for the 112th Congress must take the opportunity to demonstrate their commitment to building America’s future by signing the pledge. Those seeking to serve through higher office must lead the way in securing sorely needed investments for our roads, bridges and water systems.” ■



USED EQUIPMENT SPECIALS

Make/Model	Year	Hours	Price	Location
------------	------	-------	-------	----------

ARTICULATED HAUL TRUCKS

Volvo A35C	'01	5,116	\$96,500	Schofield, WI
Komatsu CD60R-1A	'99	2,597	\$59,500	Columbia, MO
Volvo A35C	'99	11,207	\$69,500	Eau Claire, WI
Volvo A35C	'97	12,709	\$69,500	Eau Claire, WI

EXCAVATORS

Deere 450C	'01	9,470	\$69,500	Franksville, WI
Gradall G660E	'90	4,074	\$7,200	Franksville, WI
Komatsu PC150LC-6	'00	6,941	\$39,500	Marengo, WI
Komatsu PC150LC-6	'98	9,246	\$39,500	Franksville, WI
Komatsu PC200LC-7	'05	3,921	\$82,500	Schofield, WI
Komatsu PC220LC-7	'05	1,978	\$119,500	Marengo, IL
Komatsu PC220LC-7	'02	6,623	\$88,500	Cape Girardeau, MO
Komatsu PC228UCLC-3	'01	4,587	\$75,500	Franksville, WI
Komatsu PC300LC-7LF	'04	5,166	\$154,500	Springfield, MO
Komatsu PC400LC-6	'03	3,648	\$155,000	Springfield, IL

MATERIAL HANDLER

Sennebogen 835M	'07	5,000	CALL	Bridgeton, MO
-----------------	-----	-------	------	---------------

COMPACTION, MILLING & PAVING

CAT 815	'79	3,916	\$48,000	Marengo, IL
Hyster Roller C747B	'01	3,498	\$14,500	Springfield, IL
Hyster Roller C747B	'06	2,412	\$14,500	Portage, IN
IR DD24	'04	2,151	\$15,000	Bolingbrook, IL
IR SP48	'86	4,087	\$22,000	Marengo, IL
IR SD105DX Compactor	'03	1,487	\$54,500	Franksville, WI
LeeBoy 8500	'96	2,837	\$22,500	Bridgeton, MO
LeeBoy 8500LD	'04	2,739	\$26,500	Bridgeton, MO
LeeBoy 8500HD	'06	2,721	\$43,500	Bridgeton, MO
LeeBoy 8510LD	'06	306	\$79,500	Springfield, IL
Rosco TRUPAC915	'05	481	\$39,500	Cape Girardeau, MO
Wirtgen W2200 (2.2m)	'07	2,069	CALL	Springfield, IL

SKID STEERS

Mustang MTL16	'05	2,349	\$23,000	Marengo, IL
---------------	-----	-------	----------	-------------

Make/Model	Year	Hours	Price	Location
------------	------	-------	-------	----------

DOZERS

Dresser 970	'90	25,687	\$49,500	Bridgeton, MO
Dresser TD15C	'93	4,175	\$17,500	Escanaba, MI
Dresser TD25G	'97	7,645	\$59,500	Eau Claire, WI
Komatsu D31E-20	'99	2,741	\$29,500	Escanaba, MI
Komatsu D61PX-15E0	'07	1,105	\$149,500	De Pere, WI
Komatsu D65EX-15	'04	5,697	\$99,500	Cape Girardeau, MO
Komatsu D65EX-15	'06	3,649	\$109,500	Palmyra, MO
Komatsu D65PX-12	'96	4,969	\$52,500	Cape Girardeau, MO

FORESTRY

Fabtek FT-133 Harvester	'00		\$90,000	Schofield, WI
Timbco 415D	'01		\$135,000	Schofield, WI
Timberjack 1270D	'05		\$210,000	Escanaba, MI
Ponsse Caribou	'99		\$58,000	Escanaba, MI
Deere 490E/Fabtek Head	'96		\$25,000	Escanaba, MI
Timberjack 608/Waratah	'98		\$49,000	Escanaba, MI
415EX Rolly II	'07		\$270,000	Eau Claire, WI

BACKHOE LOADERS

CAT 416C	'99	3,588	\$33,500	Marengo, IL
Komatsu WB150-2	'00	4,540	\$29,500	De Pere, WI

TRACK LOADERS

CAT 953C	'99	5,912	\$59,500	Marengo, IL
CAT 963C	'01	4,800	\$85,000	Marengo, IL

WHEEL LOADERS

(3) Komatsu WA250-5L	'08	>630	CALL	Franksville, WI
(2) Komatsu WA250-6	'09	>515	\$102,500	Franksville, WI
Komatsu WA500-6	'08	4,078	CALL	Bridgeton, MO
Komatsu WA600-1	'88	28,105	\$24,500	Palmyra, MO

MOTOR GRADERS

Lee Boy 685B	'07	45	\$93,500	DeForest, WI
Lee Boy 685B	'07	128	\$88,500	Springfield, IL

Financing available for qualified buyers.



SPRINGFIELD, IL
(217) 789-7711

PALMYRA, MO
(573) 769-2056

DE PERE, WI
(920) 532-0165

BOLINGBROOK, IL
(630) 739-7474

COLUMBIA, MO
(573) 814-0083

FRANKSVILLE, WI
(262) 835-2710

MARENGO, IL
(815) 923-4966

CAPE GIRARDEAU, MO
(573) 334-5252

SCHOFIELD, WI
(715) 355-9898

CARTERVILLE, IL
(618) 985-3399

ESCANABA, MI
(906) 786-6920

PORTAGE, IN
(219) 764-8080

EAU CLAIRE, WI
(715) 874-5400

BRIDGETON, MO
(314) 291-1330

DEFOREST, WI
(608) 842-4151

VISIT OUR WEB SITE FOR MORE USED EQUIPMENT:
www.rolandmachinery.com

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

Presorted Standard
US Postage Paid
C.P.I.

Change Service Requested

The Products The Support The Service

*Where
you need
them,*

*When
you need
them*

Michigan
Escanaba

Wisconsin
Schofield
Eau Claire
De Pere
Franksville
Deforest
Marengo
Bolingbrook

Illinois
Springfield
Palmyra
Columbia
Bridgeton
Carterville

Indiana
Portage

Missouri
Cape Girardeau



SPRINGFIELD, IL
(217) 789-7711

MARENGO, IL
(815) 923-4966

COLUMBIA, MO
(573) 814-0083

EAU CLAIRE, WI
(715) 874-5400

FRANKSVILLE, WI
(262) 835-2710

CARTERVILLE, IL
(618) 985-3399

CAPE GIRARDEAU, MO
(573) 334-5252

PALMYRA, MO
(573) 769-2056

SCHOFIELD, WI
(715) 355-9898

DE PERE, WI
(920) 532-0165

BOLINGBROOK, IL
(630) 739-7474

BRIDGETON, MO
(314) 291-1330

PORTAGE, IN
(219) 764-8080

DEFOREST, WI
(608) 842-4151

ESCANABA, MI
(906) 786-6920