

Industry Scoop

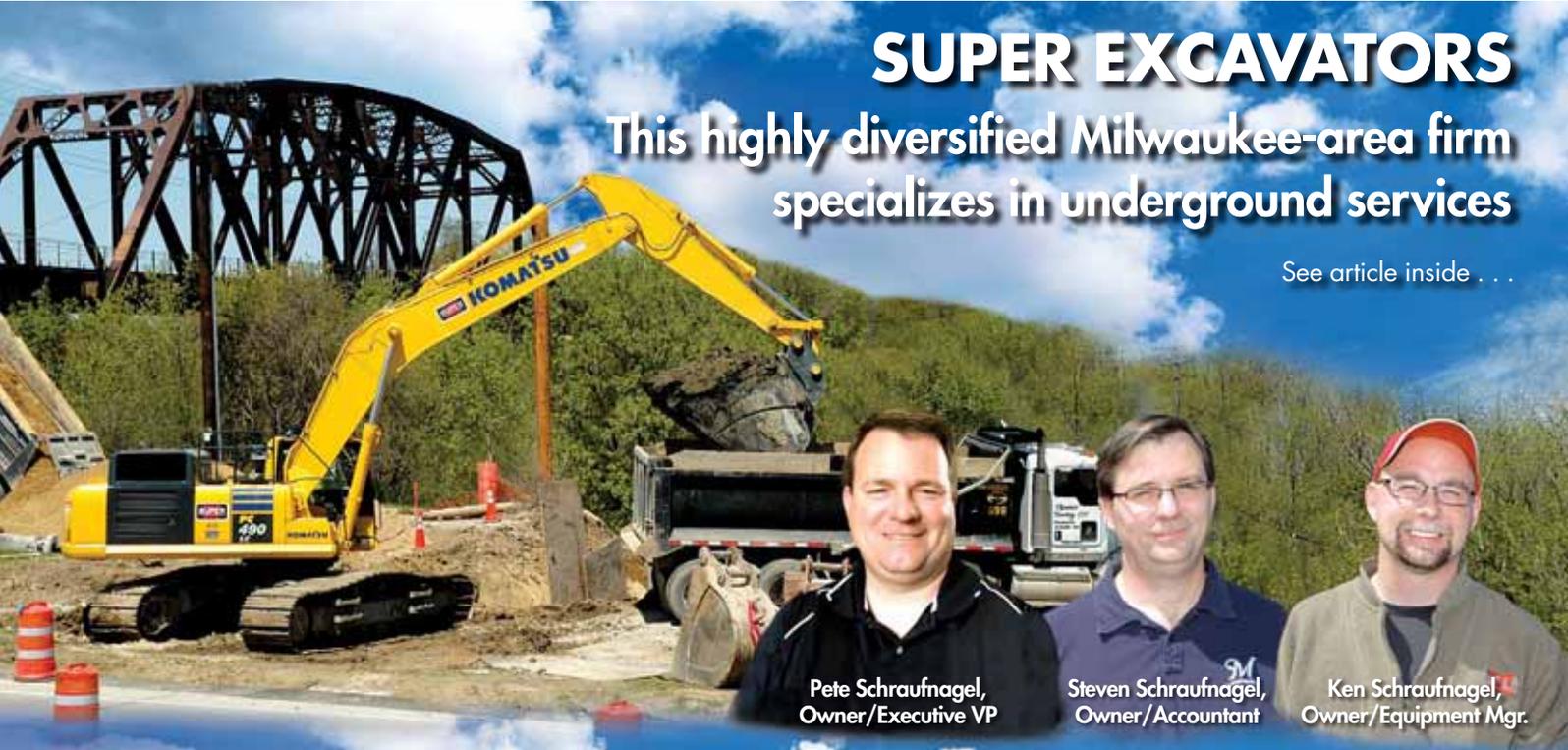


A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2013 NO. 2

SUPER EXCAVATORS

This highly diversified Milwaukee-area firm specializes in underground services

See article inside . . .



Pete Schraufnagel,
Owner/Executive VP

Steven Schraufnagel,
Owner/Accountant

Ken Schraufnagel,
Owner/Equipment Mgr.

P.H. BROUGHTON & SONS

After nearly a century in business, this Springfield, Ill., firm continues to evolve

See article inside . . .



John Broughton,
Co-owner

Perry Broughton,
Co-owner



A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Take time
to assess
your fleet**



Dear Valued Customer:

As the construction season and the weather heat up, we share a common goal with our customers — to help you keep your owning and operating costs low so you keep more of your hard-earned dollars. One way we do that is by providing top-of-line products and outstanding support.

We offer cost-effective solutions to meet your equipment maintenance needs, including scheduling downtime after hours and at your location. Our technicians are trained to do the work efficiently to maximize uptime. Staying on top of scheduled preventive maintenance will keep your machinery running longer and more productively.

Our technicians are also skilled at spotting items that may potentially lead to catastrophic failures. We can help you address those before they lead to more costly repairs down the road.

If you believe new equipment is in order, we carry top-of-line products from leading manufacturers, including Komatsu. In this issue of your *Industry Scoop* we highlight some of those products, and, of course, if you purchase a new Tier 4 Interim Komatsu machine, we'll provide complimentary factory-scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE. We'll also track your equipment through KOMTRAX and contact you to schedule these services at a convenient time, using genuine Komatsu fluids and parts.

If you choose to do repairs yourself, we have a large parts inventory on hand. Call and tell our parts department what you need, and we'll have it ready for you to pick up or we'll ship to your location.

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

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



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SUPER EXCAVATORS

This highly diversified Milwaukee-area firm specializes in underground services



Pete Schraufnagel,
Owner/Executive VP

When it comes to underground services, there's almost nothing that Super Excavators can't do and almost nowhere it won't go. You might find the Menomonee Falls, Wis., company doing open-cut sewer and water work in any southeastern Wisconsin municipality — or you might find it building a massive tunnel anywhere in North America.

"We follow the market and try to provide whatever service the client is looking for," said Pete Schraufnagel, one of three brothers who own and manage Super Excavators today. "My grandfather started the business as a plumbing company in 1950. Then he and my dad expanded into municipal sewer and water work. Through the years, we've added services to the point where today, in addition to utility work, we do "micro" and large-diameter (up to 24 feet) tunneling, and we own sister companies that offer grading, blasting and foundation work.



Steven Schraufnagel,
Owner/Accountant

"It would be great if we never had to travel beyond the neighborhood, but we do — especially for tunneling and other large-scale projects," he noted. "We're currently, or have recently been, in Ohio, Miami, Rhode Island, San Francisco, Minnesota and South Dakota. We go wherever the work is."

Super Excavators added the grading, blasting and foundation divisions primarily as a way to complement its excavation and underground expertise. It packages those services together to provide turnkey solutions for project owners.

"The idea is that we want to be able to do all facets of a job, or as much of it as we can, with our own personnel," said Steven Schraufnagel, who handles accounting for the family-owned company. "By doing it ourselves, we're better able to control price and schedule.

"The other factor in doing jobs with our own employees is quality," he added. "We think we have the best work force around. The average tenure of our pipelayers, operators, foremen, superintendents and project managers is probably 15-plus years. We have a core group of people who've worked for us for a long time, and they bring a tremendous amount of experience to every job. They're the backbone of our company and without them, we don't succeed."

Big jobs

Super Excavators has had a hand in many of Milwaukee's signature projects, including Miller Park and the Milwaukee Art Museum, as well as numerous subdivisions throughout the region. Currently, the company is working on two of the largest projects in its history.

"Near Cleveland, we're putting in a mile-long, 23-foot-diameter tunnel," Steve explained. "It will serve as a storage tank for stormwater and sanitary sewer during heavy rains to keep runoff out of area waterways."



Ken Schraufnagel,
Owner/Equipment Mgr.

Super Excavators does a significant amount of sewer and water work in southeastern Wisconsin, but also travels extensively for large jobs, including tunnel projects.





Super Excavators recently purchased this Komatsu PC490LC-10, which is at work here on a large road-improvement job (Mayfair Road) in Milwaukee. "We had a good demo with the PC490," said Equipment Manager Ken Schraufnagel. "That, plus Komatsu CARE, an excellent financial package and aggressive pricing, made it the clear winner in our eyes."

"The other is a Wisconsin DOT job here in Milwaukee," continued Pete. "We're redoing Mayfair Road, dealing with heavy traffic and existing utilities in a very tight time frame. It's not the kind of job every company wants to do, but with our crews and expertise, it's right up our alley."

Equipment and dealer support

Super Excavators has a large equipment fleet to help its crews accomplish big jobs like that in a timely, efficient manner. The company has a half dozen or so Komatsu excavators, including two new PC490LC-10s — one purchased and one on rent.

"We demo'd the Komatsu PC490 and it was as good as or better than the other top competitors," said Equipment Manager Ken Schraufnagel. "Then when you add in Komatsu CARE, where Roland takes care of service intervals for three years or 2,000 hours, plus an excellent financial package and pricing, it was clearly the way to go.

"Dealer support is very important to us," he added. "We want our dealer to be able to supply parts and service, along with anything else we need to be successful. We're confident in Roland's ability to take care of us. And because we travel extensively, we appreciate Komatsu's nationwide distributor network."

Flexibility a key to long-term success

Super Excavators and its sister companies employ about 175 people and should approach nearly \$100 million in total business volume in 2013.



Super Excavators rented this PC490LC-10 for a large tunnel project in Madison, Wis.

"Despite a sluggish national economy, we've had fairly substantial growth in recent years," said Steve. "We try to stay skinny in our overhead, but we're always willing to look for and invest in new opportunities that we think offer good long-term prospects for success."

"We can't fight the market and force things," observed Pete. "We try to anticipate where the market is going and prepare ourselves to be able to meet those needs — and that will continue to be our focus going forward. Tunneling, utilities, foundations, DOT work, housing — we can go many different directions. We think that flexibility will serve us well as we move ahead." ■

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AVAILABLE THROUGH ROLAND MACHINERY CO.

P.H. BROUGHTON & SONS

After nearly a century in business, this Springfield, Ill., firm continues to evolve

For the better part of a century, the Broughtons have been involved in the Springfield, Ill.-area construction scene. In 1921, Perry H. Broughton started a company that used horses to do railroad and highway work in central Illinois. His three sons, Bill, Bob and Donald, joined him after World War II — hence the name — P.H. Broughton & Sons. Today, Bill's sons Perry and John own and run P.H. Broughton & Sons with the help of Perry's son, Josh. They're also all owners of a sister company, Perry Broughton Excavating, whose President is Perry's wife, Rachel.

"It's a rather significant history and one we're proud of," said John. "There aren't many 92-year-old businesses that remain family-owned into a fourth generation." Added Perry, "Like our grandfather, father and uncles, John and I have done this our whole lives and we're hands-on owners. We're getting near what some people consider retirement age, but I don't see either one of us ever doing that. We enjoy what we're doing too much."

Both men get to as many jobs as possible each day. Perry takes care of equipment and day-to-day field operations while John reluctantly spends most of his time in the office, where he estimates, bids and handles finances. Josh runs the company's paving operations.

Between the two companies, the Broughtons offer a wide-range of construction services, including asphalt paving, concrete curb and gutter, site work, utilities, hauling and almost anything else. About 80 people work for P.H. Broughton & Sons and Broughton Excavating.

"We're indebted to our longtime employees, all of whom share our work ethic," said Perry. "P.H. Broughton and Broughton Excavating are separate companies but our employees work for

whichever one needs them on a particular day. That allows us to get jobs done efficiently and keeps our people earning paychecks, which they appreciate."

Vögele paver: "I love it"

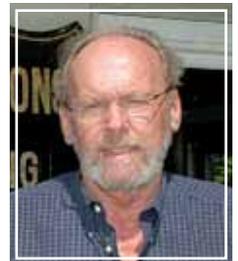
In recent years, P.H. Broughton & Sons has turned largely to Wirtgen Group equipment for its paving and related work. The company owns a Vögele 5200-2 paver, a Wirtgen W 200 milling machine, a Wirtgen SP 15 slip-form concrete curb machine and three Hamm rollers (HD 14, HD 90 and a 3307).

"Of course, we knew about Wirtgen mills, which are the industry leader, but the Vögele paver was not so well-known," said Perry. "This was going to be our first new paver in 15 years and we didn't want to make a mistake. So we spec'ed it out thoroughly, then demo'd it. When

Continued . . .



**Perry Broughton,
Co-owner**



**John Broughton,
Co-owner**

This P. H. Broughton & Sons crew uses a Wirtgen SP 15 slip-form paver to lay concrete curb at the entrance to the Springfield, Ill., airport.



P.H. Broughton & Sons considering adding more services

... continued

everything looked good, we pulled the trigger and bought it. We've had it for three years now, and we're very pleased with it."

"I love it," said Josh, who runs the paving crew. "It's easy to run, so an operator can quickly become proficient on it. We're able to use our

Josh Broughton (left), who runs the P.H. Broughton & Sons paving operations, meets with Roland Machinery Sales Rep Chris Ingram. "Chris and everybody at Roland and Wirtgen have provided excellent support and training on our Wirtgen, Vögele and Hamm products," said Josh.



P.H. Broughton & Sons owns this Vögele 5200-2 paver (below) and three Hamm rollers. "It's easy to run, has great electronics and puts down an excellent mat," said Paving Superintendent Josh Broughton of the paver. "When I talk about our Vögele, I know I sound like an advertisement, but I can't say enough good things about it."



preferred screed with it and one guy can run that. The electronics are a cinch. Most important, it puts down an excellent product. I sound like an advertisement, but it's the truth. I can't say enough good things about our Vögele paver.

"The other products are outstanding too," he added. "The SP 15 has a powerful trimmer head and we're able to use the molds we already had, which was a huge cost savings. And the oscillating Hamm rollers help us reach density when other rollers struggle with it."

"All the equipment is well-designed and easy to work on," noted Perry. "And with the combination of Roland Machinery and the Wirtgen Group, we get outstanding support. Wirtgen is truly committed to their products. They provide great training and they stand behind their machines. From our Roland Sales Rep Chris Ingram right up through (President) Matt Roland, we know everybody at Roland Machinery is always going to be there for us."

New services coming?

The brothers say they're pleased with the size of their companies and don't expect to get much bigger. However they may add more services such as crushing and recycling.

"We never really intended to be as big as we are, it's just the way things have developed," said Perry. "But we'll always consider new opportunities. Our philosophy is, if we don't grow a little every year, we can become stagnant, and we never want to be that."

John and Perry are proud of what they and their ancestors have accomplished in the industry, but when asked what's made them successful, they were at a loss. "I don't know. Are we successful John?" Perry asked. And John's answer, "We're still here and we're doing what we want to do. I guess that's success."

"We're old-school," Perry added. "Work is not just a way to make money and earn a living until we can retire. It's who we are. That's how we were raised. We have other interests too, but we like this. We have good employees. We do quality jobs. We work with friends and family. As long as it remains fun, we'll be around. Maybe we'll have a big party when the company hits 100 years in 2021. That will be a good milestone." ■



EARL ROLAND

The founder of Roland Machinery passes away at age 90

Earl Roland, Roland Machinery's founder and longtime chairman, passed away recently at the age of 90.

Mr. Roland started his equipment-industry career in 1944 at the age of 21, following military service during World War II. He began as a salesman, then assumed management positions for several companies before starting McElroy-Roland Machinery with a partner in 1958. Based in Springfield, Ill., the company was the International Harvester distributor for 46 counties in central Illinois.

Today, Roland Machinery serves all or part of five states (Illinois, Wisconsin, Missouri, Indiana and Michigan) from 15 branch locations. It is one of the largest Komatsu distributors in the United States, and also represents many other leading manufacturers, including the Wirtgen Group (Wirtgen, Vögele, Hamm and Kleemann products), SENNEBOGEN and LeeBoy.

"We've grown substantially since my grandfather started the company more than 50 years ago, and the reason we've been able to do that is because of the groundwork he laid," said Roland Machinery President Matt Roland. "He took great pride in representing top manufacturers, but the most important thing for him was to treat everybody fairly and honestly and to always be there for his customers. Our company's commitment to providing top customer support started with Earl Roland and he passed that on to my dad and me."

Mr. Roland retired from operational activities in 1982 and sold the company in 1987. However, he found he missed the business, so in 1994, he returned as an investor/consultant. Then in 1998, Earl and his son Ray purchased all the outstanding stock and reacquired Roland

Machinery. Today, Ray serves as Chairman of Roland Machinery and his son, Matt, is President.

Although Mr. Roland had not been active in the day-to-day running of the business in many years, he did remain involved with the company. He designed and oversaw construction of new Roland Machinery branch facilities in Bridgeton (St. Louis) and Palmyra, Mo.; Franksville (Milwaukee) and De Pere (Green Bay), Wis.; Bolingbrook and Marengo, Ill.; Portage, Ind.; Columbia, Mo.; and Escanaba, Mich.

"He was also a resource," said Matt Roland. "He was forward-thinking and an excellent businessman with great integrity. To the end, he was interested in future services Roland needed to provide for its customers.

In addition to his successful business career and family life, Mr. Roland donated much of his time and resources to charities such as Contact Ministries. He also was a strong supporter of his alma mater, Hannibal-LaGrange University, in Hannibal, Mo., which named its Fine Arts Center and Library for him.

He is survived by his wife, Ruth, three sons, 10 grandchildren and seven great-grandchildren. ■

Earl Roland, a co-founder of McElroy-Roland Machinery in 1958, attended the Roland Springfield Branch Customer Appreciation Fish Fry last October.



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AN EASY WAY TO SAVE MONEY

For a better bottom line, Komatsu says shut your machine off rather than idle it

Have you ever heard an operator say, "It costs more to shut my machine down and restart it than it does to just keep it running."? It's a common misconception that actually costs machine owners in terms of fuel and excessive machine wear.

"Idling is often a habit that's been part of the equipment user's culture for years," said Ken Calvert, Komatsu Director of Product Support Systems. "Komatsu wants to change that culture, so for nearly two years we've worked to raise awareness of the costs and consequences associated with excessive idling. In nearly every case, it would be better to shut the machine down when it's not in production."

Here's an example. Studies show the industry average idle time is almost 40 percent. That means if a machine is traded in at 10,000 hours, the owner really only got 6,000 hours of actual production from that unit. If the machine hadn't idled those other 4,000 hours away, the owner could have continued to use it for another two years or so, or could have gotten a much better trade-in price at 6,000 hours rather than 10,000.

To counteract that waste, Komatsu launched a wide-ranging "No Idle Initiative" in 2012, working with about 1,200 Komatsu users to show them tangible ways to lower idle time.

"Much of the program was geared toward operators, because they are on the front lines when it comes to how much a machine idles," said Bob Post, Director of Marketing. "We wanted to raise their awareness so they understand excessive idling can be detrimental in several ways. It puts unnecessary hours on a machine, which means faster service intervals, increased wear and tear, and warranty hours that expire faster. Excess idling can ultimately lower resale

value because a machine may have hundreds even thousands of extra hours on it."

Aiming for 20-percent reduction

The main goal of the No Idle Initiative was a 20-percent reduction compared to participants' previously measured idle times. Each participant received promotional materials, such as hats and key-chain tags, to raise awareness of the campaign.

Using KOMTRAX remote machine-monitoring technology on Tier 3 and Tier 4 Interim machines, Komatsu tracked overall hours and idle time. Monthly reports showed participants' progress during the four-month campaign.

"KOMTRAX provides a host of valuable information, such as fuel consumption, machine location and functions," said Calvert. "Those are all very good tools to help customers track their equipment, but one indicator that's often underutilized is productive versus nonproductive hours. KOMTRAX shows equipment owners their machine hours and the percentage of those

Continued . . .



To help equipment users save money and get more from their equipment, Komatsu launched a "No Idle Initiative" that encouraged equipment users to shut their machines off when they're not producing.

KOMTRAX tracks machine idle time and more

... continued

hours at idle. Owners can use that information to train operators in practices that will lower unproductive hours."

(L-R) Dennis Gray, Roland Machinery Manager, Warranty & Technical Assistance, presented Ort Inc. President/Owner Donny Ort with a "Best of the Best" plaque as Roland Territory Manager Dan Christensen and PSSR Randy Mouser observe.



Dennis Gray, Roland Machinery Manager, Warranty & Technical Assistance, (left) presented Brookfield Resource Management, Inc./Wilkins Rebuilders Supply with a "Most Improved" award. Accepting the award are (L-R) Brookfield General Operations Manager John Costello and Wilkins President Josh Wilkins, as Roland Territory Manager Dave Cruise looks on.



Roy Perstrop, Bates Utility Co. Equipment Maintenance (center), accepts a "Most Improved" plaque from Roland PSSR Les Cosgrove (left) and Dennis Gray, Roland Machinery Manager, Warranty & Technical Assistance.



(L-R) Dennis Gray, Roland Machinery Manager, Warranty & Technical Assistance, presented a "Most Improved" award to Merryman Excavating, Inc. Equipment Manager Wade Lindstrom and Operations Manager Chris Noe, with help from Roland PSSR Andy Waller.



(L-R) Roland Machinery Territory Manager Tom Elam and PSSR Darin Caho stand by as Dan Peebles of Ag Drainage Inc. (parent company of C&L Tiling) accepts a plaque from Dennis Gray, Roland Machinery Manager, Warranty & Technical Assistance.



Kenny Lehman, President/Owner of Lehman Construction Co. (center) accepts a plaque from Dennis Gray, Roland Machinery Manager, Warranty & Technical Assistance, (left) and Roland Columbia, Mo., Parts/Service Manager Kirk Funkenbusch.

Komatsu recognized 284 of the 1,200 participants as "Most Improved" for showing a 20-percent or more reduction from their baseline idling rate for at least two months. Of those, Komatsu named a "Top 20" for showing the highest percentage reduction in idling. In another category, 69 participants achieved "Best of the Best" by reducing their overall idle time to 15 percent or less. Winners in the Top 20 and Best of the Best were invited to a special Demo Days event at Komatsu's Training & Demonstration Center in Cartersville, Ga. They were honored during a special ceremony and invited to be part of a panel discussion about their experiences and success in reducing idle time.

"We consider this 'socially responsible marketing,'" said Post. "What that means is showing customers ways they can save money and put more dollars in their pockets. At the same time, it raises a level of awareness when it comes to the environment. Less idle time means less fuel used, resulting in lower emissions."

Calvert added, "The reaction to and result of the No Idle Initiative exceeded our expectations. We experienced success from an awareness standpoint, but more important, most participants saw tangible results. It was really a story of empowerment and economic benefit for equipment users. They took control of reducing idle time, and greatly helped their bottom lines."

A goal of less than 10 percent

Like the participants in the No Idle Initiative, other Komatsu users with Tier 3 and Tier 4 Interim machines can receive a complimentary, detailed, monthly report with easy-to-read charts and graphs. Included are key items, such as how a machine's idle time compares with the average of all machines Komatsu tracks.

"A simple graph shows owners if their machines are above, below or average, compared to the national average," said Calvert. "Zero idle time is probably unrealistic, because there are situations, such as cold-weather work and machine start-up, that require it. But, even those times can be drastically cut. Ultimately, we want users to have less than 10-percent idle time. A proactive approach and vigilance in tracking machines using technology such as KOMTRAX can easily achieve that goal." ■

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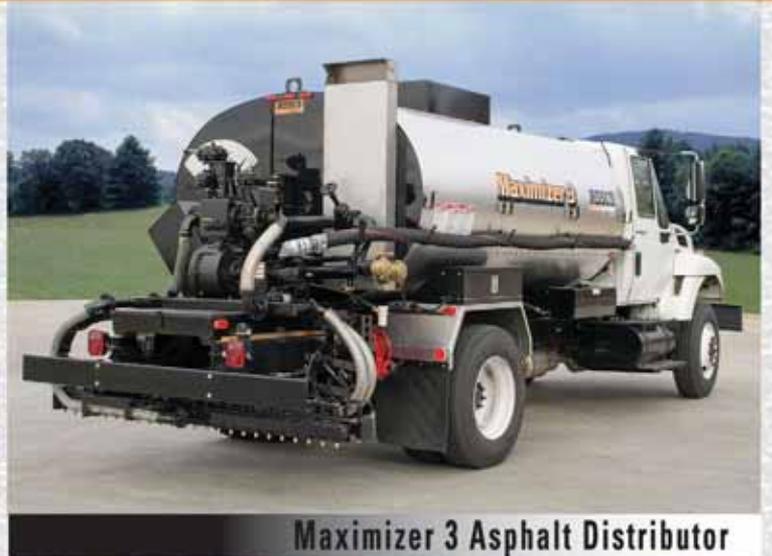
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MILE MARKER MILESTONES

Lincoln Highway, Federal Highway Program hit century mark

This year marks a milestone in U.S. road transportation history with the 100th anniversary of the Lincoln Highway. Formally dedicated in October of 1913, the Lincoln Highway was not only the nation's first cross-country automobile road, but the first national memorial to President Abraham Lincoln.

The Lincoln Highway became known as "The Main Street of America" as it spanned across the United States, running east to west from Times Square in New York to Lincoln Park in San Francisco. Though its route has been changed numerous times throughout the past 100 years, the Lincoln Highway has passed through more than 700 cities and towns in 14 states. Counting its original route and realignments through the years, the Highway has totaled 5,869 miles.

This year marks the 100th anniversary of the Lincoln Highway, which was the first east-west, cross-country automobile road. It ran from Times Square in New York to Lincoln Park in San Francisco and was an inspiration for the future Interstate highway system.

The century mark of the Lincoln Highway comes just a year after the Federal Highway Program reached its 100th year. It was established in August of 1912 by President William Taft when he signed the Post Office Appropriations Act, creating the first federal-aid post road program. The Act allocated \$500,000 to improve roads for mail delivery, and became a model for the Federal Aid Road Act of 1916, which officially established the federal highway program.

Inspired by the Good Roads Movement of the time, which advocated for better transportation systems than dirt and gravel roads, The Lincoln Highway proved so successful that it in turn inspired other road development. Cities and businesses along the Lincoln Highway saw great economic benefits, leading others to seek new roads in their areas. Subsequent routes included the Yellowstone Trail, the Dixie Highway, Jefferson Highway and Victory Highway.

All became well-known, but probably none more so than the famous Route 66. Immortalized in song by the likes of The Rolling Stones, Chuck Berry and others, and portrayed in a popular television show in the early 1960s, Route 66 has also been dubbed "The Main Street of America" and "Mother Road."

Established in 1926 and covering nearly 2,500 miles from Chicago to Los Angeles, Route 66 passed through Illinois, Missouri, Oklahoma, Texas, New Mexico, Arizona and California. Those along its path also saw economic benefit, even during the Dust Bowl and Great Depression of the 1930s.

Spark for Interstate system

Perhaps the Lincoln Highway's greatest inspiration though was sparking the idea





The nation's Federal Highway Program turned 100 last year, and the U.S. continues to work to rehab, rebuild and construct new roads. Today's annual spending on such projects is near what the entire Interstate system cost to build.

of the nation's Interstate highway system that covers more than 46,000 miles. Not long after the Lincoln Highway was established, a Lt. Col. named Dwight Eisenhower set off west from Washington, D.C., as part of the Army Transcontinental Motor Convoy in 1919. It connected with the Lincoln Highway in, of all places, Gettysburg, Pa., in July.

While the highway was an improvement on older roads, it still wasn't anywhere close to the standards of roads that have been built during the past century. Those who traversed the Lincoln Highway in its early days could attest to its potential perils and pitfalls. A 1916 written guide suggested it might take up to a month to drive the entire route, and without many services along the way, camping equipment was recommended. Gas stations were few and far between, and it was recommended that motorists carry shovels, chains and various other items. If they encountered water in an area where there was no bridge, the guide suggested wading in to determine its depth before driving through.

Eisenhower and the Army convoy faced those obstacles as well as others. After two months of tough going, the convoy finally reached its destination in San Francisco. Along the way,

heavy military vehicles got stuck in the mud and broke through bridge decks. Tales of the experience helped spur county bond issues in some places that supported better highway construction.

The trip also convinced Eisenhower that a better national highway system was necessary, although it would be many years before his vision would come to fruition. When he saw Germany's Autobahn during World War II, he realized what the U.S. needed, and eventually pushed for the Interstate system during his presidential campaign in 1952.

"The obsolescence of the nation's highways presents an appalling problem of waste, danger and death," said Eisenhower during the campaign. "A network of modern roads is as necessary to defense as it is to our national economy and personal safety."

Two years into his second term as President, he signed into law the Federal-Aid Highway Act that would lead to what's now known as the Dwight D. Eisenhower National System of Interstate and Defense Highways. It turns 57 this year.

The first contract awarded was for work on Route 66, which would become Interstate 44.

Continued . . .

Miles added, taken away during the past century

... continued

Final cost estimates, done in 1991, put total construction of the Interstate system at close to \$130 billion, with 90 percent of the funds coming from the federal government.

Annual spending now near entire Interstate total

Today, annual spending on road construction is in the billions. The latest highway bill, MAP-21 (Moving Ahead for Progress in the

21st Century), passed and signed into law last summer, invests \$40 billion for the current fiscal year, and another \$41 billion in the next, which begins October 1 and ends September 30, 2014.

MAP-21 includes \$12 million each year that supports new pavement technologies, sustainable pavement and improvement in pavement design, maintenance and construction. It replaces the previous highway bill that expired in 2009, leading Congress to fund road and bridge construction through short-term continuing resolutions.

Moving forward, Congress is already working to craft the next bill that funds highway construction. In addition to federal dollars, revenue streams such as private investment are being encouraged. That's how the Lincoln Highway got its original funding.

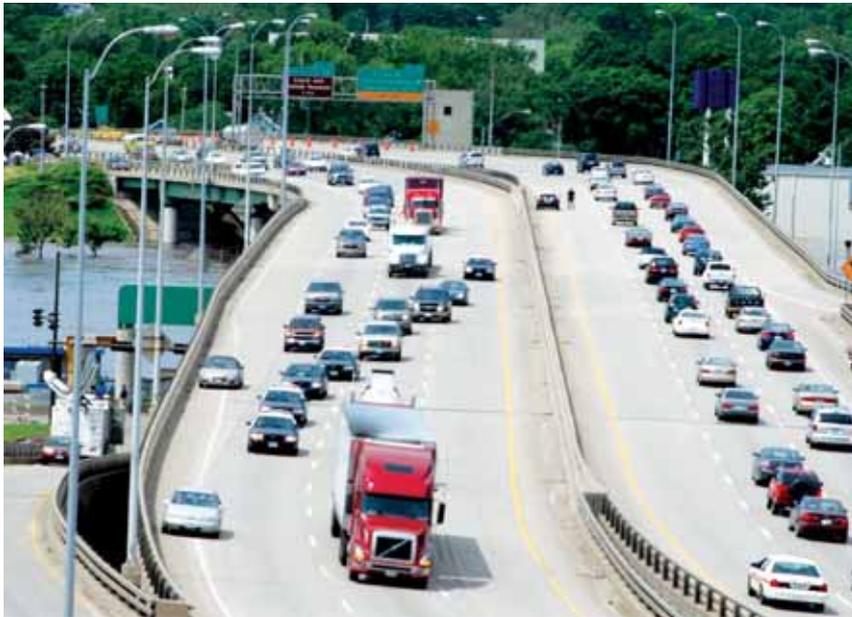
Contributors included Theodore Roosevelt and Thomas Edison, both friends of Carl Fisher, an "automobile entrepreneur" who envisioned a transcontinental highway. He wanted a coast-to-coast rock highway to be completed by May of 1915, estimating the cost to be about \$10 million and began pushing for it in 1912. In July of 1913, the Lincoln Highway Association was established to further promote funding. The organization still exists.

Celebrations planned

The first section of the Lincoln Highway — from Newark, N.J., to Jersey City, N.J. — was completed and dedicated in December of 1913. Of course, thousands of miles have been added during the last 100 years, and hundreds of miles have been removed during improvements.

Roads also became numbered, dropping names such as the Lincoln Highway and Dixie Highway. Much of the Lincoln Highway became U.S. Highway 30, and portions of Interstate 80 now follow the path of the Lincoln Highway.

This summer, the Lincoln Highway Association plans to celebrate the 100th anniversary with a tour. Groups will start in New York and San Francisco, meeting at the route's midpoint in Kearney, Neb. An international motor tour featuring classic cars is also planned for this summer. ■



Today's Interstates and other highways are vast improvements over the Lincoln Highway and other early roads designed for automobiles. Passed in 1956, the Dwight D. Eisenhower National System of Interstate and Defense Highways turns 57 this year.

Portions of Interstate 80, which ends near the west end of the Bay Bridge in San Francisco, follow the path of the Lincoln Highway.



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- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

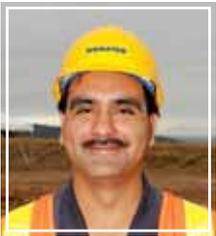
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VERSATILE NEW WHEEL LOADERS

With standard parallel linkage, WA270-7 and WA320-7 provide benefits of two machines in one



Armando Najera,
Product Manager

Having one machine that offers the capacity and capabilities of two is a distinct advantage on construction sites. Komatsu's new WA270-7 and WA320-7 wheel loaders provide that, along with improved fuel efficiency compared to their predecessors.

"The Parallel Z-bar linkage of the previous PZ models is now standard on the new WA270-7 and WA320-7, so they replace both the previous Dash-6 models," explained

Product Manager Armando Najera. "The linkage provides an increase of up to 10-percent lift force compared to the older PZ models. Combined with that increased lift force is a significant increase in bucket breakout force, which greatly improves digging performance. The new loaders have all the advantages of the previous models in a more efficient package that meets Tier 4 Interim requirements."

Smart features reduce brake, tire wear

Like other Tier 4 Interim loaders, the new wheel loaders have Komatsu's SmartLoader Logic, which functions automatically, providing optimal engine torque in all applications. SmartLoader Logic decreases engine torque when the loader isn't working hard, providing greater fuel savings.

"The WA270-7 and WA320-7 have hydrostatic transmissions (HST)," said Najera.

"The HST drivetrain delivers dynamic braking, meaning it slows the loader down when the accelerator is released, so brake wear is virtually eliminated. That makes them ideal in start-and-stop types of work, such as material transport in sewer and water and construction jobsites, as well as for pallet loading."

Additional improvements include an automatic traction-control setting, which adjusts traction to ground conditions, virtually eliminating slipping in slick conditions,

Komatsu's new WA270-7 loader and its big brother, the WA320-7, do the work of two machines in one, using standard parallel linkage that makes them ideal for a variety of applications.





Brief Specs on the Komatsu WA270-7 and WA320-7

| Model | Net Horsepower | Operating Weight | Bucket Capacity |
|---------|----------------|--------------------|------------------|
| WA270-7 | 149 hp | 28,836 lbs. | 2.5-3.5 cu. yds. |
| WA320-7 | 165 hp | 33,731-33,984 lbs. | 3.7-4.2 cu. yds. |

The new Komatsu WA270-7 and WA320-7 (shown here) wheel loaders feature Komatsu’s SmartLoader Logic, which provides optimal engine torque in all applications, as well as hydrostatic transmissions and automatic traction-control that virtually eliminate brake and tire wear.

saving tire wear and making it simpler for the operator. An S-mode setting is also available for very slippery conditions, such as snow removal.

Improved cabs

Komatsu improved the operator platforms with lower front glass and a redesigned dashboard for better visibility, and added a standard, rearview camera for increased awareness. Machine features with function-mode settings can be set from the comfort of the operator’s seat through the large monitor panel.

“Operators can also adjust third-spool hydraulic flow to attachments through the LCD monitor panel,” said Najera. “Because these machines replace previous standard and PZ models, running a variety of

attachments, such as different buckets, lift and hay forks, sweepers and many others, will be commonplace. The biggest difference between the two new models is really in terms of the lifting capacity needed, as well as how much space the user has at the jobsite.

“Komatsu designed these loaders with features to maximize productivity,” he added. “Another way we do that in our Tier 4 Interim machines is by backing them with Komatsu CARE, which provides complimentary service for the first three years or 2,000 hours by trained distributor technicians. We encourage anyone who’s considering good all-around loaders, to test the WA270-7 and WA320-7. We believe users will find them the most productive and efficient in their size classes.” ■

PC490LC-10

From Komatsu - The Excavator Experts



The Komatsu PC490LC-10 provides more power, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

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GENERATION NEXT

Komatsu introduces new PC390LL-10 log loader that makes a tough business a little easier

Logging is a tough business. It's tough on equipment and can be tough on an operator. So loggers are always looking for something that can make the job a little easier. That's where the new Komatsu PC390LL-10 log loader comes into play.

"Whether shovel logging, loading trucks, processing logs or sorting them on a mill yard, operators want a comfortable and productive machine," said Komatsu Forest Marketing Director Kurt Moncini. "That's what they get with the new PC390LL-10."

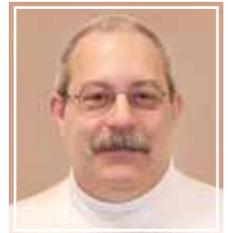
The PC390LL-10 is the first in a new, upgraded line of Tier 4 Interim Komatsu log loaders. Komatsu started with a PC390LC-10 excavator base that features higher horsepower yet lower fuel consumption compared to its Dash-8 counterpart. As with all Dash-10s, it comes standard with KOMTRAX and is covered by the industry-leading Komatsu CARE package of complimentary scheduled maintenance services for three years or 2,000 hours.

"On top of those standard Dash-10 machine features, we've also made a number of forestry-specific modifications to the PC390LL," noted Moncini. "They include a swing system and undercarriage components from the next-size larger excavator, a PC490, as well as an upgraded revolving frame and final drive.

"Another big change loggers are noticing is our new Komatsu-designed forestry cab," he added. "It's quieter and more comfortable, thanks to the standard Komatsu cab fit-and-finish, but with stronger doors, windows and guarding for maximum durability."

The new unit is available with a Komatsu-designed, live-heel forestry boom with Komatsu cylinders. These features are designed to improve machine durability and performance.

"We had this machine out on a demo with two different logging companies in two separate states recently, and received extraordinarily positive feedback on it," Moncini reported. "We heard many strong comments regarding the cab, controllability and smoothness, the track power and slope performance, and, of course, the fuel efficiency. In fact, one of the loggers demo'ing it liked it so much, he is considering purchasing it. That kind of response makes us very excited to get the machine out to other logging operations so they can see the Komatsu Forest difference for themselves." ■



Kurt Moncini,
Komatsu Forest
Marketing Director

Brief Specs on the Komatsu PC390LL-10

| Model | Operating weight | Net Hp | Reach |
|------------|------------------|--------|---------|
| PC390LL-10 | 107,000 pounds | 257 hp | 42 feet |

The new PC390LL-10 from Komatsu Forest is the first in a line of upgraded Tier 4 Interim log loaders. It offers higher horsepower, lower fuel consumption and a host of operator safety and comfort features.



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TIME-SAVING TECHNOLOGY

Contractor gets to grade, builds levees faster with Komatsu/Topcon GPS combination

Pruss Excavation is a third-generation family business that does all types of site work, grading and land leveling, including building and capping landfills. Much of its work also centers around water and how to control it.

"My dad started the business in 1968, and I came on-board in 1972," Jim Pruss recalled. "At the time, we did mostly ag-related work, basically making land more farmable through improved drainage and soil-conservation practices. We continue to do farm work, but through the years we've branched out considerably."

"Today, we still perform many drainage-type jobs, building lagoons, wetlands, and dams," said his son, Matt, who joined his dad full time in 2001. "Recently, we've done a substantial amount of levee work for the Corps of Engineers."

Recent Corps projects to rebuild and strengthen the levee system along the Missouri River following flood damage in 2011 have been the company's main focus during the past two years. Pruss Excavation completed a three-mile section earlier this year and is currently building two one-mile-long stretches, moving about 1 million yards of material in the process.

To complete the levee projects, Pruss Excavation added manpower and equipment. Pruss turned to its local Komatsu distributor to augment its fleet with several rented Komatsu machines and Topcon 3D-MC² GPS units, including Tier 4 Interim D65PX-17 and D65WX-17 dozers, which come plug-and-play ready for GPS grading technology.

"We're longtime proponents of Topcon GPS grading, because it's proven to us to be the best technology in the marketplace," said Matt Pruss, noting that Pruss Excavation uses a twin antenna system with its Topcon grading units. "We've used GPS grading for more than a decade, starting with another brand before switching to Topcon several years ago. It's very user-friendly and a time and money saver. In most cases it cuts finish-grading time in half. On these levee jobs, it's probably saved us weeks, if not months of time."

"It's excellent," stated Operator Tavis Trujillo. "I've been grading with Topcon for about five years, and it's very easy to use. I like that I can quickly manipulate the model in the field, if necessary. Topcon certainly makes a difference when it comes to speed and accuracy." ■

Pruss Excavation uses Topcon GPS grading equipment and Komatsu dozers as part of its levee rebuilding projects. "We're longtime proponents of Topcon GPS grading because it's proven to us to be the best technology in the marketplace," said Vice President Matt Pruss. "On these levee jobs, it's probably saved us weeks, if not months of time."



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ADDED-VALUE MACHINE TECHNOLOGY

VP: Komatsu's "intelligent" machines are about to get even smarter

QUESTION: During the past few years, Tier 4 Interim standards were implemented across the lineup of construction and mining machinery Komatsu offers. What are the results?

ANSWER: Our Tier 4 Interim implementation has been highly successful, with improved quality across the board. Komatsu made a conscious effort to go beyond just meeting the mandated emissions-reduction standards. Through customer input and our own research and development, we built upon the already-proven and productive features of our previous Tier 3 equipment. Our extensive engineering and field testing helped us design and manufacture Tier 4 Interim machines that not only lower emissions, but significantly reduce fuel consumption. According to the millions of accumulated hours and the resulting data, we are confident these new models carry on Komatsu's tradition of durability and reliability.

Part of ensuring a machine continues to be productive and reliable throughout its life cycle is taking a proactive approach to service. With Tier 4 Interim, we introduced our Komatsu CARE complimentary maintenance program, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, as well as two Komatsu Diesel Particulate Filter (KDPF) exchanges. Factory-certified distributor technicians do all the work, using genuine Komatsu parts and fluids. Distributors track machines through our innovative KOMTRAX system, and as services come due, they contact the customer to set up a convenient time to perform the work.

QUESTION: What's the next step?

ANSWER: As we did with Tier 4 Interim machines, we're building from already-proven

Continued . . .



Erik Wilde,
Vice President ICT
Business Division and
Product Marketing

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.

Erik Wilde's responsibilities range from planning and marketing of new products and technologies to developing the necessary training and support materials to ensure their successful launch. That includes new technology built into Komatsu machinery, including Intelligent Machine Control (iMC), such as 3-D machine-control systems. Last year, Komatsu formed an iMC team that provides customer support for machine technology and supports the training and development of Komatsu distributor capabilities in this field.

Wilde has been involved in the transformation to more intelligent and productive machinery during his 16 years with Komatsu. He started in 1997 in the service side of the business, directly supporting customers in positions such as area service manager for Komatsu Mining Systems. After several years in service, he moved into a position as an excavator product manager and, in 2004, he became Director of Product Marketing, which has since evolved to his current role.

"Komatsu's proven yet cutting-edge technologies save customers time and money by making them more efficient and productive, resulting in better profitability," said Wilde. "Innovations like these add value for our customers and, when bundled with excellent support by our distributors, I believe this value-proposition truly sets us apart."

New technology improves owner's bottom line

... continued



platforms in telematics with added machine intelligence. We're really excited about expanding on our Intelligent Machine Control solutions or iMC. Several years ago, we started developing integrated control systems for construction products, or as they're sometimes known, 3-D grade-control systems, offered by companies such as Topcon. Currently we provide factory-fitted Topcon "plug-and-play" systems on the D51 through D155 and have local options for Trimble-compatible systems. With the full system installed, people recognize these dozers by the mast that's mounted on the blade and the wires that run from the chassis to the blade-mounted mast.

Soon, customers will see Komatsu machines with integrated 3-D control that doesn't require

Erik Wilde, Komatsu Vice President ICT Business Division and Product Marketing, said extensive field testing and research and development of Komatsu's Tier 4 Interim machines helped Komatsu build machines that met emissions standards while increasing productivity and efficiency and lowering fuel consumption. He expects similar results when Tier 4 Final machines begin rolling out soon.



Construction companies are used to seeing machines with GPS grading systems that have masts attached to the blade and external wiring. Komatsu will soon introduce D61EXi-23 and D61PXi-23 dozers that eliminate those items, with control built into the machine.



those external items. Komatsu is introducing D61EXi-23 and D61PXi-23 dozers that have integrated sensors in the cylinders and a rooftop antenna. Inside the cab is an easy-to-use operator interface that not only brings up the design files but interacts with the machine's system controls, including blade control and tractive-effort management. As with the Tier 4 Interim machines, we have extensive customer field testing that shows improved productivity and efficiency, which reduce owning and operating costs and add value. The feedback has been phenomenal.

QUESTION: Are you working on other new technology?

ANSWER: We're always looking to innovate. Like Komatsu, our customers are on the cutting edge when it comes to technology. They're more mobile than ever before, and with that in mind, we'll soon release a KOMTRAX app for smart phones and tablets that lets customers access critical machine data without having to carry a computer. In addition, quick links to their distributor will automatically connect users to their KOMTRAX coordinator, sales, parts and service representatives, simply by clicking on icons.

It's just part of KOMTRAX's continued evolution. In its earliest days, KOMTRAX offered basic information, such as hours and machine location. Through the years, it's become an even more valuable fleet-management tool that provides comprehensive information, including how a machine is being used, its productive hours versus idle time, fuel consumption, eco guidance that provides operators tips for reducing fuel, and a host of other offerings.

QUESTION: What's on the horizon for Komatsu?

ANSWER: Tier 4 Final regulations, which further reduce emissions, actually begin this year with compact equipment and will start to be implemented on 175- to 750-horsepower machines in 2014. In 2015, machines in the 76- to 174-horsepower range will need to transition. Komatsu's Tier 4 Final platform will be based on our proven Tier 4 Interim solutions and will deliver on our commitment to quality and reliability. By 2018, we will have completely refreshed our fleet. ■



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SEEKING A LONG-TERM STRATEGY

President's transportation plan sheds light on needs for infrastructure investment



Stephen E. Sandherr,
Chief Executive Officer
of the Associated
General Contractors

This article is a response by Stephen E. Sandherr, CEO of the Associated General Contractors of America, to the release of President Obama's Infrastructure Investment Plan.

Stephen E. Sandherr, Chief Executive of the Associated General Contractors says the President's call for more infrastructure investment is good, but he should also focus on long-term solutions to eliminate funding shortfalls.

President Obama is right to continue to focus on the nation's significant, and growing, infrastructure needs. As he noted in his State of the Union address, the condition of many of the nation's aging bridges, highways, and other essential infrastructure is unacceptably poor.

And he is absolutely right to point out the need to identify sources of revenue for transportation investment, including from the private sector.

We look forward to working with the administration as it acts on the key measures in the President's plan that were already authorized by last year's transportation law and require no additional legislation, including the federal infrastructure loan program known as TIFIA, and cutting the length of regulatory reviews by at least 50 percent.

There is no reason it should take federal officials nearly a decade on average to decide

whether to allow or deny new infrastructure projects, for example.

While we are encouraged by the President's consistent focus on infrastructure, we hope the administration will expend as much energy identifying ways to address the long-term funding challenges that threaten significant cuts in federal transportation investments over the coming years. Instead of just focusing on one-time investments, we need to address an estimated \$76 billion in federal transportation funding shortfalls projected during the next six years.

That is why we will work with congressional leadership and administration officials to craft long-term transportation measures that address funding shortfalls. The ultimate goal must be to craft reliable multi-year legislation that puts us on a path to repairing and expanding the nation's transportation infrastructure so it can continue to support robust economic growth for years to come. ■



ICUEE-The Demo Expo slated for October 1-3

The biennial ICUEE-The Demo Expo will be held October 1-3 at the Kentucky Exposition Center in Louisville. It features the latest equipment, technologies and services for utility professionals and contractors in the electric, telecommunications, cable, sewer/water and natural gas sectors. Professional certification courses will also be available.

For the first time, the expo will be co-located with the Asset Management Symposium, which targets industry issues, including equipment finance, telematics, fleet metrics and Tier 4 engine emissions. A Fleet Management Exhibits Pavilion is slated for the exhibit floor, showcasing the latest fleet management software. ■

Studies show dramatic costs of highway underfunding

A Congressional Budget Office report projects the Highway Trust Fund will be bankrupt by Fiscal Year 2015, and will see an annual shortfall of \$92 billion by 2023 without new revenue streams to sustain it. The current highway bill, MAP-21, expires at the end of FY 2014.

According to an Associated Equipment Distributors study, a deficit of more than \$365 billion will accrue during the next 23 years with no new funding, and a Texas Transportation Institute study found that wasted time and fuel due to congestion cost Americans more than \$121 billion in 2011. ■

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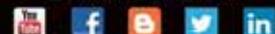
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**KOMATSU
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Komatsu D155AX-6, '07, 6,011 hrs\$279,500

PAVING

| | |
|-----------------------------------|----------|
| Gomaco Commander III, '03..... | \$69,500 |
| LeeBoy 1000D, '03, 1,475 hrs..... | \$19,500 |
| LeeBoy 850HD, '00, 2,081 hrs..... | \$19,500 |

MILLING

| | |
|--|-----------|
| Wirtgen W60, '08, 628 hrs..... | \$144,900 |
| Wirtgen W60 Rumbler, '11, 400 hrs..... | \$240,000 |
| Wirtgen W600, '03, 2,403 hrs..... | \$77,500 |
| Wirtgen W2000, '03, 2,996 hrs..... | SCALL |
| Wirtgen W2000, '96, 9,346 hrs..... | SCALL |
| Wirtgen WR2000, '11, 334 hrs..... | SCALL |
| Wirtgen W2100, '04, 8,373 hrs..... | SCALL |

OFF ROAD TRUCKS

| | |
|---------------------------------------|-----------|
| Komatsu HD465-5, '02, 17,763 hrs..... | SCALL |
| Komatsu HD465-5, '02, 17,599 hrs..... | SCALL |
| Komatsu HD465-5, '02, 17,268 hrs..... | SCALL |
| Komatsu HD465-7, '04, 27,827 hrs..... | \$145,000 |
| Komatsu HD785-5, '01, 22,508 hrs..... | SCALL |
| Komatsu HD785-5, '01, 25,415 hrs..... | SCALL |

ROCK DRILLS

| | |
|---------------------------------|-------|
| Atlas Copco ROC F9-11, '10..... | SCALL |
|---------------------------------|-------|

SHREDDERS, TROMMELS

| | |
|------------------------------------|-----------|
| Doppstadt SM720, '09, 235 hrs..... | \$185,000 |
| Doppstadt SM726, '09, 257 hrs..... | \$225,000 |

DOZERS

| | |
|---|-----------|
| Cat D4D, '72..... | \$7,000 |
| Cat D5H LGP, '93, 9961 hrs..... | \$54,500 |
| Cat D8N, '87..... | \$78,000 |
| Dresser TD8E, '81..... | \$13,000 |
| Komatsu D51PX-22, '08, 2,436 hrs..... | \$129,500 |
| Komatsu D61PX-15EO, '12, 431 hrs..... | \$199,500 |
| Komatsu D65EX-12, '94, 11,473 hrs..... | \$49,500 |
| Komatsu D65EX-17, '12, 1,340 hrs..... | \$229,500 |
| Komatsu D65PX-12, '95, 12,077 hrs..... | \$29,500 |
| Komatsu D65PX-15EO, '06, 3,199 hrs..... | \$146,500 |
| Komatsu D65PX-15EO, '07, 4,200 hrs..... | \$120,000 |
| Komatsu D65PX-15EO, '08, 5,372 hrs..... | \$127,500 |
| Komatsu D85-12, '78..... | \$24,500 |
| Komatsu D155AX-5, '03, 6,809 hrs..... | \$224,500 |
| Komatsu D155AX-6, '07, 6,011 hrs..... | \$279,500 |
| Komatsu D275AX-5, '03, 23,015 hrs..... | \$129,500 |

COMPACTION

| | |
|--|----------|
| Bomag BW130AD, '88..... | \$3,900 |
| Bomag BW205AD, '02, 3,520 hrs..... | \$34,500 |
| Cat C8534C, '98, 5,086 hrs..... | \$26,500 |
| Hamm HD8, '07, 395 hrs..... | \$18,500 |
| Hamm HD8, '07, 515 hrs..... | \$18,500 |
| Hamm HD14VV, '09, 2,027 hrs..... | \$32,500 |
| Hamm HD90 Ozyy, '04, 4,300 hrs..... | \$54,500 |
| Ingersoll Rand DD16, '00, 2,006 hrs..... | \$9,500 |
| Tramac TR21A Plate (PC160)..... | \$7,500 |

AIR CURTAIN DESTRUCTORS

| | |
|-----------------------------------|----------|
| Concept Products CP2000, '05..... | \$13,500 |
|-----------------------------------|----------|

FORESTRY

| | |
|---|-----------|
| Cat 534 Forwarder, '10..... | \$135,000 |
| Norco Puma 220, '11, 78 hrs..... | SCALL |
| Norco Puma 612, '11, 57 hrs..... | SCALL |
| Timbco 415D/Risley, '00, 8,629 hrs..... | \$120,000 |
| Timbco 415FX, '09, 2,400 hrs..... | \$310,000 |
| Timbco 425EXL/Quadco Hotsaw, '06..... | \$225,000 |
| Valmet 415EX/Rolly II, '05, 10,092 hrs..... | \$145,000 |
| Valmet 840.2, '05, 6,600 hrs..... | SCALL |
| Valmet 840.3/8, '06, 9,592 hrs..... | \$180,000 |
| Valmet 840.3/8, '08, 10,006 hrs..... | \$190,000 |
| Valmet 860.4, '12, 1,640 hrs..... | SCALL |
| Valmet 860.4, '12, 1,273 hrs..... | SCALL |

WHEEL LOADERS

| | |
|---------------------------------------|-----------|
| Case 621D, '02, 6,822 hrs..... | \$59,500 |
| Cat 920, '73, 7216 hrs..... | \$7,000 |
| Cat 980C, '86, 7216 hrs..... | \$59,000 |
| Cat 980G, '98, 26,583 hrs..... | \$89,500 |
| Komatsu WA200-5, '05, 617 hrs..... | \$97,500 |
| Komatsu WA250-1, '95, 17,158 hrs..... | \$29,500 |
| Komatsu WA320-6, '08, 3961 hrs..... | \$126,500 |
| Komatsu WA350-1, '89, 13,117 hrs..... | \$27,500 |
| Komatsu WA380-6, '09, 7,120 hrs..... | \$109,500 |
| Komatsu WA400-5L, '04, 7,169 hrs..... | \$94,500 |
| Komatsu WA450-6, '07, 7,355 hrs..... | \$196,500 |
| Komatsu WA500-7, '12, 2,696 hrs..... | SCALL |

EXCAVATORS

| | |
|---|-----------|
| Deere 200LC, '97, 12,791 hrs..... | \$32,500 |
| Deere 225C LC RTS, '06, 1,884 hrs..... | \$107,500 |
| Deere 350DLC, '07, 5,837 hrs..... | \$124,500 |
| Deere 350DLC, '07, 5,276 hrs..... | \$124,500 |
| Deere 350DLC, '07, 6,514 hrs..... | \$124,000 |
| Gradall XL4100, '08, 3,749 hrs..... | \$180,000 |
| Kobelco SK400LC Mark IV, '97..... | \$38,500 |
| Kobelco SK480LC, '05, 11,858 hrs..... | \$54,500 |
| Komatsu PC780U-6, '04, 4,085 hrs..... | \$44,500 |
| Komatsu PC88MR-8, '09, 1,195 hrs..... | \$92,500 |
| Komatsu PC138USLC-8, '09, 2,363 hrs..... | \$104,500 |
| Komatsu PC138USLC-8, '09, 2,583 hrs..... | \$104,500 |
| Komatsu PC150LC-6, '99, 6,800 hrs..... | \$32,500 |
| Komatsu PC160LC-7, '03, 5,277 hrs..... | \$64,500 |
| Komatsu PC160LC-7, '03, 4,397 hrs..... | \$69,500 |
| Komatsu PC160LC-7, '03, 3,778 hrs..... | \$67,500 |
| Komatsu PC160LC-7, '05, 2,920 hrs..... | \$89,500 |
| Komatsu PC200LC-7, '05, 3,447 hrs..... | \$129,500 |
| Komatsu PC200LC-8, '06, 4,617 hrs..... | \$132,500 |
| Komatsu PC220LC-6, '06, 11,821 hrs..... | \$39,500 |
| Komatsu PC220LC-8, '06, 9084 hrs..... | \$96,500 |
| Komatsu PC220LC-8, '09, 4,020 hrs..... | \$149,500 |
| Komatsu PC300LC-7, '06, 9,377 hrs..... | \$94,500 |
| Komatsu PC300LC-7EO, '06, 6,271 hrs..... | \$109,500 |
| Komatsu PC400LC-6LM, '03, 8,760 hrs..... | \$72,500 |
| Komatsu PC400LC-6LM, '02, 10,834 hrs..... | \$72,500 |
| Komatsu PC400LC-7, '04, 9,350 hrs..... | \$108,500 |
| Komatsu PC400LC-7, '04, 10,300 hrs..... | \$99,500 |
| Komatsu PC400LC-7, '04, 12,499 hrs..... | \$84,500 |
| Komatsu PC400LC-7LF, '04, 4,995 hrs..... | \$139,500 |
| Komatsu PC400LC-7EO, '06, 9,833 hrs..... | \$109,500 |
| Komatsu PC600LC-6, '99, 9,634 hrs..... | \$79,500 |
| Komatsu PC600LC-7, '04, 8,449 hrs..... | \$177,500 |
| Komatsu PC600LC-7, '05, 10,328 hrs..... | \$214,500 |
| Komatsu PC600LC-7, '05, 4,265 hrs..... | \$379,500 |
| Volvo EC460, '04, 10,746 hrs..... | \$69,500 |
| Volvo EC460, '05, 10,958 hrs..... | \$69,500 |

GRADERS

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|--|-----------|
| Komatsu GD655-3C, '06, 1,866 hrs..... | \$159,500 |
| Komatsu GD655-3EO, '09, 1,287 hrs..... | \$189,500 |

WATER EQUIPMENT

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|--------------------------------------|-----------|
| Komatsu HM300-2, '06, 6,500 gal..... | \$275,000 |
| Komatsu HM400-2, '07, 8,000 gal..... | \$395,000 |
| Sterling LT7500 Water Truck..... | \$74,500 |



Komatsu D65EX-12, '94, 11,473 hrs\$49,500



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