

# Industry Scoop



A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2014 NO. 2



## **RAMS CONTRACTING**

This Milwaukee-area firm uses stakeless-grading technology to excel on site and road jobs

Tammy Ristow,  
Owner and  
President

## **GUNN CONSTRUCTION**

A "happy" accident leads to more than a half century of success for this Camp Point, Ill., firm



Jerry Gunn,  
Owner

Jeff Gunn,  
Owner

## A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Construction  
industry  
continues to  
improve**



Dear Valued Customer:

When the recession hit a few years ago, construction was one of the hardest hit industries. It's been a slow climb, but recently the industry has seen significant improvements, especially in housing. Construction employment continues to rise, and nonresidential markets are showing gains as well. We're optimistic that these trends will continue, and hopeful that Congress will pass legislation that continues to fund transportation infrastructure by the time the current highway bill expires in September.

Last year, Komatsu introduced the first intelligent dozer, which drew rave reviews. Because these models were so well received, Komatsu has significantly expanded its *intelligent Machine Control* family. In this issue of your *Roland Industry Scoop*, you can read about three new models that are available and provide good options for a variety of applications.

You can also read about the new PC88MR-10, the first Komatsu product to meet Tier 4 Final regulations. The PC88 remains a popular choice among those who use compact, tight-tail-swing excavators because it provides exceptional production and lift capacity in close quarters where larger machines are not an option.

In this issue's Industry Standards article, we will show you how Komatsu has met the stringent Tier 4 Final regulations on machines with 75-horsepower engines or more. As with Tier 4 Interim equipment, new Tier 4 Final products will also be covered by Komatsu CARE. Under the program, our technicians perform complimentary scheduled services for the first three years or 2,000 hours.

Of course, we can take care of all your service needs, including older-model Komatsu machines and equipment from our other manufacturers, as well as the competitive brands we do not carry. Remember, staying on top of maintenance keeps your equipment productive and provides maximum uptime during the busy construction season.

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

Sincerely,  
ROLAND MACHINERY CO.

Matthew L. Roland  
President

# Industry Scoop



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Published by Construction Publications, Inc., for



[www.rolandmachinery.com](http://www.rolandmachinery.com)

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# RAMS CONTRACTING

## This Milwaukee-area firm uses stakeless-grading technology to excel on site and road jobs



**Tammy Ristow,**  
Owner and  
President

When it comes to stakeless grading, few, if any, companies have the experience and expertise of Lannon, Wis.-based RAMS Contracting. Each and every excavator, dozer and grader in the company's equipment fleet is equipped with GPS technology.

"Topcon has told us we're the biggest GPS user in the Midwest," said RAMS Owner and President Tammy Ristow. "We don't put a single stake in the ground and haven't for many years. After our first experience with GPS grading, the benefits were obvious, so we went into it full speed ahead."

RAMS is a full-service contracting firm. The company offers clearing, grading, excavation and demolition services throughout the greater Milwaukee area.

"We specialize in road work and commercial site development – both as the prime contractor and as a sub," said Ristow. "We're a well-established company with a good reputation, and we pride ourselves on delivering high-quality jobs to our customers every time. We also hold certifications for

DBE (disadvantaged business), SBE (small business), MBE (minority business) and WBE (woman-owned business), so we can help other contractors meet the required certification goals on federal projects, as well as many state and local jobs."

Depending on the workload, RAMS employs 25-45 people. Key staff includes Professional Engineer Fred Hartzheim, Estimators Eric Warden and Todd Ormiston, Field Superintendent Josh McDonald and Consultants John Christiansen and Steve Ristow.

### Fine tolerance specialists

During the past 30 years, RAMS has been involved in many significant Milwaukee projects, including General Mitchell Airport, Bradley Center, Petit National Ice Center and the Milwaukee Art Museum. A couple of years ago, the company completed site work for Westlawn Gardens for the City of Milwaukee Housing Authority. Current projects include a 3.5-mile widening and reconstruction of Highway 83 in Waukesha County.

Largely because of its GPS expertise, RAMS also builds many athletic fields. Currently, the company is working on the West Allis Athletic Complex Soccer Fields, located in West Allis, Wis.

"Athletic fields typically call for a 2-inch crown, and it can be very time consuming to be that precise on a large field," explained RAMS Professional Engineer Fred Hartzheim. "We're in demand on those jobs because we have Millimeter GPS, which enables us to perform fine tolerance work by machine rather than by hand, as most of our competitors have to do. Using Millimeter GPS, combined with our experience in building



(L-R) Professional Engineer Fred Hartzheim and President Tammy Ristow work with Roland Sales Rep Ben Stanisch on equipment matters.



RAMS Contracting recently acquired this Komatsu D61i *intelligent Machine Control* dozer and quickly put it to work on a Highway 83 reconstruction job in Waukesha County. "It pushes well and works great," said Foreman Rod Wilson. "We did our cut-to-fill with it, and the GPS was right on."



athletic fields, means we can usually do them faster and better than anybody else."

"We carry that same expectation of perfection onto all of our jobs," said Ristow. "For some companies, when they get to within 2 or 3 inches, their attitude seems to be, 'it's close enough for dirt work.' Well, that's not close enough for our customers – or for us. Our goal is zero tolerance."

### **Komatsu's intelligent Machine Control D61i**

RAMS' newest machine is a Komatsu *intelligent Machine Control* D61i dozer that was purchased through Roland Machinery's Sales Rep Ben Stanisch.

"Two years ago, Roland and Komatsu actually brought us a D61i prototype to try," recalled Ristow. "Based on our experience with GPS technology, we could immediately see the advantages of having the GPS integrated into the machine rather than added on. We made a couple of suggestions for improvement, and they took our advice, which impressed me as well. Our operators who use the D61i rave about it. Beyond the automatic operation, they're amazed at how much it can push."

"The biggest advantage of the D61i's integrated system over a traditional add-on system is it eliminates cable issues," said Hartzheim. "With a cable and mast, operators

can have connection problems because the cable is always flopping around. Eventually, the cables just wear out and have to be replaced. It's the same with the bearings in the pole. With the D61i, we anticipate lower maintenance and repair costs and higher uptime. It's a sweet system."

"Technology like the D61i allows us to do our work faster and more efficiently," said Tammy Ristow. "We are smart about how we work and want to stay a step ahead of the competition. That's why we have the D61i. It's the next generation in grading technology, and we like to be at the forefront."

### **Future looks bright**

As for the future, Tammy Ristow says RAMS Contracting is definitely in a growth mode.

"We've increased revenues about 10 times from what they were when I purchased RAMS in 2005," said Tammy. "We expect to have a significant jump this year and hope to increase substantially beyond that in the years to come. As long as the economy continues to tick up, I'm optimistic about our prospects." ■

# GUNN CONSTRUCTION

## A “happy” accident leads to more than a half century of success for this Camp Point, Ill., firm



**Jerry Gunn,**  
Owner

At age 75, most guys are well into retirement. A round of golf, on a cart of course, is about as much physical activity as they care to do. But not Jerry Gunn. At 75, Jerry still works every day, and he’s not working in an air-conditioned office either. He spends most of his days on construction sites, which he’s developing from the seat of a bulldozer.

Jerry and his son Jeff are the second- and third-generation owners of Gunn Construction, based in Camp Point, Ill., near the Mississippi River community of Quincy. The company performs site grading, parking lots, culverts, road work and crane work for customers in and around Camp Point.

“We offer a wide range of work -- almost all of it within a one-hour radius of home,” said Jerry. “My dad, James Gunn, started the business almost by accident – a happy accident as it turned out. Shortly after World War II, he bought 60 acres of ground and needed to clear some brush off of it, so he bought a little dozer. That’s when his farming neighbors started coming around to see if he’d be willing to do some dozer work for them. It just grew from there.”

Jerry joined his dad in 1957, and Jeff joined Jerry in the business in 1978.

“We’re a small company,” said Jeff. “We have anywhere between three and four employees

who work with us, and Dad and I do the estimating. We’ve been around this area long enough that everybody knows who we are, so most of our work is for repeat customers. Frankly, in our small footprint, we’d better have repeat customers. Without them, we probably wouldn’t be in business for very long.”

“The key to being in business for half a century is doing quality work for a fair price and treating people honestly,” added Jerry. “When we leave a job, we make sure it’s done right, it looks nice and the customer’s happy. That’s especially important in a small community like ours. If you don’t do quality work or don’t treat people right, word gets around and your reputation suffers. At Gunn Construction, our name is on the business, and our reputation as a quality contractor is important to us.”

### **Crane and site work specialists**

Through the years, Gunn Construction has done a lot of jobs in the area.

“In addition to our grading and site-work services, we provide crane work, much of it for grain elevators in the area,” said Jeff. “We used to do municipal work, but not so much anymore. We also used to have a concrete division, but we closed that a number of years ago. We’ve been able to stay busy performing crane and site work, including culvert installation, in recent years.”

During the past decade or so, Gunn Construction has worked on several projects for Dot Foods, the largest food-redistribution firm in the United States, which is headquartered in nearby Mt. Sterling, Ill.

“Dot has experienced significant growth, and we’ve been fortunate to complete a lot of the grading for its expansion projects,” said Jeff. “Typically, those jobs consist of preparing a site then bringing in fill material and compacting it.”



**Jeff Gunn,**  
Owner

This pond and recently completed levee for a residence in Quincy, Ill., are examples of Gunn Construction’s work.



## Komatsu machines are “nearly bullet-proof”

For its site-work projects, Gunn Construction relies primarily on Komatsu machines from Roland Machinery Company in Palmyra, Mo. The company owns a PC210LC-10 excavator and a D39PX dozer.

“We like to run nice, late-model equipment, so we trade in our Komatsus every few years for new models,” said Jerry. “This is probably our fourth Komatsu excavator and our fourth dozer. Each one has been a little heavier, stronger and smoother than the one before. Fuel efficiency has also improved with each new model.

“I’m a dozer guy at heart, and I love the D39,” he added. “It has a slant nose and a forward cab, so visibility is great, and the performance is outstanding. I can almost blade off as smooth with it as I can with a motor grader. It’s a sweet machine and a pleasure to run.”

“The reason we stay with Komatsu is because the machines are nearly bullet-proof,” said Jeff. “We have virtually no problems with them, and when we have an issue, our Roland Sales Rep Darrell Eisenberg and Palmyra Service Manager Jim Seals do a great job of getting us back up and running quickly. Roland is Johnny-on-the-spot when it comes to support, and that’s really important to us.”

“We’ve dealt with Roland Machinery for many years, going back to when my dad bought an International Harvester dozer from Earl Roland, who started Roland Machinery,” Jerry recalled. “They’ve always been a good dealer and have treated us very well through the years.”

## Work together as a team

Having a family business can be a challenge, but both Gunns say it’s been good for them.

Jerry said, “I grew up in the business, and so did Jeff, and we work together very well. For example, we’ll both work up bids on a job, then compare them to see if we’re in the same ballpark. Two heads are better than one. It’s a good check and balance.” Jeff added, “Working with your dad can get a little testy, but we’re well past the hollering stage. We’re a team. We’ve been doing this for so long, we know what the other is going to think or do, so there aren’t many surprises.”



Owner Jeff Gunn runs Gunn Construction’s new Komatsu PC210LC-10 excavator at a job in Quincy, Ill.



Gunn Construction Owner Jerry Gunn pushes dirt with a Komatsu D39 dozer. “I love the D39,” said Jerry. “I can almost blade off as smooth with it as I can with a motor grader.”



(L-R) Gunn Construction Owners Jerry and Jeff Gunn meet with Roland Machinery Sales Rep Darrell Eisenberg. “Darrell and everybody at the Roland Palmyra (Mo.) branch do a great job of getting us good equipment and keeping it up and running,” said Jeff.

As for the future, Jeff says Gunn Construction will play it by ear.

“We’re very happy at our present size. We stay busy, and we like what we do. I’m going to be 55 soon, and I’ve already told my dad that I’m not going to work as long as he has. I have a step-son who’s worked with us, and it’s possible he might want to come onboard after college. If so, great. If not, eventually, I’ll start sizing things down. But that’s still many years away. In the meantime, we’ll just keep doing what we do as long as our customers want us to keep coming back.” ■

# Atlas Copco and Roland Machinery

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# KEEP ALL OPTIONS OPEN

## Report highlights HTF shortfall, need to find alternative revenue streams

In February, the Congressional Budget Office (CBO) updated its biannual projections of the Highway Trust Fund (HTF) cash flow, estimating that the HTF will run out of money before MAP-21, the 2012 highway funding bill, expires on September 30, 2014.

The CBO also said that HTF revenues (gas tax, diesel tax, etc.) will fall more than \$100 billion short of the amount needed just to keep annual highway investment at current levels (roughly \$40 billion) over the next six years.

The CBO analysis confirms the findings of last year's Associated Equipment Distributors (AED) study on the HTF. The 2013 study, which was commissioned by the association and conducted by researchers at William and Mary's Thomas Jefferson Program in Public Policy, found that the HTF deficit will amount to \$365.5 billion by 2035. The report also proposed bold solutions: increasing the gas tax to 25 cents per gallon and indexing it for future inflation, which would raise \$167 billion more than current baseline spending requirements during the next two decades.

"The CBO report is no surprise," said AED Vice President of Government Affairs Christian Klein. "This is just another in a series of countless wake-up calls about the highway funding crisis. Unfortunately, lawmakers are continuing to hit the snooze button. That simply can't continue. There's too much at stake for the economy and the construction industry."

As the newest CBO numbers indicate, it is vital that our nation's leaders act now to maintain the HTF's solvency. House Transportation & Infrastructure Chairman Bill Shuster, R-Penn., stated he would not pursue a federal gas tax hike and would instead favor a vehicle-miles traveled (VMT) fee to support the federal

highway program in the upcoming highway reauthorization debate.

A VMT fee has been studied at the state level, and most experts agree that the best long-term solution for the HTF is to tie revenue to road usage, not fuel consumption. But it is unclear how such a federal program would be structured given privacy concerns. Experts also point out that it would take considerable time to implement a VMT system and that money wouldn't start flowing in quickly enough to address the HTF's immediate needs.

AED commends Chairman Shuster for proposing options to ensure the HTF's long-term solvency and also believes all options must remain on the table to ensure our nation's transportation networks have the resources they need to create jobs, grow the economy and ensure America's competitiveness for generations to come. ■

**A Congressional Budget Office (CBO) projection estimates the Highway Trust Fund will run out of money before MAP-21, the 2012 highway funding bill, expires on September 30, 2014. AED is encouraging lawmakers to keep options open regarding increased revenues and solid solutions to long-term HTF funding.**



**Christian Klein,**  
AED Vice President  
of Government  
Affairs



# CONEXPO RECAP

## Nearly 130,000 see latest innovations in construction equipment, technology at industry's premier event

CONEXPO-CON/AGG attracted nearly 130,000 visitors during its five-day run at the Las Vegas Convention Center, marking the second-largest attendance in the equipment exhibition's history. The number of attendees increased significantly compared to 2011, which was the last time the triennial event was held. Only CONEXPO 2008 had a larger number of people in attendance.

A record 31,000 international attendees came for the show, which also set a new mark for

Educational seminars gave attendees valuable information about best practices and technology that could make them more efficient, productive and profitable. Industry professionals, such as Komatsu's Jason Anetsberger, Product Manager, Intelligent Machine Control, conducted the sessions.



Komatsu personnel were available to answer visitors' questions.



exhibitor space and exhibitors. Indoor and outdoor displays totaled more than 2.3 million net square feet, with 2,000 exhibitors on hand. CONEXPO-CON/AGG was co-located with the International Fluid Power Exposition (IFPE), which added more than 161,000 square feet of exhibit space and 400 exhibitors.

"CONEXPO-CON/AGG and IFPE 2014 reflected the feeling of momentum that's building in the industry," said IFPE Show Director Melissa Magestro. "We are industry-run shows that put industry needs first; these show numbers are a testament to the value that attendees, exhibitors and other stakeholders derive from participating in the event."

Komatsu had one of the largest display areas, showcasing 24 construction, forestry and forklift products that fit the theme of "Innovative, Intelligent, Integrated."

Komatsu displayed its family of *intelligent Machine Control* (iMC) dozers that feature integrated machine control technology. A dedicated theater presentation showed how iMC dozers provide automatic grading from rough-cut to finish grade without using traditional add-on masts and cables. User testimonials highlighted the advantages of iMC dozers, such as automatic blade control and reduced track slip for more efficient and effective dozing.

"We introduced our first iMC dozer about a year ago, and the feedback has been extremely positive," said Rich Smith, Vice President ICT Business Division and Product Marketing. "CONEXPO is a good place to introduce the newest *intelligent Machine Control* dozers, as well as our extensive list of other new products."

Komatsu also presented its new third-generation Hybrid HB215LC-2 excavator. In 2008,



Komatsu showcased 24 machines in its 40,000-square-foot exhibit space. It also had an iMC theater (right) and an area devoted to KOMTRAX, Komatsu CARE, parts and ReMarketing.

Komatsu introduced the first hybrid excavator and has since sold more than 2,500 worldwide.

“CONEXPO provides a tremendous opportunity for owners, operators and other construction personnel to see the latest in equipment and the technology that’s driving the industry forward,” said Rod Schrader, Komatsu Chairman and CEO. “CONEXPO allows us to show how Komatsu is refining machines to transform the workplace of the future.”

Komatsu introduced several new Tier 4 Final products, including dozers (D155AX-8 and D65EX-18), excavators (PC490LC-11, PC240LC-11, PC88MR-10 and PC55MR) and an HM300 articulated dump truck. It also displayed a Tier 4 Final engine, so attendees could see the innovative way Komatsu meets emissions standards while providing greater machine efficiency. Komatsu’s Tier 4 Final engine technology builds upon the strength of its proven Tier 4 Interim foundation, integrating Selective Catalytic Reduction (SCR) that further reduces NOx emissions.

Additional excavators, wheel loaders, an HD605-7 rigid dump truck, a PC390LL-10 track log loader and an FH45-1 hydrostatic forklift rounded out the displayed equipment. Presentations throughout the show; a large video screen with Komatsu information

*Continued . . .*



Komatsu displayed the technology behind its Tier 4 Final engines, including the selective catalytic reduction components (inset) that reduce emissions to near zero.

# Komatsu products: "Innovative, Intelligent, Integrated"

... continued

## CONEXPO Conversations



**Jeff Jordheim,** Co-Owner, East & West Excavating, Fargo, N.D. "This is my second CONEXPO. I come to see the new products and learn from what's here."



**Alan Wright,** Vice President, Clearwater Utilities and ClearPave Construction, Houston, Texas. "We wanted to see the latest equipment. We get busy with our projects in the field, and this was a good time to come out and spend a day or two to see what's new."



**Shane McDonald,** Owner/President, AGR Contracting, Monroe, Wash. "I've learned a lot about Komatsu's intelligent Machine Control on the dozers. We own a mixed fleet, but this iMC really sparks my interest."

and testimonials; a parts, Komatsu CARE, ReMarketing and KOMTRAX information area; and a merchandise store were all part of the company's 40,000-square-foot exhibit space.

### More than 1,000 new products, services

CONEXPO organizers estimated that more than 1,000 new products and services were on display during the show. Among the new features was a Platinum Lot for asphalt production/paving, aggregate processing and drilling equipment, a Demolition & Recycling Exhibits Pavilion sponsored by the Construction Materials Recycling Association and a Technology & Construction Solutions Pavilion from the Associated General Contractors of America. The Power Transmission Distributors Association also had an exhibit pavilion for sensor manufacturers and product suppliers.

CONEXPO introduced a campaign aimed at raising awareness of the construction industry's accomplishments, publicizing the positive benefits of construction projects and how they can elevate the nation's quality of life. Many projects were nominated, and 50 were recognized during an Innovation Awards

Program and a special "Young Leaders in Construction" event.

### Record numbers for educational seminars

CONEXPO-CON/AGG sold a record 41,000 tickets for the educational program seminars, which consisted of 120 sessions that covered 10 targeted tracks, including aggregates, asphalt, concrete, crane and rigging, earthmoving and site development, equipment management and maintenance, business management best practices, work force development, recycling, and preservation and safety. IFPE offered half day "college-level courses," and a new Fluid Power Seminar series.

"The enthusiasm and traffic on the show floor was just incredible," said Megan Tanel, CONEXPO-CON/AGG Show Director. "Exhibitors cited the high quality of attendees; they told us these were serious buyers and reported robust sales, to existing as well as new customers, that exceeded their expectations."

CONEXPO-CON/AGG is slated to return to Las Vegas in 2017. Other upcoming shows include MINExpo, which runs September 26-28, 2016, at the Las Vegas Convention Center. ■

ReMarketing, Komatsu CARE, parts and other information was available within Komatsu's display area.



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# KOMATSU EXPANDS DOZER LINEUP

Three new *intelligent Machine Control* dozers provide automatic blade control from the first pass to the last



Peter Robson,  
Director,  
Intelligent  
Machine Control

Komatsu introduced *intelligent Machine Control* (iMC) to the dozer market about a year ago with its innovative D61i-23 model that features fully automatic blade control from rough-cut to finish grade. It's now expanded the lineup with three new dozers – a D51i-22, a D39i-23 and a D37i-23.

All iMC dozers are available in longer track-on-ground standard EX and low-ground-pressure PX versions, which offer flotation and weight distribution options that best match user applications.

“These new dozers feature the same *intelligent Machine Control* technology that made the Komatsu D61i-23 such a success,” said Peter Robson, Director, Intelligent Machine Control. “With the

same slant-nose and cab-forward design, they provide excellent visibility to the blade and all around the machine for superior operator productivity. The simple operation, efficiency improvements and greater value reflect the quality that customers expect from Komatsu.”

Like the D61i-23, the new iMC models feature fully automatic blade control from initial rough-cut to finish grade. As they travel around the jobsite, the dozers measure actual elevations, which provide accurate surface data. A stroke-sensing angle cylinder measures the actual angle of the blade for high-precision grading accuracy on cross-slope, whether the blade is angled or not. The iMC models are significantly more efficient compared to conventional aftermarket machine-control systems, depending on factors such as operation and conditions.

“During rough cut, if the system senses the blade has excess load, it automatically raises the blade to minimize track slip and maintain forward momentum,” said Robson. “The blade also automatically lowers to push as much material as possible, so it’s designed to maximize production under all situations.”

Operators can select different dozing modes, which tailor the system response to the machine operation, and therefore, optimize performance. Operators can also adjust the blade-load settings to match actual material conditions for added efficiency.

## **Eliminating the three Cs**

Unlike traditional GPS systems, Komatsu’s iMC dozers’ machine control system components are factory-integrated,

Komatsu’s original slant-nose-design dozer is now available in an *intelligent Machine Control* D51i-22 model, along with Tier 4 Interim D39i-23 and D37i-23 machines.





Komatsu's *intelligent Machine Control* lineup now features four models, including the new D39PXi-23. All have integrated technology that provides automated grading from rough-cut to finish grading.

eliminating the need for masts and cables. A Global Navigation Satellite System antenna is mounted on top of the cab. Additional components include robust stroke-sensing hydraulic cylinders, an enhanced inertial measurement unit with monitor and a controller mounted inside the cab.

"The integrated system reduces maintenance costs as well as risk," said Robson. "Masts are not out on the blade and cables aren't dangling between the blade and the cab, so the chance of damage or theft is eliminated. Personnel don't have to spend time removing and reinstalling those components every day, which increases production. Finally, no one is climbing on the machine or blade to install and remove the mast and cables. We've eliminated the three Cs: cables, climbing and connections.

"We were excited to bring Komatsu's *intelligent Machine Control* technology to the market last year, and the overwhelmingly positive response from our customers

#### Brief Specs on Komatsu *intelligent Machine Control* dozers

Model	Horsepower	Operating Weight	Blade Capacity
D37EXi-23	89 hp	18,872 lbs.	2.5-2.78 cu. yd.
D37PXi-23	89 hp	19,533 lbs.	2.5-2.78 cu. yd.
D39EXi-23	105 hp	20,922 lbs.	2.5-2.78 cu. yd.
D39PXi-23	105 hp	21,848 lbs.	2.5-2.78 cu. yd.
D51EXi-22	130 hp	27,381 lbs.	3.5-3.80 cu. yd.
D51PXi-22	130 hp	29,057 lbs.	3.5-3.80 cu. yd.
D61EXi-23	168 hp	39,441 lbs.	4.5-5.1 cu. yd.
D61PXi-23	168 hp	41,381 lbs.	4.5-5.1 cu. yd.

pushed us to quickly expand this family of crawler dozers," added Robson. "All of the intelligent dozers provide excellent and efficient production in residential, commercial, road building, landscaping and other applications. Customers just have to decide which size or sizes best fit their business." ■

*Continued . . .*

# iMC dozers eliminate cables, climbing and connections

... continued

## Customers impressed with innovative D61i-23

Komatsu took dozing to a new level when it introduced its first *intelligent Machine Control* (iMC) dozer, the D61i-23, about a year ago. Unlike traditional GPS add-on systems that are typically used for finish grading, the D61i-23 provides automatic dozing from rough-cut to final pass with an integrated system that eliminates masts and cables.

During rough dozing, the automatic blade control monitors the blade load and adjusts the blade elevation to minimize track slip for highly efficient dozing. Closer to finish grade, automatic blade control adjusts accordingly to provide finish-grade performance with high-level precision. The intelligent machines are significantly more efficient compared to machines using add-on control systems.

"It definitely saves us time," said Andy Smith, Operations Manager of Sellers Contracting Services, LLC. "The operator doesn't have to worry about how deep he's cutting. He's not moving his arm up and down trying to control the blade, because the machine does it all for him. From our experience, the accuracy has been dead-on. We've had projects where

surveyors check behind us on building pads and even roadways, and it's always been extremely accurate."

Aspen Construction rented a D61i-23 during a road reconstruction project that involved rough cutting heavy peat and placing about 76,000 tons of road base once subgrade preparation was done.

"It powered through the tough materials with minimal track slip, and did a perfect job during the finish portion of placing the road base," said Aspen Construction Estimator/Project Manager Ryan Blank. "It was an amazing machine. We loved it."

Todd Sattler, Superintendent of CL Trucking, likes the accurate grading and the integrated system.

"The biggest advantages with an integrated machine over a bolt-on application are: safety, because no one is climbing on a machine; cost savings, because we won't have broken wires or damaged parts; and time savings, because the time for setup, teardown and redesign on each jobsite is gone," said Sattler. "Now we're able to move the machines around, integrate them quickly to a new jobsite and change operators frequently without any production loss." ■



Komatsu introduced its *intelligent Machine Control* (iMC) dozer line with the D61i-23 about a year ago. It provides automatic blade control from rough-cut to final pass, with an integrated GPS system that eliminates masts and cables.

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## D61i-23

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# NEW “BRIDGE” EXCAVATOR

## Komatsu PC88MR-10 bridges the gap between compact- and construction-size machines



Rob Orłowski,  
Product Manager,  
Excavators

The curtain has dropped on Tier 4 Final, and Komatsu opened its show with a new PC88MR-10 excavator that provides power and production in both open-area and confined-space applications. It has a nearly 10-percent increase in operating weight compared to the previous model.

“Our PC88 remains popular because it is a productive, dependable and efficient machine in construction, utility and landscaping applications,” said Rob Orłowski, Product Manager, Excavators. “It’s a ‘bridge machine’

between compact and construction-size excavators. It works equally well digging close to a building or in a lane of traffic as it does digging a utility line or a foundation without obstructions. In a variety of applications, it maintains excellent lift capacity and stability.”

The PC88MR-10 provides a maximum digging depth of 15 feet, 2 inches and a maximum reach of 23 feet, 5 inches. A swing boom allows for work in confined spaces, letting the operator focus on tasks in the front with less worry about counterweight impacts.

### Improved versatility and productivity

A new Operator Identification System records and reports key operating information, so owners and equipment managers can more easily track individual operator performance. Operators simply enter a personal ID into the 7-inch, high-resolution monitor that features enhanced capabilities such as an adjustable Auto Idle Shutdown function that helps reduce idle time and operating costs.

Operators have six working modes to match hydraulic power to the job for even greater efficiency. Standard auxiliary flow can be changed to bidirectional for attachment flexibility, and a new enhanced attachment control lets users store up to 10 attachments in the monitor.

“We took what was already a great machine and made it even better with enhancements that can reduce owning and operating costs through increased efficiencies,” said Orłowski. “We believe individuals who need a compact excavator that provides powerful performance in a variety of tasks will find the PC88MR-10 a great fit for their businesses.” ■

#### Quick Specs on the Komatsu PC88MR-10

Model	Horsepower	Operating Weight	Digging depth
PC88MR-10	65.5 hp	18,739-19,290 lbs.	15 ft., 2 in.

Komatsu’s new Tier 4 Final PC88MR-10 provides powerful performance in both confined-space and open applications. The tight-tail-swing design works well on construction, landscaping, utility and other excavating jobs.



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# MEASURING SUCCESS

## VP: Building machines that help customers achieve their goals is what it's all about

**QUESTION:** Tier 4 Final implementation begins this year. How will you measure these machines' success?

**ANSWER:** The same way we have with all new tier-level products. First and foremost, that means the machines meet the environmental standards without sacrificing what customers have come to expect from Komatsu equipment: efficiency, production and reliability. Komatsu strives to design and manufacture machines that maintain or improve productivity with increased fuel efficiency at each new level. Our testing indicates the Tier 4 Final machines will continue that trend.

**QUESTION:** You went beyond the machine. Why?

**ANSWER:** New regulations bring trepidation to the customer because of the unknown that comes with them. The machines needed additional components and systems to reduce emissions, especially with Tier 4 Interim, which caused concern. To ease those concerns, we introduced Komatsu CARE, a program that provides complimentary scheduled maintenance for the first three years or 2,000 hours, along with two Komatsu diesel particulate filter changes in the first five years. We wanted customers to have every confidence that we stand behind the machines and our technology, plus make their lives easier. The response remains great, and we recently completed the 10,000th service interval under Komatsu CARE, which will continue with Tier 4 Final.

**QUESTION:** How did you know that customer concern was there?

**ANSWER:** Because one of our greatest strengths is listening to customers in the field.

*Continued . . .*



**Rich Smith,**  
VP 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.*

In May of 2013, Rich Smith became the Vice President ICT Business Division and Product Marketing for Komatsu's Construction Division. His responsibilities include planning and marketing new products and technologies such as *intelligent Machine Control* (iMC) products and KOMTRAX. He held a similar position in the Mining Division prior to his current role.

Smith is a Peoria, Ill., native and began his Komatsu career on the company's Peoria Manufacturing Operation's (PMO) shipping docks 24 years ago. Komatsu manufactures and ships mining products worldwide from PMO, and Smith gained a wide range of experience working both at and for the plant. He eventually moved into the field as a Technical Support Manager, Regional Service Manager and Field Service Manager, before moving into Product Marketing.

"I grew up in Komatsu; I ran forklifts and cranes, assembled machines and was a CNC machinist," Smith recalled. "From the factory floor, I moved into warranty and contract administration. While most of my career has been on the mining side, I worked with construction as well. Komatsu has allowed me to gain a very well-rounded background. I have been fortunate to have worked with knowledgeable people in a great company. Despite the differences between the two divisions, the desire for customer success remains the top priority of everyone at Komatsu."

Rich returned to school as an adult, while continuing to work full time, to complete a double major. "I believe it was important for me to finish what I started, as well as set an example that education remains valuable at any age," said Smith. "The opportunity to learn and work to personally improve at Komatsu is greatly appreciated."

# Customers continue to drive new innovation, features

... continued



Komatsu Vice President ICT Business Division and Product Marketing Rich Smith says customers helped develop ideas such as its *intelligent Machine Control* dozers, which provide automated grading from rough-cut to finish grade.

The next evolution of hybrid technology is on the horizon, including the third-generation Hybrid HB215LC-2 excavator, according to Rich Smith.



How can we manufacture equipment that meets their needs if we don't communicate with them? That interaction is invaluable and has driven such initiatives as our KOMTRAX Mobile App, which brings critical machine data to a smart phone or other device. Customers are more mobile than ever, and they want that information at their fingertips. Much of the information that's part of the KOMTRAX Mobile App today came from customers' suggestions. The system has evolved from the basics, such as error codes and hours, to a comprehensive tool with idle times and operational characteristics.

Customers also helped to develop ideas such as our "i" or intelligent machines. While traditional aftermarket GPS grading systems are good, we saw room for improvement, including taking away the masts and cables that can get damaged and have to be taken down and put back up every day. The GPS systems are also designed only for automated finish grading, and customers wanted that benefit from start to finish without the costs associated with maintaining masts and cables. We delivered an integrated system that makes every pass count and works for even the most inexperienced operator. Then, we took it a step further and made sure the dozers have an optimal blade load with minimal track slip, so the added efficiency was built-in. The results and response have been phenomenal.

Again, Komatsu in cooperation with our Distributors, took it beyond the machine by adding Technology Solutions Experts. These highly trained individuals ensure customers get the most out of the intelligent machines, from initial set up to choosing the proper modes for maximum efficiency.

## QUESTION: What's on the horizon?

**ANSWER:** Looking ahead, we see the next evolution in hybrid technology. We were the first to manufacture a hybrid excavator, and soon we'll introduce our third-generation machine. Our customers will continue to guide us – ultimately, we're in the customer success business. In order for them to be successful, we have to make machines that meet their standards. That's what it all comes down to. ■



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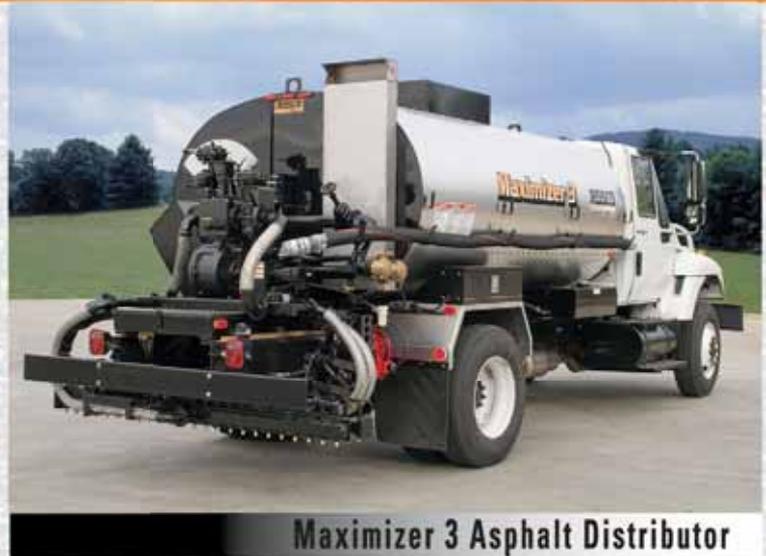
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# TIER 4 FINAL IS HERE

## New machines improve efficiency while maintaining Komatsu's strong work ethic

A little more than 20 years ago, the government introduced standards designed to reduce emissions through "tier" levels. Each tier brought a new step toward the ultimate goal of reducing particulate matter (soot) and oxides of nitrogen (NOx) to near zero. Tier 4 Final begins this year, and manufacturers are now producing the first wave of machines to meet this new standard.

"Komatsu met each tier-level challenge head-on; in fact, it met or exceeded the standards," said Bruce Boebel, Senior Product Manager, Tracked Products. "In most cases, Komatsu also improved power, production and fuel efficiency at every level."

The biggest challenge came with the jump from Tier 3 to Tier 4 Interim, which required a 45-percent reduction in NOx and a 90-percent reduction in soot. It also required the use of ultra-low-sulfur diesel, emissions filters and Tier 4 specific engine oil. Tier 4 Final requires an additional 80-percent drop in NOx.

### "Fluid neutral or better"

Komatsu is using a selective catalytic reduction (SCR) system and AdBlue®/DEF (diesel exhaust fluid), which is a mixture of urea and deionized water, to meet the Tier 4 Final regulations to reduce NOx on machines with 75-horsepower engines and above. The SCR system works by injecting AdBlue®/DEF into the exhaust stream as required. AdBlue®/DEF works with the heat of the exhaust and a catalyst to convert NOx into harmless nitrogen and water vapor that expels out of the exhaust pipe. The SCR system is located next to the Komatsu Diesel Particulate Filter, which Komatsu introduced in its construction machines during Tier 4 Interim.

Additional components include NOx and ammonia sensors, a mixing tube and a dosing nozzle.

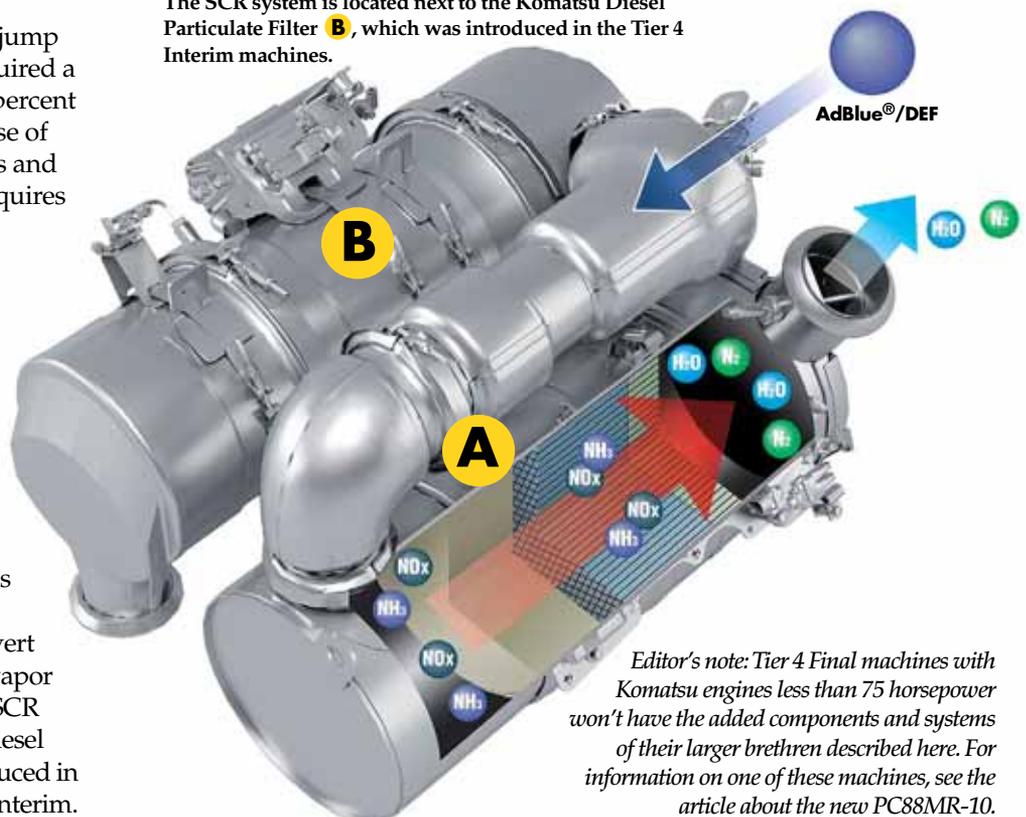
"SCR technology provides better fuel economy than previous models because it treats the exhaust gases outside the engine, uses less exhaust gas recirculation and employs advanced injection timing," said Boebel. "Reducing fuel

*Continued . . .*



**Bruce Boebel,**  
Senior Product Manager,  
Tracked Products

The selective catalytic reduction (SCR) system **A** uses AdBlue®/DEF (diesel exhaust fluid) to turn emissions such as NOx into harmless water vapor and nitrogen. The SCR system is located next to the Komatsu Diesel Particulate Filter **B**, which was introduced in the Tier 4 Interim machines.



*Editor's note: Tier 4 Final machines with Komatsu engines less than 75 horsepower won't have the added components and systems of their larger brethren described here. For information on one of these machines, see the article about the new PC88MR-10.*

# “The harder you work them, the better they perform”

... continued

consumption becomes more significant when you consider that nearly every Tier 4 Final machine across almost all manufacturers requires the use of AdBlue®/DEF. In most cases, with Komatsu equipment, customers are going to use about 2 percent of AdBlue®/DEF compared to diesel fuel.

“When you factor in the fuel efficiency of Tier 4 Final machines, the 100 gallons of fuel burned would be at most 98 gallons,” Boebel added. “So, even with two gallons of AdBlue®/DEF, we’re ‘fluid neutral or better,’ which was our goal. In some models, fuel efficiency will be considerably better than neutral. And, since AdBlue®/DEF costs less than diesel fuel, overall fluid cost is reduced in all models.”

## AdBlue®/DEF tank added

Komatsu added an AdBlue®/DEF tank, along with a supply module that pumps AdBlue®/DEF into the SCR system. The tank is vented with a replaceable filter to reduce contamination. It also has sensors to show levels, temperature and fluid quality, as well as an intake suction screen. Komatsu sized the tanks to go a minimum of two fillings of the fuel tank.

“Customers should always use certified AdBlue®/DEF, which meets the ISO 22241 standard and is readily available throughout North America,” said Boebel. “When filled, tanks leave about 10 to 15 percent air space for expansion, in case its fluid freezes. Komatsu

built the AdBlue®/DEF system so that the lines purge the

fluid back into the tank when a machine is shut down, to help prevent the lines from freezing. Our tank is coolant-line heated, so a completely frozen tank will flow in about 40 minutes, which is about half the time the EPA mandates.

“At the other extreme, high temperatures shorten the life of AdBlue®/DEF,” he added, “So, we created an automatic bypass valve that turns off the heated coolant line.”

## Hard workers

A monitor on a Tier 4 Final machine shows the AdBlue®/DEF level and alerts users to inferior-quality fluid. Another new feature on Tier 4 Final equipment allows operators to input an identification number, so equipment managers can track specific users via KOMTRAX®.

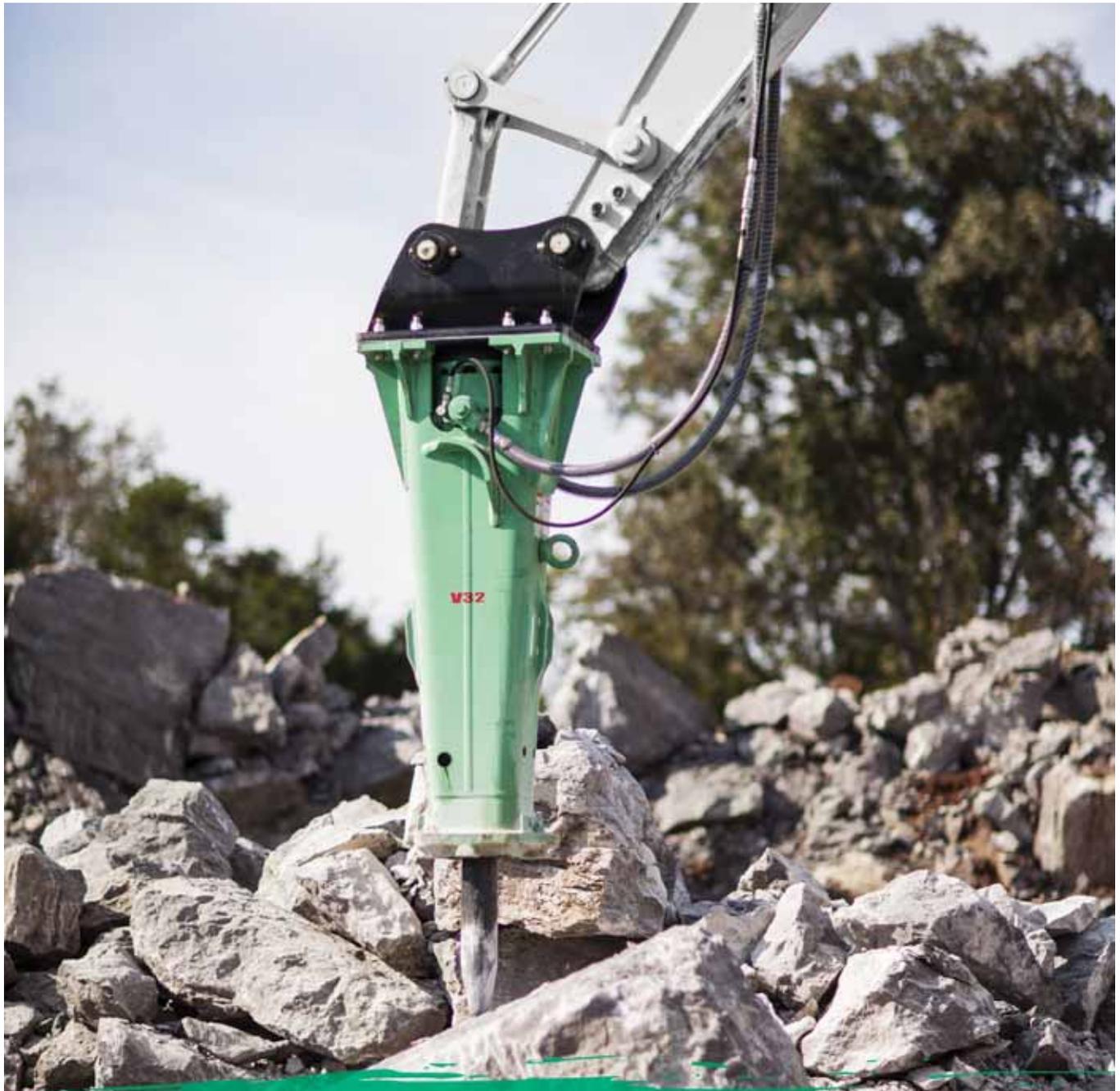
“These new components are add-ons to the already-comprehensive list of items customers can track through KOMTRAX® on their computer or mobile devices,” said Boebel. “As with our Tier 4 Interim equipment, Komatsu and our distributors monitor these new machines through KOMTRAX®, so certified technicians can perform complimentary scheduled service under the Komatsu CARE program. Tier 4 Final machines have a few added maintenance items, and the program has expanded coverage.

“With each tier level, Komatsu made improvements, and these machines are no exception,” Boebel added. “The Interim level gave us a very solid foundation from which to work and build. We took those reliable, productive and efficient improvements and enhanced them. For instance, we reduced the exhaust gas recirculation rate and advanced engine timing to provide more complete fuel burn and lower PM. In one example, we slightly tweaked the Komatsu Variable Geometry Turbocharger, providing even faster ramp-up speed and response.

“Like all our previous models, the new Tier 4 Final machines are made to work hard,” he added. “In fact, the harder you work them, the better they perform.” ■

Komatsu introduced several new Tier 4 Final machines at CONEXPO, including the HM300 articulated dump truck.





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## Simonson: Jobs to increase, worker availability a problem

The construction industry looks like a good news/bad news scenario in 2014 with more projects to bid, but increased concern over labor availability, according to Associated General Contractors' Chief Economist Ken Simonson. He noted that spending was up 5 percent from November 2012 to November 2013, and expects a 10-percent increase this year.

Simonson sees a double-digit rise in power, manufacturing, lodging and warehouse construction. He expects the same for apartment construction, which will help the private residential market grow by 10 percent or more despite his prediction that

single-family home building will stall late this year.

While the construction unemployment rate dropped 10 percent year-over-year in 2013, the industry still has a shortage of available workers. Many left the industry during the recession and haven't come back. "Contractors will likely have to spend more on wages, benefits and bonuses," said Simonson. "Firms that find the additional workers they need may have to increase their payment of overtime wages. As a result, employers' costs for employee compensation... will probably go up 3 to 4 percent in 2014, compared with a 2.1-percent rise from the third quarter of 2012 to the third quarter of 2013." ■

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# TIME GROWING SHORT

## Current surface transportation bill expires, Highway Trust Fund to run dry this fall

Within months, the current surface transportation bill (MAP-21) will expire. Passed during the summer of 2012, the 27-month legislation funded highway, bridge and other transportation needs through September 30 of this year. Around the same time, the Highway Trust Fund will be depleted.

“The Highway Trust Fund, which is perennially teetering on the edges, is still teetering on the edges,” Transportation Secretary Anthony Foxx recently told the U.S. Conference of Mayors at its annual meeting. “We’re currently on track today to go upside down before the fiscal year that we’re in concludes. It’s a serious problem, not only because of the math, but also what it does at the state and local levels.”

Money for the Highway Trust Fund comes from the 18.4-cent federal gas tax, which has not risen since 1993. Cost of materials and other project expenses rose during that time, leading to funding shortfalls and borrowing from the general fund to make up the difference. MAP-21 provided about \$54 billion in annual spending for road projects, while the gas tax took in about \$35 billion. Transportation organizations continue to push lawmakers for new sources of funding, adding that \$54 billion is only enough to cover maintenance.

An October 2013 report from the transportation research group TRIP said 27 percent of the nation’s major urban roads are substandard. An equal percentage of roads are mediocre, 15 percent are fair and 31 percent are good. The American Society of Civil Engineers (ASCE) graded America’s roads a D as part of its 2013 Infrastructure Report Card. State, local and federal investment totals about \$91 billion annually. The Federal Highway Administration says it would take nearly double that, \$170 billion,

to make significant improvements. A similar scenario is needed for bridges (\$20.5 billion needed vs. \$12.8 billion currently). ASCE gave those a C+, noting that one in nine is structurally deficient.

U.S. Representative Earl Blumenauer, D-Ore., recently announced two bills aimed at trying to fill the gaps. One would raise the gas tax by 15 cents over a three-year period and index the future tax to inflation. He projects this would increase revenue by about \$170 billion after 10 years. A second bill proposes studying an alternative to the tax with pilot projects aimed at charging fees for vehicle-miles traveled. Other individuals and committees in both the House and Senate are studying funding means.

“We see signs of progress,” Foxx told the Council, adding, “Part of what I hope we can do at the DOT is to help our country, help everyone, all of our stakeholders, think past our noses as we think about how this transportation system has to be built.” ■

The current highway bill expires at the end of September, and the Highway Trust Fund is expected to go into the red around that time. Transportation Secretary Anthony Foxx said he sees signs of progress toward legislation that would help.



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### DOZERS

Cat D4D, '72	.....\$7,000
Cat D6M LGP, '96, 18,025 hrs	.....\$44,500
Deere 455G, '96, 6,864 hrs	.....\$24,500
Komatsu D39EX-21, 4,530 hrs	.....\$34,500
Komatsu D51PX-22, '08, 4,013 hrs	.....\$124,500
Komatsu D61PX-15E0, '07, 4,771 hrs	.....\$120,000
Komatsu D65EX-15E0, '07, 3,934 hrs	.....\$149,500
Komatsu D65PX-15E0, '09, 4,203 hrs	.....\$140,000
Komatsu D155AX-5, '03, 7,007 hrs	.....\$184,500
Komatsu D155AX-6, '07, 6,524 hrs	.....\$239,500
Komatsu D275AX-5, '03, 23,015 hrs	.....\$99,500

### GRADERS

Komatsu GD655-3C, '06, 1,866 hrs	.....\$159,500
Komatsu GD655-3E0, '09, 1,287 hrs	.....\$189,500

### SKID LOADERS

CAT 277, '04, 2,205 hrs	.....\$22,000
CAT 277, '04, 2,103 hrs	.....\$22,000
ASV PT100, '07, 2,115 hrs	.....\$38,500

### ROCK DRILLS

Atlas Copco ROC F9-11, '10	.....SCALL
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### PAVING

LeeBoy 8500LD, '00, 5,434 hrs	.....\$17,500
LeeBoy 8500LD, '08, 910 hrs	.....\$74,500
Vogele 1110WB, '05, 3,139 hrs	.....\$54,500
Vogele 1110WB, '03, 1,004 hrs	.....\$85,000
Vogele 5103-2, '11, 1,273 hrs	.....\$250,000

### FORESTRY

Deere 490D/Rolly Head, '88, 12,000 hrs	\$39,000
Norco Puma 220, '11, 78 hrs	.....SCALL
Timbco 425EXL, '06, 9,250 hrs	.....\$170,000
Valmet 415EX/Rolly II, '05, 10,092 hrs	\$135,000
Valmet 840, '02, 13,000 hrs	.....\$60,000
Valmet 840.2, '05, 6,600 hrs	.....SCALL
Valmet 860.4, '12, 1,640 hrs	.....SCALL
Valmet 911.3, '08, 8,655 hrs	.....\$235,000

### MILLING

Raygo Gator Stabilizer	.....\$9,500
Roadtec RX700, '05, 4,570 hrs	.....SCALL
Wirtgen W60, '08, 628 hrs	.....\$144,900
Wirtgen W60 Rumbler, '11, 400 hrs	.....\$240,000
Wirtgen W600, '03, 2,403 hrs	.....\$77,500
Wirtgen 2000DC, '96, 9,346 hrs	.....\$70,000
Wirtgen W2100, '04, 8,373 hrs	.....SCALL

### OFF ROAD TRUCKS

Komatsu HD465-5, '02, 17,763 hrs	.....SCALL
Komatsu HD465-5, '02, 17,763 hrs	.....SCALL

### WHEEL LOADERS

Cat 980G, '98, 26,583 hrs	.....\$69,500
Komatsu WA65-3, '04, 745 hrs	.....\$59,500
Komatsu WA70-5, '06, 2,592 hrs	.....\$47,500
Komatsu WA320-6, '08, 3,961 hrs	.....\$126,500
Komatsu WA380-6, '11, 2,094 hrs	.....\$179,500
Komatsu WA450-6, '07, 8,069 hrs	.....\$149,500
Komatsu WA470-6, '11, 5,520 hrs	.....\$179,500
Komatsu WA500-1, '96, 13,697 hrs	.....\$34,500
New Holland LW190B, '04, 5,908 hrs	.....\$33,500

### COMPACTION

Bornag BW205AD, '02, 3,520 hrs	.....\$34,500
Hamm HD8, '07, 515 hrs	.....\$18,500
Hamm HD14VV, '09, 2,460 hrs	.....\$29,500
Hamm HD90 Ozzy, '04, 4,300 hrs	.....\$54,500

### AIR CURTAIN DESTRUCTORS

Concept Products CP2000, '05	.....\$13,500
Doppstadt SM726, '09, 257 hrs	.....\$225,000

### EXCAVATORS

Cat 330CL, '02, 12,032 hrs	.....\$69,500
Cat 365CL-MH, '08, 10,428 hrs	.....\$164,500
Cat 385CL, '06, 9,646 hrs	.....SCALL
Deere 350DLC, '07, 5,837 hrs	.....\$124,500
Hitachi ZX160LC, '05, 5,876 hrs	.....\$59,500
Kobelco SK400LC Mark IV, '97	.....\$38,500
Komatsu PC35MR-2, '07, 4,747 hrs	.....\$26,500
Komatsu PC88MR-8, '09, 1,195 hrs	.....\$74,500
Komatsu PC136USLC-8, '11, 1,142 hrs	\$124,500
Komatsu PC200LC-6, '01, 5,824 hrs	.....\$59,500
Komatsu PC200LC-7, '02, 6,507 hrs	.....\$84,500
Komatsu PC200LC-7, '03, 8,114 hrs	.....\$79,500
Komatsu PC200LC-7, '04, 7,640 hrs	.....\$89,500
Komatsu PC200LC-8, '06, 5,102 hrs	.....\$109,500
Komatsu PC200LC-8, '06, 4,621 hrs	.....\$97,500
Komatsu PC220LC-8, '06, 9,084 hrs	.....\$96,500
Komatsu PC220LC-8, '07, 5,757 hrs	.....\$119,500
Komatsu PC300LC-6, '99, 16,882 hrs	.....\$39,500
Komatsu PC300LC-7, '06, 9,430 hrs	.....\$79,500
Komatsu PC300LC-7E0, '06, 6,320 hrs	.....\$99,500
Komatsu PC308USLC-3E0, '07, 4,402 hrs	\$214,500
Komatsu PC400LC-7, '04, 10,300 hrs	.....\$99,500
Komatsu PC400LC-7, '05, 8,163 hrs	.....\$124,500
Komatsu PC600LC-7, '05, 10,328 hrs	.....\$199,500
Komatsu PC600LC-7, '05, 4,910 hrs	.....\$369,500
Komatsu PC600LC-8, '06, 10,478 hrs	.....\$199,500
Komatsu PC650LC-5, '95, 17,615 hrs	.....\$42,500
Komatsu PC750LC-7, '04, 6,613 hrs	.....\$349,500
Sennebogen 840M, '11, NEW	.....SCALL
Volvo EC240CLR, '11, 454 hrs	.....\$195,500
Volvo EC460, '05, 10,958 hrs	.....\$52,500

### WATER EQUIPMENT

Komatsu HM300-2, '06, 6,500 gal	.....\$275,000
Komatsu HM400-2, '07, 8,000 gal	.....\$395,000



Vogele 1110WB, '03, 1,004 hrs .....\$85,000



Raygo Gator Stabilizer .....\$9,500

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