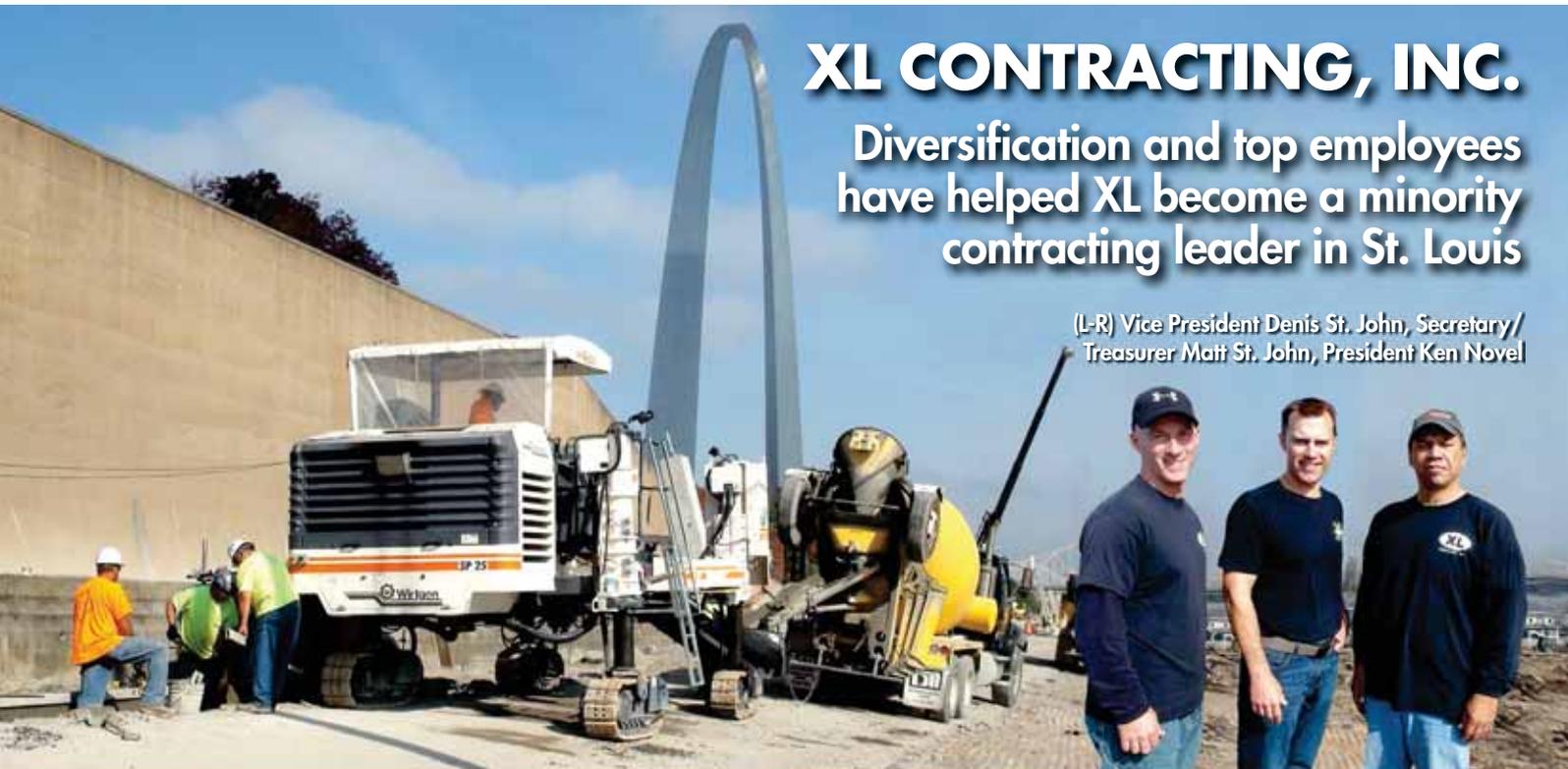


Industry Scoop



A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2014 NO. 4



XL CONTRACTING, INC.

Diversification and top employees have helped XL become a minority contracting leader in St. Louis

(L-R) Vice President Denis St. John, Secretary/Treasurer Matt St. John, President Ken Novel

PAT BRUCH EXCAVATING

This Pewaukee, Wis.,- based residential excavator treats every job "like it's my own house"



KOMATSU®

Pat Bruch,
Owner/President

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**New machines
are only one
part of our
offerings**



Dear Valued Customer:

The construction sector continues to strengthen, although it's not growing as quickly as most of us would like. During the first half of 2014, non-residential starts were up 2.4 percent, compared to the same period the previous year, led by heavy-engineering work that saw a 13-percent gain. Commercial starts remained down, compared to the previous year, but came back strong in the summer. Based on history, housing is only about half of what it should be, according to Reed Construction Data, which reported that may soon change for the better. Why? Because the Federal Reserve's bond-buying program ended, and interest rates are expected to rise by summer 2015. When that happens, usually those sitting on the sidelines jump into the market and buy houses before rates significantly climb. In turn, that boosts sales of retail items such as furniture and appliances.

A rise in housing starts would obviously be good news for the construction industry, and that growth could include new development work, which typically leads to increased commercial and other types of construction. That potentially means moving mass amounts of material, and if that's your forte, Komatsu has new Tier 4 Final machines designed to do it more efficiently. You can read about some of those new machines in this issue of your Roland Industry Scoop magazine.

Among the new Komatsu Tier 4 Final machines is the PC490LC-11 excavator, which maintained the powerful lifting capacity and stability of the Dash-10 model, and features lower emissions and enhancements that maximize productivity, serviceability and fuel economy. It has all the same great benefits of its predecessor but offers reduced owning and operating costs. You'll find similar attributes in the new D155AX-8, even with an increase in operating weight.

Other new products include the WA200-7, which delivers the benefits of previous standard- and PZ-model wheel loaders in one machine. For those who work in the woods, Komatsu has two harvesting heads for greater logging capacity and efficiency.

If you are in the market for any of these products and financing is something you are interested in, we can help with that. Komatsu Financial offers several ways to help you acquire machinery and will even work with you to finance repairs. If you want to learn more about Komatsu Financial, I encourage you to read the Komatsu & You article.

Whether you need parts, service, equipment or financing, please call or stop by one of our branch locations today.

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



IN THIS ISSUE

PAT BRUCH EXCAVATING

Read about this Pewaukee, Wis.,-based residential excavator that treats every job "like it's my own house."

XL CONTRACTING, INC.

Find out how diversification and top employees have helped XL become a minority contracting leader in St. Louis.

GUEST OPINION

See how a career in construction offers young people the chance to craft a legacy and take pride in a job well-done.

FOCUS ON THE FUTURE

As the number of available workers shrinks, the construction industry turns to education to train tomorrow's workers.

PRODUCT IMPROVEMENT

Discover how the new PC490LC-11 excavator provides powerful lift capacity while reducing emissions.

PRODUCT FOCUS

Find out how Komatsu enhanced the new Tier 4-certified D155AX-8 for greater efficiency and reduced owning and operating costs.

NEW PRODUCT

Learn about Komatsu's new WA200-7 wheel loader, which provides the benefits of the standard and PZ models in a more efficient package.

FORESTRY NEWS

Check out Komatsu's new robust C-Series "carry style" harvesting heads that are durable, reliable and increase logging capacity.

KOMATSU & YOU

Komatsu Financial Vice President of Operations Tim Tripas explains how Komatsu Financial offers much more than loans for purchasing new equipment.

INDUSTRY NEWS

Read about the last-minute bill that kept the Highway Trust Fund from insolvency.

Published by Construction Publications, Inc., for



www.rolandmachinery.com

Printed in U.S.A. © 2014 Construction Publications, Inc.

KOMATSU®

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

Raymond E. Roland, CEO
Matthew L. Roland, President
Dan Smith, General Manager, Product Support
Jay Germann, Used Equipment Manager

SPRINGFIELD DIVISION (Corporate Office)

Mike Brunson, General Manager

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

CHICAGO DIVISION

Larry Gindville, Vice President/General Manager

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

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

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

WISCONSIN DIVISION

Larry Gindville, Vice President/General Manager

De Pere, WI (920) 532-0165
3275 French Rd.

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

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

Eau Claire, WI (715) 874-5400
7417 Margaret Lane

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

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

ST. LOUIS DIVISION

James Jesuit, Vice President/General Manager

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

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

Cape Girardeau, MO (573) 334-5252
3364 Percy Dr.

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

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

PAT BRUCH EXCAVATING

This Pewaukee, Wis.,- based residential excavator treats every job “like it’s my own house”



Pat Bruch,
Owner/President

Having opened its doors in June of this year, Pat Bruch Excavating is a new company, but Pat Bruch is no novice to construction work. He started working for his dad, Myles, at Bruch Brothers Excavating while in high school. After graduating from UW-Milwaukee in 1994, Pat and his brother Bill started BPX (Bill and Pat Excavating). They amicably split the company this summer after 20 years in business together.

“Bill’s 10 years older than I am and will want to retire sooner than me,” Pat said. “I have two teenage boys, at least one of whom is likely to be interested in this line of work. It was just the right time to go our separate ways, but we still help each other on jobs.”

Based in the Milwaukee suburb of Pewaukee, Wis., Pat Bruch Excavating does residential excavation and grading almost exclusively. Pat and his half-a-dozen employees also do demolition, erosion control and some trucking.

“The vast majority of my work is for homebuilders,” said Pat. “The mason, who follows me on the job and does the footings and the walls, is like my business agent. If he prefers my holes for his foundation work, he’s going to recommend me to the builder, which happens a lot.”

Bruch has been doing residential excavations long enough that he has good relationships with many masons and homebuilders in the Milwaukee area. He says there’s one primary reason for that.

“I treat every job like it’s my own house. I don’t just show up and start digging. I take extra time to make sure the grade is correct. If something doesn’t look right, whether it’s the way it’s laid out, the elevation or the setbacks, I’ll call the builder and tell him what I think. Usually, they’ll take another look at it and will often make some design changes. The bottom line is, all of us involved in the homebuilding process have the same goal: give the homeowners a residence they’ll be happy with.”

Bruch does a lot of the field work himself, but he also relies on trusted employees Zak Krahn, Rod Drott, Mike Drott, Garret Richards, Trenton Strey and Tony Gumina, as well as his wife, Chrissy Bruch. “The guys are good, and I can trust them to successfully complete jobs whether I’m on site with them or not. As for Chrissy, I couldn’t do this without her. She takes care of everything in the office so I can be out in the field doing what needs to be done.”

Komatsu excavators

Pat Bruch Excavating’s key pieces of equipment on any residential job are his two Komatsu hydraulic excavators – a 2012 PC200LC-8 and a 2014 PC210LC-10.

A Pat Bruch Excavating operator uses the company’s Komatsu PC200LC-8 to dig a foundation for a residence on Oconomowoc Lake, which is about 20 miles west of Pewaukee, Wis.





Owner/President Pat Bruch typically operates an excavator as well as runs his Pewaukee, Wis.,-based business. Here he is working on a residential excavation in Richfield with his company's new Komatsu PC210LC-10. "I loved my old PC200, but the new PC210 is slightly quicker, travels a little better and uses about 15-percent-less fuel," said Bruch.

"If our business is the universe, the excavator is our sun – without it, we have nothing," said Pat. "Komatsu excavators have been a mainstay for us for many years. In 1994, when Bill and I started BPX, we got a PC200LC-5, and that machine was bullet-proof. It more or less put our company on the map.

"As for our current excavators, both are outstanding," he added. "The PC200 was my machine, and I loved it. I hated to give it up to one of my guys, but I wanted to run the new PC210, which is our first Tier 4 machine, so I could compare the two. Both units are fast and comfortable. They're so similar, if you were blindfolded, you may not know the difference. However, I'd give the edge to the new Dash-10 because it's slightly quicker, travels a little better and uses about 15-percent-less fuel."

Bruch bought the PC210LC-10 in late June 2014 and didn't bother shopping around.

"I needed an excavator; I like Komatsu; and I trust Roland Machinery and my Sales Rep Ben Stanisch. Ben has always taken good care of us, so I just called him and told him what I needed and had faith that he would do right for me. I never even saw the PC210 until it showed up on the job."

Plenty busy

Bruch isn't looking to grow his company significantly in the years to come. He says he's happy with the current size and scope of work that Pat Bruch Excavating does.



Owner/President Pat Bruch (left) works closely with Roland Machinery Sales Rep Ben Stanisch when he needs equipment. "I trust Ben and the Roland Franksville branch," said Bruch. "I've run Komatsu excavators for 20 years, and they've been excellent. For my new excavator, I didn't bother shopping around. I just called Ben and told him what I needed."

"Several builders call me regularly, and I'm plenty busy working for those people. They're good to me, and I try to reciprocate. We've found a nice niche, and I'm not looking for anything more. The most important thing to me is to do a good job and keep the customers I have. My dad really instilled two things in me: do the job right, and don't leave until it's done. Working with him and seeing how he did things has definitely helped shape who I am and what my company is today. As long as we keep doing those two things and taking care of the customer, I'm confident we'll be fine in the years to come." ■

XL CONTRACTING, INC.

Diversification and top employees have helped XL become a minority contracting leader in St. Louis

One of the keys to running a successful contracting business is constant reinvention. If you stay the same, you're probably going to stagnate and eventually be left behind. But if you diversify, adapt to market changes and offer services that are in demand, you stand a good chance of success.

St. Peters, Mo.-based XL Contracting is a case-in-point. The company started in 1995 as a small, minority construction-services firm. Today, it's a full-service civil contractor capable of doing almost any aspect of a job, including excavation, utilities, asphalt paving, concrete, and trenchless, cured-in-place pipe-rehab work. The company works for municipalities, counties, MODOT and MSD (Metropolitan Sewer District). It also does a lot of private work as a sub for general contractors that are doing large public projects.

"There's almost nothing we can't do or won't try," said President Ken Novel. "We've hired a top-notch group of project managers to help us. We have a workforce that ranges from about 50 to 70, depending on work load, and we think our guys are the best around. They come with us because they want to work. We give them more hours than they can get at a lot of other places, which means they

make more money. As a result, we get the most motivated employees."

Novel, who oversees equipment and payroll, runs the company with partners and brothers, VP Denis St. John and Secretary / Treasurer Matt St. John. Denis runs much of the field work. Matt handles estimating and also manages jobs. Project Managers include Nick Hayden, Greg Perris, Russ Haley, Todd Williams and Eric Herschelman.

"I don't think anybody else in the city has a team as good as ours," said Matt St. John. "It's what allows us to bid full-site packages and complete all the work with in-house personnel. It's what allows us to do design-build projects. It's what allows us to be problem-solvers for the owners who hire us."

Top management and crews are the reasons XL Contracting has worked on some of the signature projects in St. Louis in recent years, including jobs like the Stan Musial Veterans Memorial Bridge over the Mississippi at Interstate 70 and Ballpark Village near Busch Stadium. Currently, XL is working at CityArchRiver 2015, which is a major project to upgrade the Arch and river experience in downtown St. Louis.

"St. Louis is our hometown, and we want it to be as nice as it can be, so we take a lot of pride in being involved with high-profile jobs," said Matt St. John. "Also, by working on the high-profile projects, we get to build business relationships with the large regional and national firms that hire us. We're hopeful that the quality of our work will lead to more opportunities to work with them in the future."

Komatsu and Wirtgen machines

XL Contracting has used Komatsu excavators for many years. The company has a PC400, a PC360, a PC138 and a PC78, as well as a Komatsu D39 dozer.

(L-R) Denis St. John, Matt St. John and Ken Novel are principals of XL Contracting. They all work closely with Roland Machinery's Jerry Evans on equipment issues.





Nick Hayden is Project Manager for XL's CityArchRiver 2015 job. "We're pouring 7,500 feet of curb, street, bike path and sidewalk. The project has some unique features. The Wirtgen paver is working very well."

▶ VIDEO

This XL Contracting concrete crew uses a Wirtgen SP 25 slipform paver in the shadow of the St. Louis Arch as part of the CityArchRiver 2015 project in downtown St. Louis.

"We have Komatsu excavators because they're the fastest hydraulic machines around," said Denis St. John. "We get good production and good longevity from them, and the service we get from Roland Machinery and our Sales Rep Jim Evans is a big factor as well. Our mechanic can contact Roland's service department and often get help over the phone. We even take competitive equipment to Roland to get it fixed. Bottom line, Roland and Komatsu help us make money."

XL's newest machine is a Wirtgen SP 25 slipform paver from Roland.

"It's our first concrete paver, and we're using it on the CityArchRiver 2015 project – the highest profile concrete job in the state," said Matt St. John. "It was definitely a leap-of-faith for us. We're new to concrete paving, and the SP 25 is new to St. Louis. It's working well, and we're hopeful it will help us grow our business in the future, but the main reason we got it is because of our relationship with Jim Evans and Roland Machinery. We trust that they will be there to provide any help we need."

Doing more with less

Like many contracting firms, XL struggled when the economy tanked in 2009 and 2010. Just this year, its volume has returned to pre-recession days. Now the company hopes to break through that level by increasing dollar volume about 20 percent in 2015.

"We've changed our operational philosophy since the recession," said Denis St. John. "Every position we fill now is character-based. If you're



▶ VIDEO

XL does a lot of sewer work. This crew is putting in a line in Maryland Heights using a Komatsu PC400. "We use Komatsu excavators because they're the fastest hydraulic machines around and because of the support we get from Roland Machinery," said VP Denis St. John.

a good man willing to work hard, we'll train you and promote you. We value people with a good attitude and strong work ethic over experience."

"Denis and I have known Ken for decades, and we try to run XL Contracting like a family business," said Matt. "We take care of each other, and we want employees who share our values. We've found that having the right guys allows us to do more with less."

"Having a team of guys all on the same page enables us to achieve our goal, which is to make life easier for the owners and general contractors who hire us," added Novel. "As long as we continue to do that and continue to bring value to the business proposition, I feel good about our future prospects." ■



Go online or scan this QR code using an app on your smart phone to watch video.

UNBEATABLE TEAM.



Close to
our customers



PASSION

The Wirtgen Group owes its strength to the excellence of its four product brands – Wirtgen, Vögele, Hamm and Kleemann – with their unique wealth of experience.

Put your trust in the Wirtgen Group team.



ROAD AND MINERAL TECHNOLOGIES

www.wirtgenamerica.com



www.rolandmachinery.com

Springfield, IL
(217) 789-7711

Bolingbrook, IL
(630) 739-7474

Cartersville, IL
(618) 985-3399

Marengo, IL
(815) 923-4966

Portage, IN
(219) 764-8080

Escanaba, MI
(906) 786-6920

Bridgeton, MO
(314) 291-1330

Cape Girardeau, MO
(573) 334-5252

Columbia, MO
(573) 814-0083

Palmyra, MO
(573) 769-2056

Deforest, WI
(608) 842-4151

De Pere, WI
(920) 532-0165

Eau Claire, WI
(715) 874-5400

Franksville, WI
(262) 835-2710

Schofield, WI
(715) 355-9898

MORE THAN A PAYCHECK

A career in construction offers young people the chance to craft a legacy and take pride in a job well-done

Looking back at my own career, I can't imagine where I would be today without the construction industry. The impact it's had on me is indescribable. That is why I am such an advocate today, and I am committed to sharing with others the many lucrative and gratifying career paths in our industry.

Career opportunities in the construction industry are endless, and the rewards are great.

One young man who spoke at this year's Construction Industry Institute's Annual Conference is a 23-year-old welder earning \$30 an hour. I hear this kind of story all the time – people in their 20s and 30s who choose to be craft professionals who earn above-average salaries, have stable employment and have the ability to advance and grow within their companies – all without student debt! All four young craft professionals who spoke at the conference referenced a high level of pay, a reliable profession, no student loan debt and pride in what they do, as the four main reasons they chose a career in construction.

Encouraged by their passion

I am always encouraged to hear young craft professionals talk about their careers because they are so passionate about their work and what they contribute to the industry. They enjoy their professions and take great pride in being part of something bigger.

One young lady who works as a welder for a large industrial contractor proudly showed me a building she worked on and described how she was specifically requested to work in a certain area of the building because of her expertise. That building is now part of her

legacy, and it will be there for years to come for her children and grandchildren to see.

I have seen so many examples of young people who enter the industry and work their way into management and even company ownership in a short period of time. In what other industry can a person experience opportunities like these? ■

This article is reprinted with permission from "Breaking Ground: The NCCER Blog" at blog.nccer.org. Diane Greene is the Executive Director of the Build Your Future initiative at the National Center for Construction Education and Research. The initiative focuses on recruitment, training and placement of candidates into the construction industry. Greene has more than 25 years of experience in human resources and training, almost exclusively in the education and construction industries.



Diane Greene,
Executive Director,
Build Your Future,
National Center
for Construction
Education and
Research

Construction can be a high-paying, rewarding career, and the industry should continue promoting that to young people, according to Diane Greene, Executive Director of Build Your Future. It has and will continue to do that through camps and by other means, such as the Construction Challenge at CONEXPO. For more information about students and construction, see the Focus on the Future article in this issue.



TRAINING TOMORROW'S WORKERS

As the number of available workers shrinks, the construction industry turns to education

A recent survey conducted by the Associated General Contractors of America (AGC) showed two-thirds of construction firms reported experiencing labor shortages between July 2013 and July of this year. Additionally, 25 percent said the inability to find enough workers forced them to turn down work.

"As demand for construction rebounds, many firms are finding that the pool of available workers is pretty shallow," said Stephen E. Sandherr, AGC's Chief Executive Officer. "Retiring older workers, strong demand in

other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages for many construction firms."

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America, according to Build Your Future, an initiative of the National Center for Construction Education and Research (NCCER), which promotes career and technical education (CTE). That's despite 27 percent of those with post-secondary licenses and certifications earning more than someone with a bachelor's degree. The average skilled craft professional makes \$6,200 more annually than recent college graduates, according to Build Your Future.

Reasons for a tight labor market

The tight labor market has been good for the skilled workers who are employed, with 70 percent of companies saying they are paying more than they did last year. As the pool of available workers continues to shrink, paychecks will likely continue to rise. So why is there such a shortage of workers?

The Great Recession is one reason. Construction was hit particularly hard with an unemployment rate that reached nearly 30 percent. The lengthy downturn caused many to seek work in other fields. The industry was already growing older, with the average worker's age in the mid to late 40s when the downturn began in 2008. In 2012, the average age of a tradesperson was 56. Many older workers simply retired and never came back.

Another reason is perception. For decades, construction had a stigma as hard, dirty work. Youngsters were encouraged to avoid the construction industry. For instance, in 2012

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America. The shortage of workers has forced some companies to turn down work.





Retiring older workers, strong demand in other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages, according to Associated General Contractors CEO Stephen Sandherr. The tight labor market has been good for skilled workers, with 70 percent of companies saying they are paying more than last year.

only one in three parents encouraged a trade, according to SkillsUSA. In student surveys from a decade ago, construction ranked near the bottom of fields they wished to enter.

Attracting younger workers

The last 10 years, especially the past few, have seen a major push to attract younger workers, from elementary school through college age. Groups such as NCCER host career days to show students the value of construction work and how the industry can be a great fit for their skill sets. They're also getting the word out through online videos and advertising and through materials teachers can use in the classroom.

One of NCCER's Build Your Future campaigns aims to "shift the public's perception about careers in the construction industry to reflect the wide range of professions available." (See the Guest Opinion article in this issue, from Build Your Future Executive Director Diane Greene.) Others include making career and technical education a priority in secondary schools and providing a path from ambition, to training, to job placement as a craft professional.

"As an industry, we must educate the public about the vast career opportunities available in

the construction industry and provide tangible opportunities for individuals to learn skills that will help them build a successful career," said Don Whyte, President of NCCER, who recently partnered with other organizations to offer a Build Your Future Scholarship.

The campaign notes that CTE programs such as welding, electrical or carpentry add hands-on elements to the high school academic experience and can also lead to an industry-recognized credential. "CTE students are significantly more likely than their non-CTE counterparts to report that they developed problem-solving, project completion, research, math, college application, work-related, communication, time management and critical thinking skills during high school," according to the Association for Career & Technical Education.

Harvard Graduate School of Education's Pathways to Prosperity Project predicts that by 2018, 2.7 of 8 million jobs in manufacturing and construction will require a post-secondary credential.

Promoting the "cool factor"

The industry isn't only talking up lower-cost educational opportunities and higher earning potential of careers in construction. It's also

Continued . . .

Educating younger workers is a great return on investment

... continued



The number of women in construction hasn't changed much since the 1970s, but recently, more groups have been focusing on attracting more girls and women to the industry.

promoting the “cool factor,” especially the technology that's gained a significant foothold. Companies are using digital plans, video simulation, virtual reality and machinery that's guided by GPS, which is easier to operate and more comfortable.

When it comes to equipment, the industry is comparing much of today's machinery to the joystick video game consoles that many students use or have used in the past, and they are also highlighting how technologically advanced the equipment is compared to even a few years ago.

During the recent Manitoba Construction Career Expo, the Campfire Union and Manitoba Construction Sector partnered to offer students a virtual-reality simulation of running a tower crane from the perspective of the operator inside the cab. It allowed them to see what it would be like to pick up and drop loads of steel beams. Several programs designed for operation of other types of construction equipment, such as dozers and excavators, are also available. Students in engineering programs are also using tablets, laptop computers and software as part of the design-and-build process, often putting plans in digital format that equipment operators plug into GPS systems used for automated grading and digging.

Organizations and companies such as Komatsu America agree that training younger workers for tomorrow's construction and equipment-maintenance jobs is vital.



“Construction work is somewhat different from what it was,” said Ken Simonson, AGC Chief Economist, in a recent Advertising Age article. “There is much more use of laser and GPS-guided equipment, building information modeling and other things that require computer skills and the use of technology that was not common before the recession.”

Increasing the number of women

One element of the construction industry before the recession that's similar today is the lack of women. Federal data shows only about 2.6 percent of the 7.1 million workers in construction are women, about the same as in the 1970s. An industry goal is to dramatically increase that percentage with greater awareness in school and by using programs such as MAGIC (Mentoring a Girl in Construction) camps that feature hands-on activities with construction projects, women speakers and engineers, and female construction and project managers.

During Engineers Week, February 22-28, 2015, DiscoverE (formerly National Engineers Week Foundation), will host a Girl Day on February 26, and the group is encouraging others to do the same. DiscoverE said, “Girl Day is a movement that shows girls how creative and collaborative engineering is and how engineers are changing our world. With hundreds of events happening each year, together we are driving the conversation about girls and engineering.”

It's all part of a broader effort to show the work force what the future of construction has to offer, including high-paying, rewarding jobs that build the country's roads, bridges, buildings and other structures.

“In the business world, we look for the ROI (return on investment) in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line,” said Katrina Kersch, Senior Director and COO of NCCER in a blog post, ‘The ROI of Partnering with Education’ on the organization's Web site. “Investing our time, talents and resources to partner with education means that our industry is willing to invest in our own future.” ■

STRONG AND EFFICIENT

New PC490LC-11 excavator provides powerful lift capacity while reducing emissions

The government introduced air-quality regulations in the early 1990s, which required manufacturers to begin the process of reducing emissions. Komatsu built a solid foundation when it introduced its Tier 1 engine platform, and it continued to add technology that's met each subsequent emission standard while further reducing fuel consumption and improving performance.

Komatsu's new Tier 4 Final-certified PC490LC-11 is no exception. It delivers the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions and maintaining the operating weight, horsepower and bucket capacity.

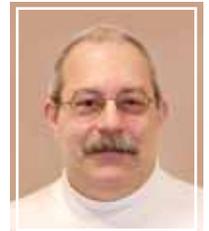
"The previous PC490 increased horsepower, operating weight and lift capacity compared to the model it replaced," said Kurt Moncini, Product Manager, Excavators. "We started with that platform and enhanced this new

model to maximize productivity, serviceability and fuel economy, so users get high levels of performance with the same or reduced owning and operating costs."

KOMTRAX® enhancements

Komatsu designed the Tier 4 Final engine for increased efficiency, using its already-proven technology from the Interim models and integrating a selective catalytic reduction (SCR) system. The engine uses an advanced electronic-control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

Komatsu's Tier 4 Final engines use DEF (diesel exhaust fluid) for treating NOx emissions. When it's injected into the exhaust stream as required,



Kurt Moncini,
Komatsu Product
Manager, Excavators

Continued . . .

Quick Specs on the Komatsu PC490LC-11 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC490LC-11	105,670-110,220 lbs.	359 hp	1.47-4.15 cu. yds.



The PC490LC-11 features a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

PC490LC-11 builds off predecessor's strong attributes

... continued

it works with the heat of the exhaust and the SCR catalytic converter to convert NOx into harmless nitrogen and water vapor that expel out of the exhaust pipe. Komatsu also enhanced KOMTRAX® to monitor the new Tier 4 Final emissions package components and process.

Other new features of KOMTRAX® in the PC490LC-11 include the Operator Identification System, which allows operators to input an identification number so equipment managers can track specific users, set parameters for individual operators, shifts, attachments and more. An Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time. It alerts operators to excessive idle time, giving them a warning prior to shutting down the machine.

"Auto Idle Shutdown and the Operator Identification System increase efficiency and reduce wasted hours and unnecessary fuel consumption, which increase owning and operating costs," said Moncini. "Another standout feature of the enhanced KOMTRAX® system is a switch to cellular, which provides greater bandwidth, more efficient communication

and allows operator ID set-up information to be sent to the machine."

Heavy-duty components

The PC490LC-11 maintains the productivity features of the Dash-10, including a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. A variable-track gauge option increases both the lift capacity and lateral stability up to an additional 10 percent. To account for that, it has strong undercarriage components, including links, rollers, shoes, idlers and center frame. A reinforced, revolving frame and large-capacity swing bearing provide further strength. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

Lift Mode is one of six available working modes, allowing operators to match machine performance to the application. Additional modes include Power, Economy, Breaker, Attachment Power and Attachment Economy.

The PC490LC-11's enhanced hydraulic system helps reduce hydraulic loss, resulting in better efficiency. Additionally, Komatsu designed and produces all major components of the hydraulic system, including pumps, motors and valves. The integrated design employs a closed-center, load-sensing system that uses variable-speed-matching technology.

"Variable-speed matching adjusts the engine speed to hydraulic pump output, allowing the engine to operate at the most efficient rpm," said Moncini. "It also has a hydraulically driven reversible cooling fan that varies its speed in response to coolant, hydraulic oil and ambient temperatures for greater efficiency.

"Like other Tier 4 products, the PC490LC-11 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, with work done by certified technicians who also perform a 50-point inspection," Moncini added. "Komatsu met the Tier 4 Final standards while maintaining the strong attributes of the predecessor model. We believe users will see the added benefits, even those who are currently or have previously used the Interim model." ■

Komatsu's new PC490LC-11 provides the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions.



No Idling

**IDLING IS
NON-PRODUCTIVE**

**WASTES
FUEL**

**RUNS UP
HOURS**



KOMATSU®

www.komatsuamerica.com
www.komatsuamerica.com/no-idling



NEW TIER 4 FINAL DOZER

Enhancements give D155AX-8 greater efficiency, reduce owning and operating costs



Chuck Murawski,
Komatsu Product
Manager, Dozers

When you already have one of the most productive and efficient dozers in the 260 hp-plus size class, it's not necessary to completely overhaul it to meet the newest tier standard. You simply build on an already successful platform and enhance it like Komatsu did with the D155AX-8, which is Tier 4 Final certified with the addition of selective catalytic reduction (SCR).

The D155AX-8 maintains the horsepower and blade capacity of its predecessor, with about a 2.5-percent increase in operating weight," said Chuck Murawski, Komatsu Product Manager, Dozers. "Despite the increase in weight, the new model reduces fuel consumption while providing the same powerful production of the Dash-7 it replaces."

Quick Specs on the Komatsu D155AX-8 Dozer

Model	Operating Weight	Net Horsepower	Blade Capacity
D155AX-8	89,300 lbs.	354 hp	12.3-15.6 cu. yds.

Komatsu's new D155AX-8 dozer features an automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission.

Both power and fuel efficiency come from Komatsu's automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission. Operators can select from automatic or manual gearshift modes to fit the application. Automatic is for general dozing, and manual is for dozing and ripping in rough ground.

Komatsu continues to significantly improve productivity and operation with an electronic-control power train system, including the Hydrostatic Steering System that provides powerful turns under various work conditions. Counter-rotation is available while in neutral, for minimum turning radius, providing excellent maneuverability. When operating in adverse conditions such as uneven ground, the K-bogie undercarriage system keeps the correct alignment between the rollers and links for a smoother ride and longer component life.

More material with less power

The D155AX-8 is equipped with a dual-tilt and power-pitch SIGMADOZER blade, which gives it a high blade capacity, improves dozing performance and increases productivity up to 15 percent, compared to a conventional semi-u blade. The blade improves soil-holding capacity and reduces digging resistance for a smoother flow of material, allowing larger amounts of soil to be dozed with less power.

"The D155 dozer's popularity comes from its ability to cost-effectively move massive amounts of material, and this new model does that with a further reduction in owning and operating costs," said Murawski. "Komatsu covers scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE, which includes a 50-point inspection at each interval." ■



Innovative. Intelligent. Integrated.



D61i-23

Next Generation Machine Control

No Masts

No Cables

No Connections

Factory installed Intelligent Machine Control — standard on the new D61i-23. Automated dozing — 1st to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

Komatsu — Customer driven solutions.



Scan here to see the video.



Conventional
Machine Control

KOMATSU®

www.komatsuamerica.com

'ONE MACHINE, ALL APPLICATIONS'

Komatsu's new WA200-7 wheel loader provides benefits of standard and PZ models in a more efficient package



Craig McGinnis,
Komatsu Product
Specialist,
Wheel Loaders

Having one machine that provides production in earthmoving, sand and gravel applications, as well as the lifting capacity to move pipe and other materials is a distinct advantage for a wheel loader. Komatsu's new WA200-7 provides these, in a powerful Tier 4 Interim package that builds upon the proven technology of its predecessor.

Komatsu's WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

Quick Specs on the Komatsu WA200-7 Wheel Loader

Model	Operating Weight	Net Horsepower	Bucket Capacity
WA200-7	25,342-26,070 lbs.	126 hp	2.6 cu. yds.

Komatsu's new WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

"The WA200-7 is one machine for all applications," said Craig McGinnis, Komatsu Product Specialist, Wheel Loaders. "It combines the best of both the standard and PZ Dash-6 models but has many improvements. One of the biggest changes is Komatsu's proprietary Tier 4 engine technology that further reduces fuel consumption by up to 3 percent compared to the already-low level of the Dash-6 series. It also uses a Komatsu Diesel Oxidation Catalyst (KDOC) that reduces particulate matter through 100-percent passive regeneration, which does not interfere with daily operation."

McGinnis notes that Komatsu designed the KDOC to last through the engine's lifetime, and it also engineered the WA200-7 with no diesel particulate filter. Additionally, Komatsu provides complimentary scheduled maintenance through its Komatsu CARE program for the first three years or 2,000 hours.

Enhanced operator comfort

To enhance operator comfort, Komatsu designed the WA200-7 with a roomy cab. The work equipment is controlled by a multifunction mono-lever that includes a forward-neutral-reverse switch and an integrated proportion-control switch for third-spool-equipped loaders.

"As with other Komatsu wheel loaders, the WA200-7 has a highly efficient and responsive hydrostatic drive train with variable-speed control and the Komatsu Traction Control System," said McGinnis. "The dynamic braking effect of the HST practically eliminates brake wear, which further reduces maintenance costs. We encourage anyone looking for an all-purpose loader to check out the WA200-7. Its versatility, production and low owning and operating costs make it the leader in its size class." ■



LOADERS

From Komatsu - The Loader Experts



The WA380-7 Tier 4 Interim Wheel Loader is a class leading performer with improvements in production, fuel efficiency, operator comfort and serviceability.

- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.
- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

KOMATSU®



www.komatsuamerica.com

KOMATSU FINANCIAL

Financing Your Success



The experienced professionals at **Komatsu Financial** provide financing solutions to help grow your business. Working with your Komatsu dealer, we can provide the following:

- √ New and Used Equipment Financing
- √ Leasing Programs
- √ Parts and Service Financing
- √ Equipment Credit Lines
- √ Flexible Terms and Payment Plans
- √ Industry Expertise
- √ Superior Customer Service

KOMATSU®

www.komatsuamerica.com



kfcustomerservice@komatsuna.com
888-500-6001

INCREASED LOGGING CAPACITY

Komatsu introduces new robust C-Series “carry style” harvesting heads

Forestry operations are always looking for increased logging capacity, as well as machinery that’s durable and reliable, and Komatsu’s new C-Series “carry-style” harvesting heads deliver on all counts. Two models are available, including the high-capacity C144 and the versatile, all-around C93.

The C93, available installed on Komatsu 911.5 and 931.1 harvesters, replaces the 350.1 and offers significant improvements for better handling of thinning projects, as well as tough-limb and multi-stem harvesting applications. It has a recommended working diameter of 6 to 15 inches and a maximum cutting capacity of up to 23.6 inches.

The C144’s recommended working diameter is 8 to 20 inches, with a 28-inch maximum cutting diameter. It’s available on Komatsu 931.1 and 941.1 harvesters. The C144 and the C93 can be installed on other carriers as a loose head.

Efficient control systems

The C93 and C144 harvesting heads also feature Komatsu’s new Constant Cut™ saw-control system with a saw bar (29.5 inches on the C93 and 32.5 inches on the C144) that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.

“Customers choose which head is right for them based on the diameter and weight of the timber they harvest,” said Steve Yolitz, Komatsu Manager, Marketing Forestry. “Komatsu heads may also fit multiple machines, giving users several options while reducing the number of machines and attachments needed. Our distributors can guide customers to the harvesting head that is best for them.” ■



New C-Series “carry style” harvesting heads feature Komatsu’s Constant Cut™ saw control system with a saw bar that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.



Quick Specs on the Komatsu Harvesting Heads		
Model	Weight	Max. Cutting Diameter
C93	2,138 lbs.	23.6 in.
C144	3,086 lbs.	28 in.



THE ANSWER HAS ARRIVED

www.montabert.com
Customer Service - 866-472-4373

Follow us on social media
for regular updates!



Engineering Innovation since 1921



SPRINGFIELD, IL
(217) 789-7711

BOLINGBROOK, IL
(630) 739-7474

MARENGO, IL
(815) 923-4966

www.rolandmachinery.com

CARTERVILLE, IL
(618) 985-3399

PORTAGE, IN
(219) 764-8080

ESCANABA, MI
(906) 786-6920

BRIDGETON, MO
(314) 291-1330

COLUMBIA, MO
(573) 814-0083

CAPE GIRARDEAU, MO
(573) 334-5252

PALMYRA, MO
(573) 769-2056

DE PERE, WI
(920) 532-0165

FRANKSVILLE, WI
(262) 835-2710

DEFOREST, WI
(608) 842-4151

EAU CLAIRE, WI
(715) 874-5400

SCHOFIELD, WI
(715) 355-9898

CUSTOMER-DRIVEN SOLUTIONS

VP of Operations says Komatsu Financial offers much more than loans for purchasing new equipment

QUESTION: Why should a customer consider Komatsu Financial for financing equipment instead of going with an outside lender?

ANSWER: All we do is finance Komatsu equipment through Komatsu distributors. That puts us in a unique position to better understand customers' opportunities and the challenges they face compared to an outside lender that finances everything from homes to airplanes. Being an equipment manufacturer, we also know the construction and mining marketplaces better, which allows us to be more flexible on the front-end when setting up the financing and on the back-end if customers hit a bump in the road. At Komatsu Financial, either on the front end or after the sale, our first question is always, "How can we help?" For those reasons, the number of companies that turn to Komatsu Financial for their equipment needs has continued to increase.

QUESTION: How much of an increase have you seen?

ANSWER: More than 80 percent of all new Komatsu machines sold in North America are financed by Komatsu Financial. That is up from about 60 percent five years ago.

QUESTION: How have you been able to achieve that?

ANSWER: We've taken a much more customer-oriented approach, including getting out in the field and meeting directly with dealers and customers to understand how we can better serve their needs. That contact has helped us develop a lot of great programs that are different than what the typical marketplace has to offer. For example, if a customer has a lease that's greater than 24 months, we'll let them out of it six months early, as long as the customer is buying another piece

Continued . . .



Tim Tripas,
Vice President of Operations,
Komatsu Financial

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.

Tim Tripas joined Komatsu 23 years ago after graduating from Drake University in Des Moines, Iowa, with a degree in English. "My parents encouraged me to take classes that interested me, so in addition to English, I took a lot of business and law classes. That gave me a well-rounded background and set me up well to join Komatsu Financial."

His first responsibilities included working on audits and collections before becoming a regional operations manager, followed by director of operations. In 2004, he helped set up Komatsu Finance Europe, then returned to the United States in his present role as Vice President of Operations. He oversees all functions of finance, including credit applications, funding, audits, leasing and more.

"One of the things I'm most proud of is that 8 out of 10 Komatsu machines sold in North America are now financed through Komatsu Financial," said Tripas. "That's due to a very concerted effort by our personnel to get out and meet customers face-to-face at their jobsites, offices and our distributor locations, so we know their businesses and can tailor programs to meet their needs. I believe Komatsu makes the best equipment in the business, so building a world-class finance company that helps customers put that machinery in their fleets and finances the parts and service to keep them producing is a priority."

Tim and his wife, Alissa, have a daughter, and he enjoys spending time with his family outside of work. He also sneaks out to golf on occasion.

Komatsu Financial tailors programs to meet customers' needs

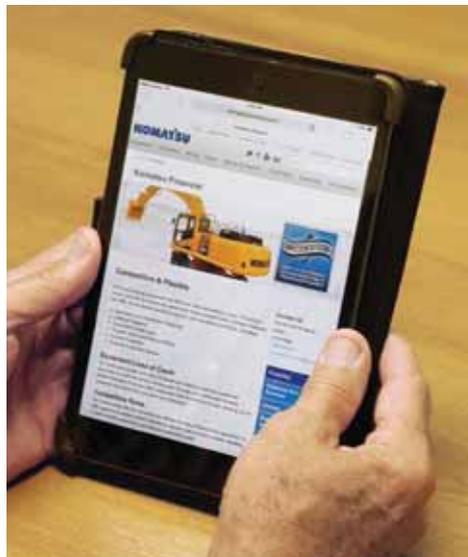
... continued



More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. That is up from about 60 percent five years ago.

Komatsu offers cost-effective and viable financing solutions for new and used equipment purchases and leases, as well as parts and service needs.

Komatsu has a parts and service financing program that lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows customers to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due.



of Komatsu equipment. So, a customer may have a D51 dozer and would really like a larger size or a new D51i-22 *intelligent* Machine Control dozer. With this program, we completely forgive the final six months of payments on the existing lease, to allow for the additional machine purchase. Nobody else in the industry does anything like that.

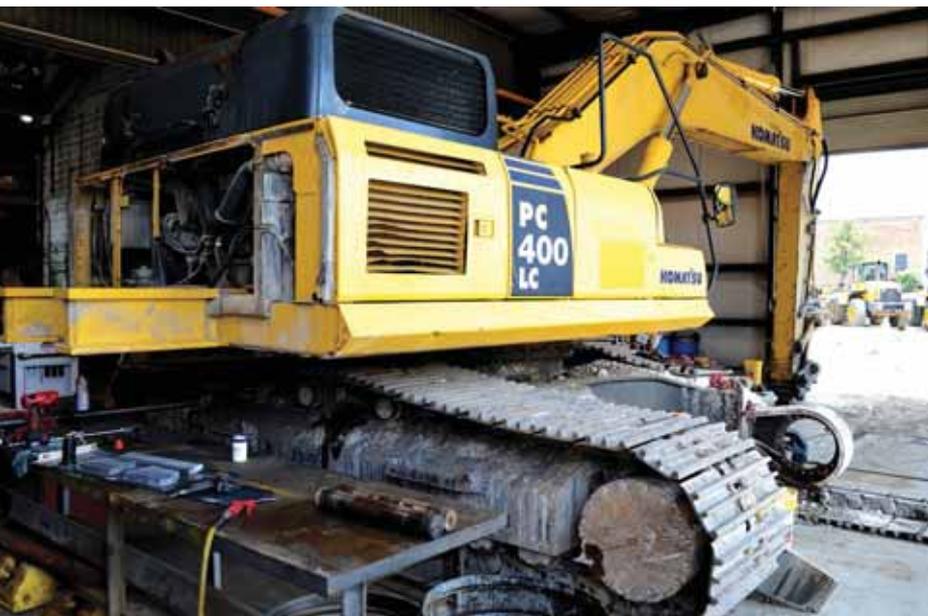
QUESTION: Could you give some other examples?

ANSWER: In talking with customers, many said they desired the flexibility of paying over time for repairs or service work from their dealer. We developed a parts and service financing program that's a true loan. Some competitors have similar financing, but in reality, it's a credit card that charges higher interest. Komatsu Financial's program lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows the customer to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due. Additionally, on this or any other product from Komatsu Financial, there is never a pre-payment penalty.

Another example is our Flex Lease. Customers make a 36-month commitment, but every year on the anniversary of the lease, they have the option to return the equipment. That grew out of a customer telling us, "I think I need a machine for three years, but I know for sure I need it for one." The advantages are obviously that if a situation changes, they can opt out, and if customers choose to stay in the lease, their rate continues to be what it was from the day the lease started. It's been well-received, especially in light of the past few years when we've seen a big shift from ownership toward leasing. We have several other attractive leasing options if that's the route a customer wants to go.

QUESTION: Do you finance used equipment?

ANSWER: Absolutely. We'll finance new and used equipment as long as it's a product a distributor sells and not a competitive brand. Our focus is on helping build successful relationships with our distributors and their customers, and financing new and used equipment, leases and parts and service contributes to that. We consider Komatsu Financial a facilitator in the process, and we're willing to do whatever we can to help customers be successful. ■



ATLAS COPCO AND ROLAND MACHINERY CO.

Everything a driller needs

From a full range of Atlas Copco drilling rigs to a complete line of hammers, bits and other consumables, we've got you covered. And when it comes to service after the sale, the partnership of Atlas Copco and Tractor & Equipment Company will deliver.

Sustainable Productivity

Atlas Copco



www.rolandmachinery.com

Springfield, IL
217.789.7711

Bridgeton, MO
314.291.1330

Bolingbrook, IL
630.739.7474

Franksville, WI
262.835.2710

De Pere, WI
920.532.0165

Carterville, IL
618.985.3399

Columbia, MO
573.814.0083

Marengo, IL
815.923.4966

DeForest, WI
608.842.4151

Schofield, WI
715.355.9898

Palmyra, MO
573.769.2056

Cape Girardeau, MO
573.334.5252

Portage, IN
219.764.8080

Eau Claire, WI
715.874.5400

Escanaba, WI
906.786.6920

SHORT-TERM FUNDING

Last-minute bill keeps Highway Trust Fund from insolvency

A short-term measure passed and signed just before the Highway Trust Fund (HTF) was about to run out of money provides nearly \$11 billion for road and transportation projects. The bill – H.R. 5021, the Highway and Transportation Funding Act of 2014 – is a nine-month extension to the previous highway bill, MAP-21, that expired in September.

H.R. 5021 expires in May 2015, giving lawmakers a chance to work through a longer-term bill. While proposals for a broader measure had been brought up, including a \$302 billion, four-year bill from President Obama, Congress eventually passed H.R. 5021, which authorized a transfer from the general fund to pay for it.

A short-term bill provides nearly \$11 billion in funding for transportation projects and runs through May of 2015.

The current short-term measure is funded by a budget maneuver known as “pension smoothing.” It allows corporations to reduce contributions to employee retirement plans. In turn, the government’s tax revenues increase because companies can no longer take tax deductions for the contributions.

Traditionally, the HTF is funded from the 18.4-cents-per-gallon gas tax. In recent years, revenues have fallen short, forcing transfers from the general fund to pay for road repairs and construction. The tax hasn’t been increased in more than 20 years, and as cars have become more fuel-efficient and people drive less, the gas tax hasn’t kept up with needed transit spending.

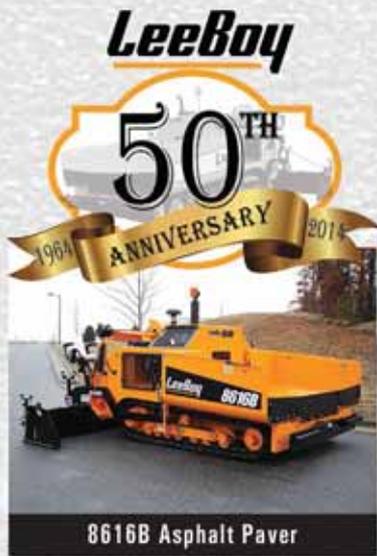
Another ‘crisis’ next spring

Congress will need to address revenues next spring when it takes up transportation funding. Lawmakers have proposed several ideas, including raising the gas tax and indexing it to inflation, charging drivers a per-mile fee, more tolling and combinations of all of the above.

Transportation Secretary Anthony Foxx said he was disappointed in the short-term fix.

“This latest band-aid expires right as the next season begins, setting up another crisis next spring,” said Foxx. “So in the coming months, the Department will again be required to prepare cash-management procedures in anticipation of repeating the same Highway Trust Fund insolvency crisis. Americans deserve a multi-year transportation bill that provides the certainty that businesses and communities deserve, creates jobs and makes necessary policy updates to lay the foundation for lasting economic growth.” ■





8616B Asphalt Paver



8515C Asphalt Paver

endless
PAVEMENT
solutions.

Increase productivity and reduce operating costs with LeeBoy's 8515C Asphalt Paver. The 8515C incorporates big paver features into a heavy-duty maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend screed system, powerful 84 HP Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the new, heavy-duty 815 electric screed.



www.rolandmachinery.com

SPRINGFIELD, IL
(217) 789-7711

CARTERVILLE, IL
(618) 985-3399

PALMYRA, MO
(573) 769-2056

BRIDGETON, MO
(314) 291-1330

COLUMBIA, MO
(573) 814-0083

CAPE GIRARDEAU, MO
(573) 334-5252

PORTAGE, IN
(219) 764-8080

FRANKSVILLE, WI
(262) 835-2710

DEFOREST, WI
(608) 842-4151

EAU CLAIRE, WI
(715) 874-5400

DE PERE, WI
(920) 532-0165

SCHOFIELD, WI
(715) 355-9898

ESCANABA, MI
(906) 786-6920

ROSCO

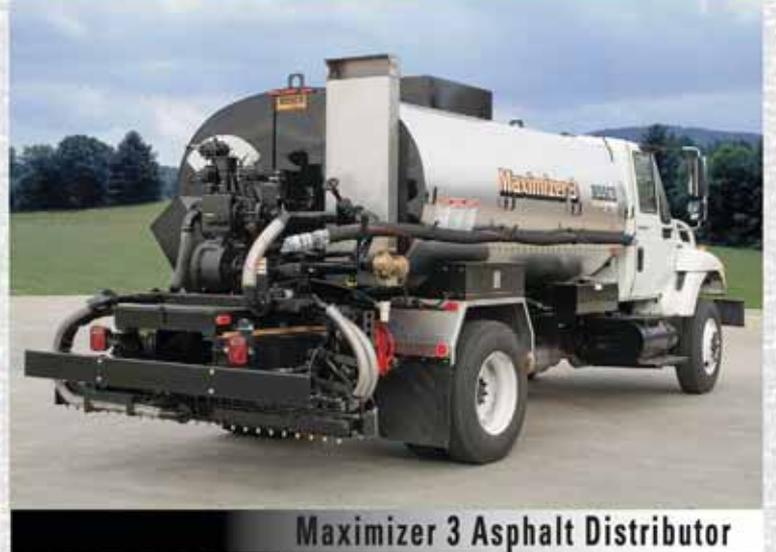
A LeeBoy Company



Tru-Pac 915 Pneumatic Roller



SweepPro Broom



Maximizer 3 Asphalt Distributor

endless
PAVEMENT
solutions.

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

SPRINGFIELD, IL
(217) 789-7711

CARTERVILLE, IL
(618) 985-3399

PALMYRA, MO
(573) 769-2056

BRIDGETON, MO
(314) 291-1330

CAPE GIRARDEAU, MO
(573) 334-5252

COLUMBIA, MO
(573) 814-0083

PORTAGE, IN
(219) 764-8080

FRANKSVILLE, WI
(262) 835-2710

DEFOREST, WI
(608) 842-4151

EAU CLAIRE, WI
(715) 874-5400

DE PERE, WI
(920) 532-0165

SCHOFIELD, WI
(715) 355-9898

ESCANABA, MI
(906) 786-6920



www.rolandmachinery.com

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

Construction firms pledge to hire veterans

A coalition of construction companies and associations pledged to hire 100,000 veterans during the next five years at a national symposium hosted by the U.S. Department

of Labor and Joining Forces. Construction is one of the fastest-growing industries in the nation with an annual growth rate of 2.6 percent, according to the Bureau of Labor Statistics, and more than 80 firms committed to fill new construction jobs with veterans.



Construction companies and associations say they plan to hire 100,000 veterans during the next five years.

“I am inspired by the commitment displayed by the construction industry and all our partners in helping achieve this mission,” said U.S. Secretary of Labor Thomas E. Perez.

“All men and women who have sacrificed for our country in our armed services deserve opportunities for good jobs worthy of their character and their achievements,” said U.S. Secretary of Labor Thomas E. Perez. “The Department of Labor will do whatever it takes to help our veterans translate their skills and leadership into jobs, and I am inspired by the commitment displayed by the construction industry and all our partners in helping to achieve that mission.” ■

Executive order grants workers additional rights

President Obama signed an executive order requiring federal contractors to give workers additional rights in labor disputes. Contractors must now give workers information to determine whether their paychecks are accurate and allow workers a judge instead of an arbitrator

during sexual assault hearings and civil-rights grievances.

The order follows other labor-related executive actions that require federal contractors to pay workers at least \$10.10 per hour and bar them from discriminating against gay and transgender workers. ■

NCCCO launches boom truck operator certification program

The first phase of a new Certification of Crane Operators (CCO) program designed specifically for boom truck operators is now available from NCCCO (National Commission for the Certification of Crane Operators). The new CCO Boom Truck – Fixed Cab operator certification is a subcategory of the CCO Telescopic Boom – Fixed Cab certification.

CCO Boom Truck – Fixed Cab was developed specifically for the industries that use these machines, such as building

supplies, HVAC, sign installation and tree maintenance.

“While boom trucks have a wide variety of users and applications, many machines don’t operate in typical construction applications, but are engaged in activities such as delivering materials and equipment,” said Joel Oliva, NCCCO Manager, Program Development and Administration. “This new program is designed specifically to address the unique needs of boom truck operations.” ■

Associated General Contractors of America offers members private insurance exchange

The Associated General Contractors of America now offers member firms in the commercial construction industry a nation-wide private insurance exchange. CEO Stephen Sandherr said that the exchange was developed in collaboration with an outside company and features comprehensive insurance coverage from major insurers. It was designed to reduce costs and administrative burdens.

“Because the exchange offers a broader range of options than what’s typically available to individual firms, employers

and their employees will get more of the benefits that meet their particular needs,” said Sandherr. “Instead of struggling with unpredictable insurance premiums, employers will be able to define the amount they will provide to their employees for health and other insurance benefits and then direct their employees to an online store where they will have more options than they have had in the past. The new private exchange, unlike many public exchanges, will provide employees with the guidance and support they need to make good decisions.” ■

Don't just take our word for it...

“Paladin attachments have the **durability** and performance I can always count on.”
Jim W., Pipeline Contractor

“My Paladin attachment allows me to gain **versatility** on the jobsite and enhance my machine's capability.”
John B., Forestry Management

“When relying on **cost** effective solutions, Paladin attachments are my solution.”
Steve H., Equipment Dealer

“I don't get anything less than maximum **performance** from my Paladin attachments.”
Eric J., Landscape Contractor



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence™

BRADCO CP CUSTOMWORKS FFC HARLEY J:B McMILLEN SWEEPSTER



Connect with Paladin:



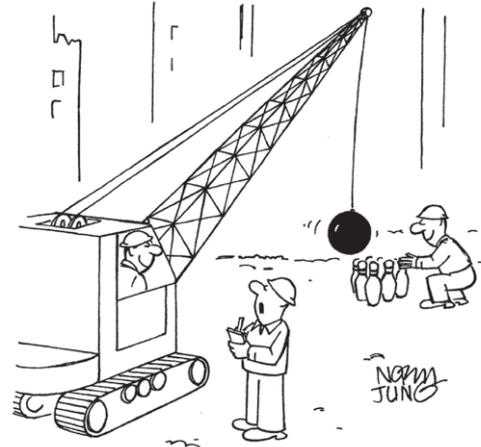
www.paladinattachments.com

Division of
IES INTERNATIONAL EQUIPMENT SOLUTIONS

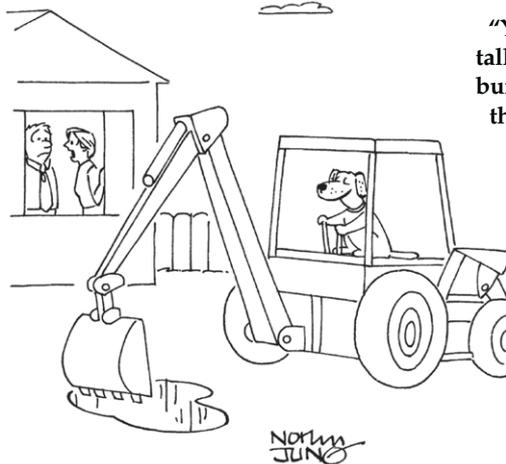
On the light side



"The minimum wage is being upgraded, so how about the minimum allowance?"



"That last strike put you two pins up!"



"You'll have to talk to him about burying bones in the backyard."

Did you know...

- President Lincoln proclaimed the first national Thanksgiving Day in 1863. Christmas became a national holiday in the United States in 1890.
- Glass takes one million years to decompose, which means it never wears out and can be recycled an infinite amount of times.
- First occupied by John Adams in 1800, the White House has witnessed one presidential wedding, five first-family weddings, 11 births and seven presidential funerals. Recent additions include John F. Kennedy's swimming pool, Richard Nixon's bowling alley and Bill Clinton's running track.
- The largest gold nugget ever found was discovered in 1869. It weighed 173 pounds and was named The Welcome Stranger.
- Peanut oil is used for cooking in submarines because it doesn't smoke unless it's heated above 450° F.
- Your tongue is the only muscle in your body that is attached at only one end.

Brain Teasers

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

1. B U R C _ _ _ R _ _
2. T R O M O _ _ _ T _ _ _
3. A R E R P I R _ _ _ _ I _ _
4. L A P A S T H _ _ S _ _ _ _ L _ _
5. N A E D L I E D _ D _ _ _ D _ _ _ _

USED EQUIPMENT SPECIALS

Quality Used Equipment...with support to back it up



Komatsu PC210LC-10, '12, 855 hrs\$157,500



KOMATSU

**KOMATSU
REMARKETING**



Ponsse Ergo, '07, 9,250 hrs\$225,000

DOZERS

Cat D6N, '07, 11,785 hrs.....	\$62,500
Deere 650J, '06, 3,731 hrs.....	\$65,000
Komatsu D51PX-22, '08, 4,013 hrs.....	\$124,500
Komatsu D61PX-15E0, '07, 4,771 hrs.....	\$120,000
Komatsu D65EX-15, '06, 2,301 hrs.....	\$144,500
Komatsu D65EX-15E0, '07, 3,934 hrs.....	\$149,500
Komatsu D65PX-15E0, '08, 8,504 hrs.....	\$79,500
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, 1,474 hrs.....	\$169,500

FORESTRY

Norco Puma 220, '11, 78 hrs.....	SCALL
Ponsse Cobra HS10, '98, 20,013 hrs.....	\$75,000
Ponsse Ergo, '07, 9,250 hrs.....	\$225,000
Valmet 415EX/Rolly II, '05, 10,092 hrs.....	\$135,000
Valmet 840.2, '05, 6,600 hrs.....	\$169,000
Valmet 860.4, '12, 1,640 hrs.....	SCALL

MATERIAL HANDLERS

Cat 365CL-MH, '08, 10,428 hrs.....	\$154,500
Gehl RS8-42, '03, 3,594 hrs.....	\$37,500
Komatsu P400LC-8MH, '08, 6,095 hrs.....	\$219,500

MILLING

Roadtec RX700, '08, 4,630 hrs.....	\$170,000
Wirtgen W60, '08, 628 hrs.....	\$144,900
Wirtgen W60 Rumbler, '11, 400 hrs.....	\$240,000
Wirtgen W600, '03, 2,403 hrs.....	\$77,500
Wirtgen W2100, '04, 8,373 hrs.....	SCALL

PAVING

Blaw-Knox PF115, '08, 1,921 hrs.....	\$14,500
Vogele 1110WB, '03, 1,004 hrs.....	\$85,000
Vogele 5103-2, '11, 1,273 hrs.....	\$250,000
Vogele 5203-2, '09, 2,727 hrs.....	\$195,000
Vogele Super 700, '07, 566 hrs.....	\$79,500
Vogele Super 1800SF, '05, 3,634 hrs.....	\$60,000

COMPACTION

Bomag BC61RB, '00, 15,862 hrs.....	\$54,900
Bomag BC1172RB, '05, 15,531 hrs.....	\$94,900
Bomag BW120, '00, 2,801 hrs.....	\$9,500
Bomag BW205AD, '02, 3,520 hrs.....	\$26,500
Hamm HD14VV, '09, 2,460 hrs.....	\$29,500
Hamm HD90 Ozzy, '04, 4,300 hrs.....	\$36,500
I-R DD24, '99, 8,421 hrs.....	\$12,500
Volvo DD90HF, '09, 638 hrs.....	\$59,500

WATER EQUIPMENT

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

WHEEL LOADERS

Komatsu WA70-5, '06, 2,592 hrs.....	\$47,500
Komatsu WA250-6, '11, 5,646 hrs.....	\$94,500
Komatsu WA250-6 High Lift, '11, 2,086 hrs.....	\$124,500
Komatsu WA320-7, '13, 462 hrs.....	\$174,500
Komatsu WA320-7, '14, 81 hrs.....	\$165,000
Komatsu WA380-6, '11, 2,094 hrs.....	\$179,500
Komatsu WA380-7, '13, 1,385 hrs.....	\$185,000
Komatsu WA430-6, '07, 4,404 hrs.....	\$129,000
Komatsu WA450-6, '07, 8,069 hrs.....	\$149,500
Komatsu WA500-3, '98, 11,556 hrs.....	\$79,500
New Holland LW190B, '04, 5,908 hrs.....	\$33,500
Terex TL300-2, '08, 2,441 hrs.....	\$79,500

CRUSHING/SCREENING

Kleemann MSD190D Screen, '13, 688 hrs.....	\$255,000
Kleemann MC110Z Crusher, '13, 714 hrs.....	\$475,000

SCRAPERS

Deere 762, '76, 2,911 hrs.....	\$21,000
Deere 762, '78, 5,743 hrs.....	\$21,000

EXCAVATORS

Cat 330CL, '02, 12,032 hrs.....	\$69,500
Cat 345BL, '03, 10,750 hrs.....	\$72,500
Deere 350DL, '07, 6,752 hrs.....	\$124,500
Deere 350DLC, '07, 5,837 hrs.....	\$124,500
Deere 350DLC, '07, 6,832 hrs.....	\$115,000
Komatsu PC35MR-2, '07, 4,747 hrs.....	\$26,500
Komatsu PC88MR-8, '09, 1,195 hrs.....	\$74,500
Komatsu PC138USLC-8, '11, 1,142 hrs.....	\$124,500
Komatsu PC138USLC-8, '11, 3,218 hrs.....	\$104,500
Komatsu PC160LC-7, '05, 8,230 hrs.....	\$54,500
Komatsu PC200LC-5, '93, 7,745 hrs.....	\$26,000
Komatsu PC200LC-6, '95, 11,780 hrs.....	\$34,500
Komatsu PC200LC-6, '01, 5,824 hrs.....	\$59,500
Komatsu PC200LC-7, '02, 6,850 hrs.....	\$84,500
Komatsu PC200LC-7, '03, 8,114 hrs.....	\$79,500
Komatsu PC200LC-7, '03, 5,975 hrs.....	\$89,500
Komatsu PC200LC-7, '03, 6,128 hrs.....	\$64,900
Komatsu PC200LC-7, '04, 7,640 hrs.....	\$89,500
Komatsu PC200LC-8, '06, 4,621 hrs.....	\$97,500
Komatsu PC210LC-10, '12, 855 hrs.....	\$157,500
Komatsu PC220LC-6, '96, 6,510 hrs.....	\$64,500
Komatsu PC220LC-8, '06, 9,084 hrs.....	\$96,500
Komatsu PC220LC-8, '06, 2,606 hrs.....	\$139,500
Komatsu PC220LC-8, '07, 5,757 hrs.....	\$119,500
Komatsu PC220LC-8, '09, 4,707 hrs.....	\$129,000
Komatsu PC228USLC-1, '99, 4,400 hrs.....	\$54,500
Komatsu PC300LC-7E0, '06, 7,736 hrs.....	\$110,000
Komatsu PC300LC-7E0, '07, 4,714 hrs.....	\$157,500
Komatsu PC360LC-10, '14, 655 hrs.....	\$269,500
Komatsu PC400LC-7, '04, 10,300 hrs.....	\$99,500
Komatsu PC400LC-7, '05, 8,163 hrs.....	\$124,500
Komatsu PC400LC-7, '05, 11,134 hrs.....	\$92,500
Komatsu PC400LC-7E0, '07, 3,991 hrs.....	\$204,500
Komatsu PC400LC-8, '08, 3,815 hrs.....	\$209,500
Komatsu PC450LC-8, '11, 2,389 hrs.....	\$309,500
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 PC750LC-7, '04, 6,613 hrs.....	\$349,500
Volvo EC240CLR, '11, 454 hrs.....	\$195,500



Deere 650J, '06, 3,731 hrs\$65,000



Vogele Super 1800SF, '05, 3,634 hrs\$60,000

Financing available for qualified buyers.

15 ROLAND BRANCH LOCATIONS IN IL, IN, MI, MO AND WI

Call Jay Germann (217) 789-7711 • Email: jgermann@rolandmachinery.com

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

Presorted Standard
 US Postage Paid
 C.P.I.

Change Service Requested



www.rolandmachinery.com



The Products The Support The Service

Springfield, IL (217) 789-7711	Marengo, IL (815) 923-4966	Bridgeton, MO (314) 291-1330	Palmyra, MO (573) 769-2056	Eau Claire, WI (715) 874-5400
Bolingbrook, IL (630) 739-7474	Portage, IN (219) 764-8080	Cape Girardeau, MO (573) 334-5252	Deforest, WI (608) 842-4151	Franksville, WI (262) 835-2710
Carterville, IL (618) 985-3399	Escanaba, MI (906) 786-6920	Columbia, MO (573) 814-0083	De Pere, WI (920) 532-0165	Schofield, WI (715) 355-9898

