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KUESEL EXCAVATING CO., INC.

Expanded territory leads to substantial growth for this O'Fallon excavating firm

**STELLA-JONES CORPORATION,
BANGOR DIVISION**



Liz Russell,
Division
Manager

Rick Magnuson,
Maintenance
Supervisor



Michael Steiniger,
President

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**A second
generation
heads toward
the future**



Dear Valued Customer:

Three years ago, Komatsu introduced its first *intelligent* Machine Control product, a D61i-23 dozer. Now, the second generation is available with the launch of the D61i-24 models, which you can read about in this issue of your Roland Industry Scoop magazine.

Both of these machines use Komatsu's integrated *intelligent* Machine Control technology, a 3-D-based system with semi-automation, which eliminates masts and cables. The technology does more than keep a dozer's blade on grade. It adjusts loads on the fly and monitors track slippage to ensure that operators are moving as much dirt as possible and are working efficiently.

The same technology was added to three Komatsu excavators with amazing results. The integrated 3-D system takes excavator operation to another level compared to the 2-D aftermarket systems. Find an interesting article inside that highlights the differences between 2-D and 3-D, helping you make an informed choice on which is better for your business.

Many other new machines have sophisticated technology built-in as well, such as Komatsu's KOMTRAX telematics system, which lets you track hours, idle time, fuel usage and machine location. That capability can come in handy when working to recover stolen machines.

If you would like information on any of these products or others, please call or stop by one of our branch locations.

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



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KUESEL EXCAVATING CO., INC.

Expanded territory leads to substantial growth for this O'Fallon excavating firm



Michael Steiniger,
President

Kuesel Excavating Co., Inc. President Michael Steiniger had a decision to make as the recession was coming to an end in 2011. He could grow the company and expand its territory to follow loyal customers or remain the same size and try to stay afloat in a market that was still feeling the effects of the downturn. The decision seemed like an easy equation for Michael – customers equal stability and potential growth.

“At that time in our area, there weren’t many large projects, but there were several companies competing for them,” recalled Michael. “One advantage for us was that we had some great relationships with customers who had sizeable jobs coming up. They were located out of our typical area, but we needed the work. It made sense to grow and follow them.”

Shortly after making that decision, Kuesel Excavating grew from a company with 50 employees that performed earthwork projects in eastern Missouri, to one with 100 employees that completed roughly 150 jobs a year throughout the Midwest. With the significant growth has come improved efficiency.

“We added several moving parts with the expansion, so we had to be on top of things even more,” said Michael. “We started to account for some costs that we hadn’t incurred in the past, like hotels and additional gas. Logistically, we considered transporting equipment and scheduled maintenance when we were out of our area. There was a learning curve, but paying attention to the little things made us a better company.”

One thing Kuesel Excavating did to keep its i’s dotted and t’s crossed was hire Chief Financial Officer Jeff Sachs in 2015.

“We are more meticulous in how we monitor jobs,” explained Jeff. “We calculate the real cost of our operation – travel, machines and maintenance. Now, when we make a decision, we know the exact financial impact, and we have greater efficiency because of it.”

While Kuesel Excavating has grown, its services have remained the same and that is perfectly fine with its customers. The company still focuses on soil stabilization, excavating and grading, in addition to the installation of utilities that are included on a site. Handling all of the work from the beginning is important for Kuesel and its customers.

“Our claim to fame is our execution in grading and excavating,” said Michael. “We show up at a site and do everything until it is ready for vertical construction. We can handle anything in-house from a one-day job to a \$10-million-plus project, either way there is a Kuesel Excavating truck showing up every day. We’re adaptable and that makes us competitive. Approximately 90 percent of our business is for repeat customers, so I think they appreciate it as well.”

Kuesel Excavating’s new Komatsu *intelligent* Machine Control D61PXi dozer is a hit with the company. “We had used Topcon aftermarket systems on many of our dozers, but the D61PXi is on another level. It’s a huge step forward – not just for us, but for our industry,” said Equipment Manager Matt Steiniger.





Operator Jeff Ashlock uses Kuesel Excavating's Komatsu PC360LC excavator to place 36-inch storm sewer pipe at a jobsite in Wentzville, Missouri. "The PC360 is a great all-around machine," said Ashlock. "It has good reach and plenty of power."



Jeff Ashlock,
Operator

Technological edge

One of the newest additions to Kuesel's fleet, a Komatsu *intelligent* Machine Control D61PXi dozer from Roland Machinery Company and Sales Rep Jim Evans, has helped the company finish its work faster.

"We were so excited to get an *intelligent* Machine Control dozer that it didn't even come by the shop when we bought it, instead we took it right to the jobsite," recalled Michael's son and Equipment Manager Matt Steiniger. "We had used Topcon aftermarket systems on many of our dozers, but the D61PXi is on another level. It's a huge step forward – not just for us, but for our industry."

"Using the automated blade control from first cut to final grade has made a big difference," added Jeff. "We don't tear up as much dirt, and the undercarriage lasts longer because of it. It's truly a great addition to our fleet."

The D61PXi was Kuesel's first experience with *intelligent* Machine Control products, but the company already had several pieces of Komatsu equipment from Roland, including seven excavators (three PC300s, two PC228USLCs, a PC360 and a PC490) and a couple of HM400 articulated trucks.

"Komatsu makes great machines," said Michael. "They are reliable, cost-efficient and they last. We know that our Komatsu equipment is going to produce for us."

The company's satisfaction with Komatsu is matched by its relationship with Roland.

"We have a significant fleet of equipment from Roland that we either own or rent," noted Jeff. "As we've expanded our territory, Roland has been there to help us schedule maintenance, rent

machines and make sure we have what we need. It's a trusted relationship we appreciate."

The company's leaders value the role that Roland plays in helping it stay on schedule with complex projects.

"Roland is able to address additional equipment needs swiftly as well as provide on-site technical and mechanical support for our equipment," noted Jeff.

Delivering quality results

Kuesel Excavating has a job underway in Wentzville, Missouri, a 1.1 million-square-foot project for a production plant. Kuesel performed the full complement of grading and soil stabilization services. The contract also included significant utility installation, including sanitary sewer and the relocation of both the force main and water main.

"We are happy for work like this, and we also know that we earned it because we've performed in the past," said Michael. "We are dedicated to delivering quality results for our customers. That's our plan going forward. We want to continue to deliver for our customers and grow with them. If we can accomplish that, I think we'll continue to succeed." ■



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(L-R) Kuesel Excavating Equipment Manager Matt Steiniger and President Mike Steiniger, Roland Sales Rep Jim Evans and Kuesel CFO Jeff Sachs work together on service, sales and rental needs for the company's Komatsu equipment.

STELLA-JONES CORPORATION, BANGOR DIVISION

Durable SENNEBOGEN machines help ensure productivity



Liz Russell,
Division Manager



Rick Magnuson,
Maintenance
Supervisor

Stella-Jones Corporation's Bangor Division handles nearly one million railroad ties annually at its 140-acre site in Bangor, Wisconsin. In order to operate at a high level, the company needs reliable equipment and a dealer it can trust. With SENNEBOGEN 818M E-series material handlers from Roland Machinery Company, the facility has found a perfect match.

"We run two, nine-hour shifts, and we are moving 3,000- to 4,000-pound loads of crossties approximately 5,000 times per shift, so reliability is very important to us," said Division Manager Liz Russell. "Our material handlers don't stop. The reputation of both SENNEBOGEN and Roland made it an easy choice to go with the 818s."

Bangor is one of 14 Stella-Jones locations in North America (11 in the United States, three in Canada) that produce railroad ties. The facility receives untreated crossties and switch ties from sawmills across the Midwest and then trims the ends; adds end plates to prevent splitting; and

separates them by length, grade and species. After the lumber undergoes a six- to nine-month air-drying process, Stella-Jones then pressure-treats the crossties with creosote – which turns them black and extends their life – and bundles them for shipping.

"Nearly 90 percent of the products we make here are eight-foot, six-inch crossties," explained Russell. "We will also do some switch ties, which can range from nine- to 25-feet long. The ties that we produce here are used by railroads throughout North America."

The Bangor Division is the company's second largest tie facility in the United States with 69 employees. It receives about 25 truckloads of ties per day, with additional loads arriving by rail every other day.

Customized excellence

The SENNEBOGEN 818 material handlers have been a perfect fit for the Bangor Division. The machines typically work on the facility's operating pad, loading and unloading ties before and after treatment. Additionally, they are used to help load and unload trucks and rail cars, as well as to transport ties around the yard.

"The SENNEBOGENs are moving all of the time," reported Russell. "Our operators are either loading or unloading ties for the entire shift. We've had the machines since May, and we have already put about 1,100 hours on them. The only time they stop is for scheduled maintenance."

Stella-Jones was confident that the move to SENNEBOGEN would provide reliability and performance.

"We were attracted to SENNEBOGEN because it specializes in building material handlers," said Maintenance Supervisor Rick Magnuson. "The

At Stella-Jones Corporation's Bangor Division, SENNEBOGEN 818 material handlers help ensure that the 140-acre site runs smoothly and efficiently. "They are moving all of the time," said Division Manager Liz Russell. "Our operators are either loading or unloading ties for the entire shift."





Roland Machinery and Sales Rep Randy Seidling helped Stella-Jones increase the efficiency of the SENNEBOGEN 818s (above) by mounting a camera on the boom (top right) to help operators see material better when loading and unloading ties and by adding a customized Rotobec grapple (bottom right).

818s are perfect for what we do. We run them hard every day, and they continue to perform. We also love their Cummins engines."

The company worked with Roland and Sales Rep Randy Seidling to acquire the three machines. In addition, Roland helped customize the material handlers to make them as efficient as possible by adding a customized Rotobec grapple.

"We've worked with Rotobec engineers throughout the years to develop a grapple that allows us to knife through ice and snow so we can handle the ties in the winter," noted Magnuson. "With the grapple we can use the material handlers instead of forklifts to move the stacks of ties.

"We also added a camera on the boom of the machine," he continued. "Even with the telescoping cabs on the 818s, it can still be tough to see to the bottom of a railcar when loading or unloading it. Randy helped us install monitors in the cabs and suggested using a magnet on the camera until we determined the best location to place it. When we made our final decision, we mounted the cameras and added some protection around them. Those additions have made a huge difference."

Developing relationships

While Russell and Magnuson knew they wanted the SENNEBOGEN 818s, convincing a large, multi-division company to alter its purchasing practices took more time. When

they received the green light to acquire the material handlers, it culminated a six-year decision-making process.

"Stella-Jones was traditionally tied to another manufacturer, so when we decided to go with SENNEBOGEN, we had to present a strong case," said Russell. "The results have been great. When we show up in the morning, we know the SENNEBOGENs are going to operate all day."

The purchase was also the result of some long-term relationship building between Seidling and the Bangor staff.

"Although these are our first machines from Roland and Randy, our association goes back several years," explained Russell. "This is a testament to Randy's persistence. We said no to him for six years, but he kept checking in with us and built a relationship.

"He was integral in this deal," she continued. "We knew for a while that we wanted to do something different with our material handlers, and he was great about getting the information and the specs we needed. When we had the opportunity to switch machines, we were ready and trusted Randy to help us do that."

"All of the Stella-Jones locations want to be the best they can be, and we all share information and operating practices," explained Russell. "After the success we've had with them, I think there will be some other locations that will look to add SENNEBOGENs as well." ■



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THANK YOU

Roland Machinery's event brings customers, employees together for a night of fun



**Matt Roland,
President**

Roland Machinery Company's Springfield branch hosted its tenth annual customer appreciation barbeque in October. The event served as an opportunity for staff members to spend time with customers and their families for an evening of fun.

"It was a great night and a terrific event," said Roland President Matt Roland. "This is something we do every year. Most of our

branches host some type of an event to give back to their customers because they are extremely important to us, and we hope things like this show them that."

The barbeque featured complimentary beverages and a buffet-style dinner that was prepared by a longtime Roland customer. Several Komatsu machines, including a D61PXi dozer, WA500 and



(L-R) Roland Machinery Human Resource Manager Rachel Pennell visits with Shelly and Roger Shutt of Shutt Construction Company and Roland Machinery CEO Ray Roland.

(L-R) John and Karen Fraase of Fraase Excavating Inc. share a table with Roland Machinery President Matt Roland.



(L-R) Roland Machinery President Matt Roland meets with Sangamo Construction President Chip Reyhan, Halverson Construction President Steve Halverson, Roland Sales Rep Chris Ingram, Halverson Construction Vice President Kyle Zellers and P.H. Broughton and Sons Vice President Josh Broughton.

Children use markers to decorate hard hats at the customer appreciation barbeque hosted by Roland Machinery Company's Springfield branch.





Fraase Excavating Owner John Fraase (left) and his father, Lloyd, take delivery of a new Komatsu tool box that John won at Roland Machinery's Springfield branch customer appreciation event.



A Roland customer uses a Komatsu PC138USLC excavator to drop a basketball through a hoop at the Springfield customer appreciation event.

WA270 wheel loaders, a PC360 excavator and an HM300 articulated truck were on display for customers to view and sit in the cab.

Roland also provided entertainment, including a supersized version of basketball where customers used a PC138USLC tight-tail-swing excavator to pick up and drop a basketball into a hoop.

A craft area was available for children in attendance, and everyone could watch the World Series broadcast.

"This was really a night for our customers to come out and enjoy themselves," stated Matt. "There was no 'shop talk' tonight. We just wanted to say thanks and share a meal with them." ■



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TECH BOOM

See how today's technology is shaping tomorrow's jobsites

Technological revolutions don't happen overnight. Instead, they typically resemble the progression of a jobsite; one area is built, connected to another, tied to a third and so on. Once a project nears completion, the full picture finally begins to emerge. When looking at the future of technology in the construction industry, that picture is starting to come into focus.

While other industries may receive more mainstream attention for exciting advances, construction has already experienced its share of revolutionary breakthroughs, such as GPS-based grade control for machines. The next wave of innovation is on its way for construction professionals, and each one could redefine the industry.

Same tech, new purpose

Some of the most exciting technological advancements allow users to take full advantage of everyday items. Smartphones have become an essential part of daily activities, and the construction industry is adopting these new tools into its practices.

The Associated General Contractors of America (AGC) says that 83 percent of companies list mobile devices as their main choice of technology when managing projects outside of their traditional market area. In the AGC's 2016 industry outlook, 56 percent of companies surveyed said they planned to incorporate more mobile software and other apps in 2016. The most commonly noted was project-management software that enables companies to log daily field reports, share documents and track inventory. The AGC outlook also reported that 41 percent of companies planned to increase their information technology departments in 2016, while 11 percent expected to create one.

To access this technology and save on costs, companies are adopting a bring-your-own-device policy, which allows employees to use their personal mobile devices to access the software. This policy has proven to increase the adoption rate of the software among workers and increase connectivity and sharing of information within the company, without the expense of purchasing a new device for every employee.

Just as smartphones have demonstrated their staying power, industry professionals are betting that today's trendy tech-wearables like the Apple Watch, Fitbit fitness trackers and Google Glasses will find a place on jobsites. Steve Smith, Vice President of Strategic Industries at ClickSoftware, says that these pieces can assist companies in monitoring employee movement and help place staff members in optimal locations to increase efficiency. Additionally, the next area for potential advancement in wearable technology is clothing, which could make workplaces safer for employees.

Virtual reality (VR) – technology that was once a pipe dream saved for video games and science-fiction movies – is also finding its way into

Continued ...

Construction companies are taking advantage of smartphone popularity and using project-management software and apps to help increase information sharing and connectivity among employees.



'Smart' materials emerging within the industry

... continued

construction applications. Thanks to innovations in cameras, virtual-reality glasses and software, the technology is becoming more cost-efficient and user-friendly. VR permits engineers to build a complete jobsite in a computer-generated program, allowing them to try multiple strategies in order to determine which is most efficient. Operators can also benefit by practicing dangerous maneuvers in a controlled environment before performing them on a jobsite. This technology application reduces the risk of injury and avoids costly rework.

Construction overhaul

Residential construction has remained largely unchanged for decades, but it may receive a major overhaul thanks to 3-D printers. Instead of raising walls and setting roofs with cranes, a 3-D printer enables contractors to create structures by laying down successive layers of material on top of each other. For 3-D construction printing, concrete is pumped through a nozzle that follows a CAD program to create the shell of a structure.

The advantages of 3-D printing come in the form of time, labor and material savings. The printer doesn't require a crew to cut and secure the materials – it prints only what it needs, where needed, in little time and with no excess material. According to a May 2015 BBC News report, the Chinese company WinSun used a 3-D printer to build 10 full-sized, single-story homes in one day.

Simon Austin, a lead researcher for the School of Civil and Building Engineering at the United Kingdom's Loughborough University, tempers expectations. He thinks 3-D printing won't

make an impact in efficiently mass producing complex elements and pieces used in traditional, pre-fabricated and modular construction until 3-D printers become easier to transport and cheaper to purchase. "The idea of bringing a gantry and printing machine to a site to print entire houses is a bit far-fetched at this time," Austin said.

Wide-sweeping innovations related to how buildings are made could be a few years away, but the future of what's used in their construction is already here. Today, many designers are looking to use "smart" materials that are both sustainable and enhance the efficiency of their structures. Emerging Objects is developing materials, such as its Cool Bricks, that can respond to environmental conditions. The bricks are printed in 3-D and are porous, so they can hold water and allow air to pass through, creating natural air conditioning.

In Mexico City, Elegant Embellishments used a titanium dioxide paint that absorbs smog and converts it into calcium nitrate, which is harmless, to coat the façade of a hospital. The company reports that the façade reduces pollution equal to that created by approximately 1,000 cars per day.

One of the most unique material advancements is the introduction of self-healing concrete. Microbiologists at Delft University of Technology in The Netherlands created it by embedding self-activating, limestone-producing bacteria. This innovation could help reduce the amount of new concrete produced and lower the cost and frequency of repairs to streets and buildings.

The future of labor

One of the most common fears associated with these innovations is that the approaching technology will make human labor obsolete. While reducing expenses, especially labor costs, is at the center of these innovations, experts say that those fears are unfounded. Currently, the latest technology is either too expensive for many companies to own or too difficult to transport and store. While some positions may be lost, most of these advancements also create new jobs in other areas of the industry.

The central goal of the latest technology, whether it's the grade-control machines or self-healing concrete, is to improve the productivity, safety and efficiency of jobsites and make the construction industry stronger. ■

Self-healing concrete features self-activating, limestone-producing bacteria embedded in the concrete. The rise of "smart" materials such as this could dramatically reduce the amount of new concrete produced and reduce the frequency of road repairs.



PLANTING SEEDS

New 'Build America Bureau' aims to increase efficiency for federal funding of infrastructure projects

The U.S. Department of Transportation recently announced the opening of its Build America Bureau, which is designed to help speed up repairs of roads and other infrastructure projects. The new bureau aims to streamline the application process for federal funding and assist public and private investors in obtaining loans, support and expertise.

One of the bureau's initiatives is to make government more efficient and help private donors contribute to large projects. It brings together officials from a variety of agencies to offer a one-stop shop for loans and streamlined access to existing funding sources.

"By opening the Build America Bureau, we're planting seeds for future projects across the nation," said Transportation Secretary Anthony Foxx at a press conference announcing the bureau.

Report shows funding gap

The announcement of the bureau's opening coincides with a new report from the American Society of Civil Engineers (ASCE) that showed U.S. infrastructure needs will outpace projected spending by \$1.4 trillion during the next decade. ASCE's study says that if current spending levels continue, the gap will grow to more than \$5 trillion by 2040.

"Our nation's infrastructure bill is overdue," said ASCE Past President Greg DiLoreto. "Poor infrastructure is inefficient, and it puts a drag on America's economy."

Surface transportation accounts for \$1.1 trillion of the \$1.4 trillion shortfall. The 10-year deficit for electricity is \$212 billion,

followed by \$113 billion for water and wastewater, \$46 billion for aviation and \$18 billion for ports and waterways.

DiLoreto said all means of new funding should be on the table, including increasing the gas tax, introducing fees on vehicle miles traveled, continuing efficiencies in the expenditures that utilities make and hiking utility rates. Foxx also says more infrastructure funding is necessary.

"We still have a chronic problem in this country of underinvesting, and that remains part of our challenge," Foxx told reporters during a briefing on Senate transportation appropriations earlier this year. ■

The U.S. Department of Transportation aims to accelerate road repairs and other infrastructure projects with its Build America Bureau. A new report from the American Society of Civil Engineers showed U.S. infrastructure needs will exceed projected spending by \$1.4 trillion during the next decade with surface transportation accounting for \$1.1 trillion of the shortfall.



SECOND GENERATION

See how Komatsu's new D61i-24 dozers ensure high production from first pass to last



Sebastian Witkowski,
Komatsu Product
Marketing Manager



Chuck Murawski,
Komatsu Product
Marketing Manager

During the past three years, Komatsu has launched several *intelligent* Machine Control dozers that provide greater productivity and efficiency from first rough cut to finish grade. Now, Komatsu introduces the second generation of the dozers that started it all, with the new D61EXi-24 and D61PXi-24, which feature more efficient Tier 4 Final engines.

Like their predecessors, the new D61i-24 models include factory-integrated GPS grade control that eliminates the need for blade-mounted cables and masts. Once engaged, the system automatically starts the cut and lowers the blade to grade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive

Komatsu's new second-generation D61i-24 dozers feature factory-integrated GPS grade control that eliminates the need for blade-mounted cables and masts. They achieve up to 8 percent greater efficiency in moving materials, based on start-to-finish-grade testing against typical aftermarket machine-control systems.

dozing. This allows the dozers to achieve up to 8 percent greater efficiency in moving materials, based on start-to-finish grade testing against typical aftermarket machine-control systems.

"From first pass to last – rough cut to finish grade – the machine senses blade load, minimizes track slip and ensures that operators get the most from every push," said Sebastian Witkowski, Komatsu Product Marketing Manager. "Also, eliminating the need to install or remove blade-mounted sensors each day not only reduces wear and tear and potential downtime, but it also saves the operator's valuable time that can be used to run the machine longer."

Operators can select from among four distinct machine-control operating modes (cut and carry, cutting, spreading and simple grading) to optimize performance to the application. They can also tailor blade loads to material conditions by choosing from light, normal or heavy-blade load settings.

Lower maintenance, repair costs

The new D61i-24 dozers feature Komatsu's Parallel Link Undercarriage System (PLUS) that provides up to double the wear life of traditional systems, lowering maintenance and repair costs. A new Triple Labyrinth final drive provides added protection for the final-drive floating seals.

"Standard and *intelligent* Machine Control D61 dozers remain popular because their size makes them a great fit on a wide variety of jobsites and in a broad range of applications," said Chuck Murawski, Komatsu Product Marketing Manager. "D61i dozers combine all the benefits of a base machine with the greater efficiency of our integrated machine control. The new D61i-24 is a great choice for high production, low fuel consumption and decreased operating costs." ■

Quick Specs on Komatsu D61i-24 Models

Model	Horsepower	Operating Weight	Blade Capacity
D61EXi-24	168 hp	41,094 lb	4.41 cu yd
D61PXi-24	168 hp	43,167 lb	4.98 cu yd



D61PXi-24



D61EXi-24



D61PXi-24



intelligent MACHINE CONTROL

- First to last pass grading technology
- Revolutionary track slip control
- External stroke sensing hydraulic cylinders
- New Tier 4 Final technology



I AM KOMATSU

ANDY CHAPMAN / SALES REP / LINDER INDUSTRIAL MACHINERY / GREER, SC

"From financing to product quality to support and training after the sale, Komatsu delivers everything my customers demand. I've been selling their full line, including the PXi and EXi series dozers, for years. Innovation and the exclusive *intelligent* Machine Control set them apart from the others. And that's why I AM KOMATSU."

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ANOTHER SET OF VERSATILE DOZERS

Komatsu's D39-24s feature customizable settings for maximum efficiency



Jonathan Tolomeo,
Komatsu Product
Manager

Customers have come to expect innovative quality coupled with industry-leading efficiency from Komatsu's dozers. The new D39EX-24 and D39PX-24 crawler dozers deliver on those expectations. The latest editions of the popular dozers continue to produce outstanding power while increasing fuel efficiency.

"If you're looking for nimble, powerful machines that are easy to transport and a breeze to operate, these are the dozers for you," said Komatsu Product Manager Jonathan Tolomeo. "Residential and commercial development, highways or golf courses – the D39-24s get it done in any of these light-to-medium dozing and fine-grading applications."

The D39-24s still sport the award-winning, super-slant-nose design, but feature a host of enhancements. The improved Tier 4 Final-certified, 3.26-liter engine boasts 105 horsepower. Fuel efficiency was improved by nearly 5 percent with the addition of the Selective Catalytic Reduction system and diesel exhaust fluid. The Komatsu Diesel Oxidation Catalyst provides 98 percent passive regeneration, and the new auto-idle shutdown and economy modes help reduce idle time and save fuel.

Customized working modes

The D39-24 dozers also include a variety of customizable performance settings to allow operators to match engine output to application. Operators can work in either a quick-shift, three-speed mode or a 20-speed transmission setting to suit personal preferences.

"Operators now have the ability to work in a mode that is best-suited for the jobs at hand," explained Tolomeo. "Working this way, in conjunction with the other upgrades, helps boost productivity and efficiency."

Monitoring efficiency

The working environment inside the D39-24s provide operators with all the tools necessary to make sure they are working as efficiently as possible. The dozers are equipped with a Level 5 KOMTRAX telematics system that tracks key machine metrics, such as diesel exhaust fluid consumption, fuel level, operating hours, location, cautions and maintenance alerts. The new Operator ID feature makes it possible to display those metrics by operator, application or job.

The cab features a large, multi-lingual, seven-inch, high-resolution LCD monitor with Ecology Guidance, in addition to a standard, rearview-monitoring system. ■

Quick Specs on Komatsu D39-24 Models

Model	Horsepower	Operating Weight	Blade Capacity
D39EX-24	105 hp	21,891 lb	2.89 cu yd
D39PX-24	105 hp	22,817 lb	3.14 cu yd

The new Komatsu D39-24 crawler dozers feature a variety of customizable performance settings to allow operators to match work modes to application. "Anyone looking for nimble, powerful machines that are easy to transport and a breeze to operate, these are the dozers for you," said Komatsu Product Manager Jonathan Tolomeo.



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- Built-in payload meter and external display lamps
- Hydraulic wet multi-disc brakes with retarder
 - Komatsu traction control system
 - Selectable working modes



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MY CUSTOMERS LOVE KOMATSU!

I AM KOMATSU

GENE SNOWDEN III / MACHINE SALES REP / BRANDEIS MACHINERY / LOUISVILLE, KY

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KOMATSU CUSTOMER CENTER

Facility provides acres of opportunities to help customers find the best machines for their jobs

QUESTION: What is the Cartersville Customer Center?

ANSWER: Komatsu opened this facility in Cartersville, Georgia, in 2002 as a place to take customers so that they can see and operate Komatsu equipment first hand. It's been known by different names throughout the years, but we recently changed it to the Customer Center as a way to better reflect what it represents. As they say, only the name has changed. The focus and intent remain the same.

QUESTION: What does the Customer Center provide?

ANSWER: The center offers three main things: a demonstration site, training and publications, all of which benefit Komatsu customers. We have 600 acres of property and a wide assortment of equipment available, so that customers can visit our world-class facilities and run machines through their paces before making purchase decisions. One way we do that is by hosting customer-focused events such as Demonstration Days, which are typically in the fall and spring. The added benefit is that customers can talk with other industry professionals and compare notes. Komatsu has product managers and other personnel on hand to answer questions and ensure that customers are operating in a safe environment. In addition to large events, we also host individual customers and their respective distributors. We encourage our dealers to schedule these events through our website: www.komatsuamerica.com/service-and-support/training-and-publications.

Whether a customer or distributor, our center provides complete training and unmatched educational support services. We offer classes for our customers and dealers at our state-of-the-art

Continued ...



Tom Suess, Director of Training and Publications

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.

Tom Suess joined Komatsu's Customer Center about a year ago after working most recently as a National Account Manager for the company. As the Director of Training and Publications, Suess oversees the Cartersville, Georgia, facility's operations related to demonstrations, training and publications.

"I view the Customer Center as a showcase that's dedicated to providing world-class services to Komatsu personnel, distributors, and most importantly, our customers," said Suess. "One of my goals is to increase the number of people who utilize the Customer Center and take advantage of all that it offers. For most of my tenure with Komatsu I have visited our customers; in my current role I am now lucky enough to have them come and visit me!"

Suess began his career with Komatsu in the finance division nearly 20 years ago after graduating from Illinois State University. He later went on to obtain a master's degree in Business Administration from the University of Phoenix. After working in finance, Suess transitioned into sales and served as a District Sales Manager, then as a Regional Sales Manager before earning a promotion to Director of Business Planning and Development. Suess later advanced to Director of the West Region and finally into national accounts. His diverse background allowed him to easily transition into his new role and provide a valuable customer perspective.

"I truly enjoy working with customers and helping them find the right pieces of equipment," Suess said. "I believe the Customer Center is a perfect complement to our machinery as it shows customers our commitment to providing more than a product."

He and his wife, Erin, recently celebrated their 14th anniversary. The couple has three children, and they enjoy spending time together as a family. Suess also likes to play basketball, read, golf and fish.

Center's goal is maximum productivity and efficiency

... continued



center, or we can conduct either operator or technical training at a company's facility or dealer site. Customers can set up this training through their distributors. We have in-house operator trainers who work closely with clients from the moment they arrive on site, both in our classrooms and during machine operation, to ensure that operators have a full understanding of how to get

The Customer Center provides classroom training to customers as well as to Komatsu distributor technicians so that they can properly diagnose and resolve issues quickly to minimize downtime.



Komatsu personnel are available to help with demonstrations and provide hands-on training.



Komatsu's Customer Center offers a variety of machines available for demonstration, including wheel loaders, dozers, excavators, trucks and motor graders.



the most out of a machine. For example, they can learn which operating mode to use for the best match to an application and soil conditions.

Finally, the publications team is responsible for printing and distributing all technical documents, including shop, operating and maintenance manuals as well as field assembly guides. All of these are critical to the success of both customers and distributors as they support Komatsu products in the field. These materials provide a wealth of knowledge about Komatsu machines, so again, our customers can get the most out of their equipment. Our focus is on providing comprehensive, accurate information.

QUESTION: Does the Customer Center offer more from a training standpoint?

ANSWER: Yes. Not only does this facility conduct training for Komatsu distributors and our customers, but we also focus on providing our Komatsu customer-facing employees with routine training from the Customer Center. For instance, we held a cross-functional training course this year that provided the opportunity for our sales, service, and parts teams to collaborate in a classroom setting by working together on case studies. In addition, we also offer specialized, technical training for Komatsu's large, electric-drive trucks that are used in mining operations.

Additionally, we design online classes through our learning management system. These classes are a good way to obtain background knowledge that can then be applied in the more hands-on setting provided in the Customer Center.

QUESTION: How does that benefit customers?

ANSWER: Our goal is to maximize productivity and minimize downtime. Komatsu makes world-class machinery, but even the best can experience an occasional issue or breakdown. Technicians with comprehensive knowledge of Komatsu machinery know how to resolve issues quickly to reduce downtime. If an issue or error code pops up, they know the proper procedures to diagnose and repair a machine quickly so that customers are up and running again as soon as possible. ■



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- Spacious and quiet cab
- Auto idle shutdown



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RYAN HAZELTON / SALES REP / ANDERSON EQUIPMENT / MANCHESTER, NH

"I sell a variety of quality Komatsu equipment. Take the PC240LC-11 excavator. It's got great features like a hydraulic closed-center load sensing system (CLSS) that provides quick response and smooth operation. Its large, quiet operator cab is more comfortable. Better engine efficiency improves response and helps get the most from every gallon of fuel. More innovation and more choices. That's why I AM KOMATSU."

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OUTSTANDING PERFORMANCE

Kleemann's new Mobirex MR 130 Zi EVO 2 helps owners turn asphalt, concrete into cash

Crushing and recycling customers who are looking to boost their production of reclaimed asphalt and demolition concrete have a new solution for achieving these goals. Kleemann's latest Mobirex MR 130 Zi EVO 2 crusher is specifically designed to help owners turn those materials into value-added commodities quickly and easily.

"The MR 130 Zi continues the evolution of the very popular EVO Contractor Line," said Michael Brunson, General Manager of Allied Products for Roland Machinery. "The crusher is Tier 4 compliant and is more efficient and safer than the previous version. Any contractor that is crushing and recycling materials will benefit from this latest line."

To help increase production, Kleemann introduced several enhancements to the MR 130 Zi, bumping output to as much as 450 tons per hour. The rotor was upgraded with new C-form impact ledges that are designed to remain sharper longer and improve material shape. The crusher inlet opening was increased to 51 inches, and it has a new design that allows better penetration of material into the range of the rotor.

The MR 130 Zi features Kleemann's Continuous Feed System, which helps to create a more equal loading of the crushing area. The MR 130 Zi is powered by a diesel direct-drive system that transmits power to the flywheel of the crusher through fluid coupling and V-belts, minimizing the loss of power throughout the process.

The latest model includes fully hydraulic adjustment capabilities. The crushing gap can be adjusted via a touch panel electronic unit, increasing the uptime of the crusher and

improving the quality of the end product. Owners can also calculate the zero-point of the rotor through the touch panel.

Set-up time has been reduced as the feeding unit features hydraulically folding hopper walls and locking system.

Optional "S" version

The MR 130 Zi is also available in an "S" version that is equipped with a second vibrating screen and an extra-large screening surface mounted on the discharge conveyor. This edition is capable of producing spec material, potentially eliminating the need for a separate screen.

This model provides a redesigned, oversized, gradation-return conveyor. Instead of the vertical bend in the previous series, the MR 130 Zi "S" series integrated the transfer chute at the feed hopper to help increase efficiency. ■

Kleemann's new Mobirex MR 130 Zi EVO 2 crusher is specifically designed to help owners quickly and easily turn reclaimed asphalt and demolition concrete materials into value-added commodities.



Michael Brunson,
General Manager
of Allied Products,
Roland Machinery



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CELEBRATING 30 YEARS

Chattanooga Manufacturing Operation builds the future as it reflects on the past



Bruce Nelson,
General Manager,
Chattanooga
Manufacturing
Operation



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Komatsu demonstrated its first PC490LCi-11 at a Jobsite of the Future event earlier this year. It recently began mass production of the *intelligent* Machine Control excavator at its Chattanooga Manufacturing Operation.

As it celebrates its 30th anniversary, Komatsu's Chattanooga Manufacturing Operation (CMO) is firmly planted in the present and looking ahead to the future. This forward focus is evident as the Chattanooga, Tennessee, facility recently began mass production of the *intelligent* Machine Control PC490LCi-11, the world's largest excavator with a fully factory-integrated machine-control system.

"The future of construction is already here thanks to innovative machines like the PC490LCi-11," said General Manager Bruce Nelson. "We couldn't be prouder to assemble this revolutionary excavator at CMO. This plant continues to be a production leader, and having the PC490LCi-11 as one of the many products in our lineup highlights our staff's exceptional capabilities and the trust Komatsu puts in CMO to produce quality products."

The Tier 4 Final, 359-horsepower PC490LCi-11 handles a wide variety of jobsite tasks, including mass excavation, trenching and fine grading. It boosts production and efficiency while removing the worry of overexcavation. The excavator's

exclusive control function lets operators focus on moving materials efficiently without digging too deep or damaging the target surface.

Like other *intelligent* Machine Control excavators, the PC490LCi-11 uses 3-D design data loaded into the touchscreen display to show machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit overexcavation. Once the target elevation is reached, no matter how hard the operator tries to move the joystick control to lower the boom, the excavator won't allow it.

Standard bearer in excavator production

CMO opened in 1986 and originally assembled WA600 wheel loaders. It has also produced dozers, articulated and rigid-frame dump trucks as well as motor graders during the past three decades, but it eventually became a premier excavator plant. In addition to the PC490LCi-11, CMO produces six standard Tier 4 Final models that range in size from the PC210LC-11 to the PC490LC-11.

"We offer additional options, such as pipeline-spec excavators and modifications to base machines," noted Nelson. "Throughout the years we have developed ways to reduce lead times for most distributor orders, from about two months in 2009 to now, less than a week. That's due to a constant focus on efficiency, as well as the dedication and hard work of the 360 CMO employees."

Additionally, this facility is the only Komatsu plant in the world that builds specialized forestry tracked machines. It produces four sizes of forestry excavators along with tracked harvesters and feller bunchers.





Komatsu personnel assemble an *intelligent* Machine Control PC490LCi-11 at the company's Chattanooga Manufacturing Operation. The PC490LCi-11 is the newest model built at one of Komatsu's premier excavator plants.

State-of-the-art robotic welding

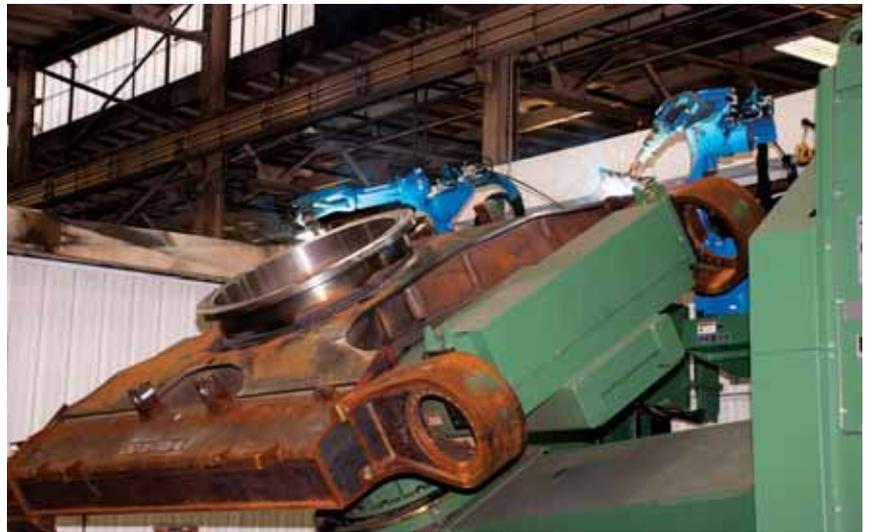
Innovation goes into building every machine, and recently CMO upped the ante with the installation of new Komatsu-designed robotic welding units, technology that's not yet used in any other Komatsu plant in the world.

The robotic units make a large number of the welds on excavator track frames, while skilled, experienced welders apply the final touches manually. Each unit can hold an entire track frame and rotate it.

"We have used robotic welding units for many years, and they are good, but these state-of-the-art welders really take efficiency to another level," said Nelson. "They can maneuver in more sophisticated ways than older machines."

Adding more intelligent machines

The mix of robotic welding units and human assemblers have produced tens of thousands of machines since CMO opened 30 years ago. In addition to the current excavator lineup, the plant will begin mass producing *intelligent* Machine Control PC360LCi-11s relatively soon. Like the PC490LCi-11, it will have more components than a standard machine due to the built-in technology.



"Because we only make Tier 4 Final products at CMO, we have not yet taken on the PC210LCi-10, which was the first *intelligent* Machine Control excavator and is an Interim machine," explained Nelson. "It's anticipated that when the second generation of that machine comes around, we will likely produce it, too. As with previous products, we will refine the process of building the PC490LCi-11 and apply that to make the assembly of other *intelligent* Machine Control excavators more efficient." ■

New state-of-the-art robotic welders perform more than 90 percent of the welds on excavator track frames. Each robotic unit can hold an entire track frame and rotate it, maneuvering in more sophisticated ways than older robotic welders.

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THE NEXT DIMENSION

Learn how 3-D GPS-technology from Komatsu provides full picture for excavator operators

Aftermarket grade-control systems revolutionized the construction industry by slashing project times, wasted material and labor costs in the late 1990s. When Komatsu's integrated *intelligent* Machine Control with semi-automation hit the market in 2013, it took the industry to another dimension, literally.

"Komatsu's *intelligent* Machine Control technology works in 3-D, so the machine knows where its reference points are in all directions, at all times," said Komatsu Senior Product Manager Mike Salyers. "With a 2-D only system, the machine simply knows where target grade is relative to a known elevation and only in the posture that the known point was measured."

When Komatsu introduced *intelligent* Machine Control on the PC210LCi-10 excavator in 2014, the improvement was dramatic. Grading efficiency increased by as much as 66 percent compared to conventional grading on a sloped surface.

The excavator's integrated, 3-D GPS technology was a massive upgrade over 2-D aftermarket machine control systems as well. The 3-D system doesn't require operators to re-establish elevation after moving the machine.

"With 2-D, every time operators move their machines – either to a new spot or to dump a load – they have to re-establish their positions using the bucket to define certain elevations," explained Salyers. "With the GPS system, the machine's position is updated in real time providing information so the operator can focus on digging.

"The *intelligent* Machine Control equipment can have the project plans uploaded to its computer, providing all of the information the operator needs to cut and grade even the most complex designs accurately," he continued.

For example, many house pads today have unique designs that present challenges to even

the most experienced field personnel. Carving detailed bump outs can be easily and accurately performed because the machine's position is continually updated without the need to re-establish its position.

The *intelligent* Machine Control excavators are pre-programmed with the bucket's full dimensions. In combination with the semi-automatic function of the boom, the operator is ensured not to undercut the target surface no matter the position of the bucket, giving full control of cutting and grading applications.

"In conventional 2-D systems, the bucket can only be referenced from a single point – usually the bucket teeth. This can be an issue if the body of the machine is sitting on a slope; one edge of the bucket may be below the target surface and one edge above," Salyers explained. "A 3-D bucket allows the system to determine the closest point to target surface to prevent any undercut."

Komatsu is the only manufacturer to offer excavators with integrated 3-D *intelligent* Machine Control with semi-automation – the PC210LCi-10, PC360LCi-11 and PC490LCi-11. ■



Mike Salyers,
Senior Product
Manager

Komatsu's line of 3-D *intelligent* Machine Control excavators with semi-automation, including the PC360LCi-11, recognize the full dimensions of the bucket and how it works with the boom and arm to curl when excavating dirt. This ensures that operators maintain grade and limit overexcavating.



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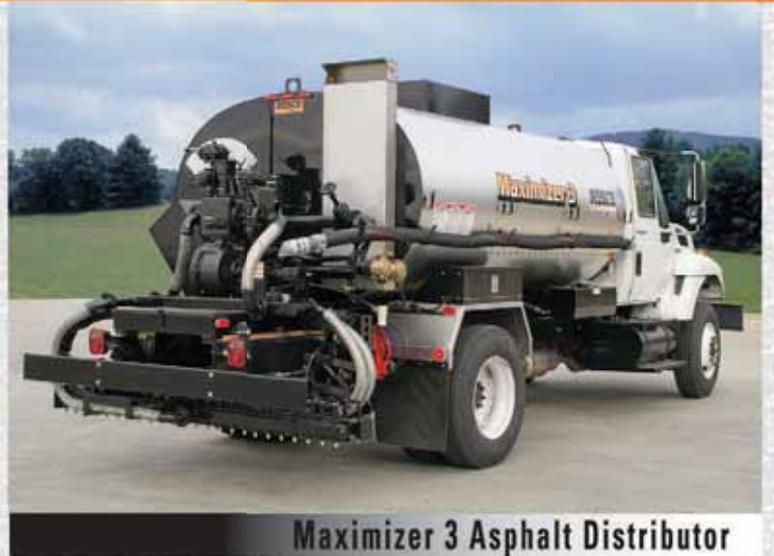
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CERTIFIED EQUIPMENT DELIVERS

Komatsu's Tier 4 machines offer peace of mind for buyers of used equipment



Discover more

When Komatsu introduced its Tier 4 machines in 2011, it also launched Komatsu CARE, a complimentary program that provides factory-scheduled maintenance for the first three years or 2,000 hours of the machine's life. "Today's buyers understand that the better a machine is maintained, the longer it will last and, in the long run, lower their owning and operating costs," explained Senior Manager, Komatsu ReMarketing Josh Alters.

Under the Komatsu CARE program, machines receive Komatsu Genuine fluids, filters and coolants. They also undergo a 50-point inspection at each interval, and certified technicians log the information from the services. "We are now seeing owners trading in machines that were covered under the program," said Alters. "This careful monitoring paints a very clear picture about the machine, providing a detailed history compared to other used equipment."

Just as Komatsu CARE assures that late-model Komatsu equipment receives proper maintenance, Komatsu CARE Certified Equipment offers peace of mind for buyers in the secondary market.

"Only machines with less than 6,000 hours of operation on them and that have been maintained for by certified technicians at regular service intervals are selected for our rigorous certification process," noted Alters.

The program covers all eligible Tier 4 machines, which includes Komatsu's *intelligent* Machine Control line.

"Those who purchase CARE Certified Equipment will also receive a CARE Report that shows the machine's service history

and complete records, eliminating many of the unknowns that are associated with purchasing used machines. This way customers know exactly what they are buying," shared Alters. "Additionally, if a machine has any Komatsu CARE coverage remaining, the balance will transfer with the machine to the new owner. That's a lot of added value, which provides peace of mind for customers looking to purchase a used machine." ■



Josh Alters,
Senior Manager,
Komatsu
ReMarketing

Komatsu CARE Certified Equipment gives customers a chance to purchase used equipment that has been maintained by certified Komatsu CARE technicians for the first 2,000 hours or three years of operation, providing a much clearer picture of the machine's history.



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Komatsu D61PX-23, '13, 4,090 hrs	\$146,000
Komatsu D61PX-23, '14, 1,838 hrs	\$179,000
Komatsu D61PX-23, '14, 2,367 hrs	\$179,000
Komatsu D65EX-15, '06, 2,301 hrs	\$144,500
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Komatsu HD465-7, '06, 18,843	\$219,500

WATER TRUCKS	
Komatsu HM300-2 6,500 Gal, '12, 7,764 hrs	\$255,000

MILLING	
Wirtgen W60, '08, 628 hrs	\$144,900
Wirtgen W2000, '08, 7,798 hrs	\$199,999
Wirtgen W2100, '04, 8,538 hrs	\$209,500



Komatsu WA380, '95, 7,833 hrs\$35,000



KOMATSU 

EXCAVATORS	
Komatsu PC78MR-6, '07, 5,264 hrs	\$39,000
Komatsu PC138USLC-8, '13, 2,432 hrs	\$115,000
Komatsu PC160LC-7, '07, 4,483 hrs	\$79,000
Komatsu PC160LC-7, '04, 8,215 hrs	\$49,000
Komatsu PC200LC-7, '03, 8,117 hrs	\$65,000
Komatsu PC200LC-8, '12, 4,414 hrs	\$110,000
Komatsu PC210LC-10, '13, 1,862 hrs	\$145,000
Komatsu PC210LC-10, '14, 1,307 hrs	\$178,000
Komatsu PC220LC-6, '98, 19,095 hrs	\$37,100
Komatsu PC220LC-7, '04, 12,969 hrs	\$48,000
Komatsu PC220LC-7, '02, 9,906 hrs	\$80,000
Komatsu PC220LC-8, '06, 9,204 hrs	\$83,000
Komatsu PC228USLC-1, '99, 4,400 hrs	\$40,000
Komatsu PC228USLC-8, '12, 3,449 hrs	\$155,000
Komatsu PC228USLC-10, '14, 923 hrs	\$186,599
Komatsu PC300LC-6, '97, 6,802 hrs	\$40,000
Komatsu PC300LC-7, '02, 6,764 hrs	\$90,000
Komatsu PC300LC-7, '05, 9,765 hrs	\$91,000
Komatsu PC300LC-7 w/Shear, '06, 7,463 hrs	\$265,000
Komatsu PC300LC-7E0, '06, 7,736 hrs	\$110,000
Komatsu PC300LC-8, '09, 9,584 hrs	\$119,000
Komatsu PC360LC-10, '15, 838 hrs	\$250,000
Komatsu PC360LC-10, '15, 1,018 hrs	\$250,000
Komatsu PC360LC-10, '13, 2,510 hrs	\$179,000
Komatsu PC360LC-10, '12, 1,148 hrs	\$264,500
Komatsu PC390LC-10, '15, 1,545 hrs	\$275,000
Komatsu PC400LC-7, '06, 10,544 hrs	\$70,000
Komatsu PC400LC-7E0, '07, 10,949 hrs	\$84,000
Komatsu PC400LC-8, '08, 7,118 hrs	\$127,000
Komatsu PC400LC-8, '09, 6,677 hrs	\$140,000
Komatsu PC490LC-10, '13, 2,977 hrs	\$268,999
Komatsu PC490LC-10, '12, 3,273 hrs	\$245,000
Komatsu PC490LC-10, '12, 4,306 hrs	\$245,000
Komatsu PC490LC-10, '12, 5,371 hrs	\$239,000
Komatsu PC600LC-7, '05, 10,328 hrs	\$199,500
Komatsu PC600LC-8, '06, 10,478 hrs	\$199,500
Komatsu PC750SE-6, 12,835 hrs	\$39,000
Link Belt 250 X3 LF, '12, 3,437 hrs	\$120,000
Volvo EC220DL, '13, 2,151 hrs	\$134,500
Volvo EC380DL, '11, 4,017 hrs	\$150,000
Atlas Copco MB1200 Hydraulic Hammer, '05, Rebuilt & Painted	\$21,799
Case CX135SR, '11, 2,350 hrs	\$88,000
Case CX160, '05, 6,579 hrs	\$40,000
Cat 330CL, '02, 12,032 hrs	\$59,500
Cat M318, '96, 6,440 hrs	\$39,500
Deere 200C LC, '04, 8,988 hrs	\$60,000
Deere 240D LC, '10, 6,338 hrs	\$80,000
Deere 350DLC, '07, 5,837 hrs	\$109,500
Deere 350DLC, '07, 6,832 hrs	\$109,500
Kobelco SK485-9, '12, 3,844 hrs	\$180,000

SKID STEERS	
Case TV380, '11, 1,945 hrs	\$45,000
New Holland L230, '14, 295 hrs	\$49,399



Komatsu PC160LC-7, '04, 8,215 hrs\$49,000

COMPACTION	
Bomag BC61RB, '00, 15,862 hrs	\$49,900
Bomag BC1172RB, '05, 15,531 hrs	\$89,900
Hamm HD120HV, '03, 2,690 hrs	\$32,999
Hamm HD120HV, '04, 3,211 hrs	\$30,000
Ingersoll Rand SD 100D, '01, 5,726 hrs	\$39,000
Stone WP4160 Double Drum, '09, 1,018 hrs	\$14,599
Volvo DD15, '14, 631 hrs	\$23,000

PAVING	
IR 550P, '91, 2,010 hrs	\$9,000
LeeBoy 8000D, '03, 2,390 hrs	\$33,000
LeeBoy 8500, '03, 3,521 hrs	\$25,000
LeeBoy 8500T, '06, 5,859 hrs	\$25,000
Vögele 5203-2, '08, 4,307 hrs	\$99,000
Vögele 880WB, '05, 5,862 hrs	\$26,699

TRAILERS	
Felling FT-50-3, '05	\$19,000

WHEEL LOADERS	
Komatsu WA200PZ-6, '14, 957 hrs	\$115,000
Komatsu WA270-7, '15, 177 hrs	\$139,000
Komatsu WA320-7, '16, 116 hrs	\$159,800
Komatsu WA320-7, '14, 1,171 hrs	\$136,000
Komatsu WA380, '95, 7,833 hrs	\$35,000
Komatsu WA380-6, '11, 2,688 hrs	\$150,000
Komatsu WA380-6, '12, 2,571 hrs	\$165,000
Komatsu WA380-7, '12, 3,025 hrs	\$147,500
Komatsu WA400-5L, '05, 10,968 hrs	\$72,999
Komatsu WA430-6, '11, 4,377 hrs	\$167,500
Komatsu WA500-6, '09, 9,628 hrs	\$207,299
Komatsu WA500-6, '09, 19,098 hrs	\$125,000
Komatsu WA500-6, '09, 8,621 hrs	\$211,399
Terex TL300-2, '08, 2,441 hrs	\$69,500
Deere 544K, '13, 1,023 hrs	S.P.O.R.
Deere 624K, '13, 948 hrs	S.P.O.R.
Deere 624K, '13, 905 hrs	S.P.O.R.



Komatsu D61PX-23, '13, 4,090 hrs\$146,000

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