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CAIN BROTHERS LOGGING INC.

Negaunee family business
celebrates 40 years of logging
in the Upper Peninsula



Mark Cain,
President



WELCH'S LOGGING

Family company has called the
woods of the Upper Peninsula
home since 1952



Jason Welch,
Owner



Cody Welch,
Operator

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Strong
additions to
Komatsu's
lineup**



Dear Valued Customer:

If you attended CONEXPO/CON-AGG, you saw some of the new innovative products in today's construction marketplace, as well as services that companies such as Komatsu and Roland Machinery offer to support them. In case you missed the show, this issue of your Roland Industry Scoop recaps the triennial event.

In addition, it highlights some of the standout machines Komatsu recently introduced, including new D51EX-24 and D51PX-24 dozers that combine a decade of award-winning design with the latest technology to increase fuel efficiency and boost productivity. The D51-22s were Komatsu's original slant-nose dozers, and the Dash-24s prove you can enhance and build on a successful platform.

That's also true when it comes to Komatsu and hybrid technology. It was the first to introduce a hybrid excavator, and now Komatsu unveils a true 36-ton size class model with the Hybrid HB365LC-3. Like previous models, it captures energy normally lost during a swing cycle and uses it to assist the machine. It's more fuel efficient than a comparable standard excavator, and in applications where swinging is prevalent, such as loading trucks, users will find it equal or more productive than a PC360LC-11. See inside for more details and read the other articles spotlighting Komatsu products such as the new PC170LC-11 excavator.

These new machines are covered by Komatsu's extended Undercarriage Assurance Program. You can learn more about the program in this issue as well. I think you will also be interested in the article related to an award Komatsu received for its support of educational programs and our Komatsu & You spotlight, among others.

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

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



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This family-owned Michigan business celebrates four decades of successful logging operations. See the story inside.

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Meet the three generations of the Welch family who have made a living in the woods of Michigan's Upper Peninsula since 1952.

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EVENT RECAP

Here's a recap of CONEXPO-CON/AGG 2017, where customers got an up-close view of the latest innovations in construction equipment and technology.

INNOVATIVE PRODUCT

Komatsu's new PC170LC-11 hydraulic excavator is well-suited for a wide variety of general construction jobs. Check out the details inside.

GREEN TECHNOLOGY

Fuel savings of up to 20 percent are possible thanks to the electric swing motor-generator on Komatsu's new Hybrid HB365LC-3 excavator. Find out more in this issue.

A CLOSER LOOK

Discover the features that increase the engine efficiency and durability of Komatsu's D51-24 dozers.

NEW GENERATION

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PRODUCT PROFILE

Take a look at Montabert's updated V32 hydraulic breaker with a new heavy-duty cradle.

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

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CAIN BROTHERS LOGGING INC.

Negaunee family business celebrates 40 years of logging in the Upper Peninsula



Mark Cain,
President

For 40 years, the Cain family has called the sprawling woods of Michigan's Upper Peninsula home. Mark Cain and his brother started logging in Menominee when they finished high school. In 1979, the brothers took a huge gamble on a tip that there was a need for a skidder in Big Bay, and it paid off.

"We were speaking to a dealer we knew, and he told us that a company was looking for someone to do skidding," recalled Mark. "So, on just this little piece of information, my brother and I bought a dozer and headed north. In retrospect, it wasn't the most calculated decision we'd ever made. This was the late 70s, and interest rates were sky-high. We paid \$600 a month, and I think 90 percent of our payment was interest – but somehow, we were able to make it."

Fortunately for the brothers, their risk was rewarded. Cain Brothers Logging Inc. enjoyed 35 years of success and growth in Big Bay before the brothers took different paths and Mark headed a bit south to Negaunee.

Although Mark purchased his brother's share of the company, the 'Brothers' in Cain Brothers

Logging is still accurate because Mark's sons, Josh and Chris, are now in the fold, as are their wives, who both work in the office.

Today, Cain Brothers handles harvesting and skidding jobs, typically on plots of the 600,000 acres of land that Weyerhaeuser owns in the Huron Mountains. Cain Brothers has roughly a dozen employees and works in terrain where most other companies won't operate and still produces sizable hauls, up to 150 cords per day.

"I think when you ask people about us, the first thing they say is, 'holy cow, they cut in some awful ground,'" noted Mark. "Our area is very rough and rocky, but we like it that way. We've found our niche, and it's worked out for us."

In addition to logging, Cain Brothers also builds logging roads to their job locations on the Weyerhaeuser land – performing bridge and culvert installations, as well as land clearing.

Valuing uptime

When Cain Brothers is working in a harsh environment, it turns to Komatsu and Roland Machinery Company Sales Rep Matt Orr to help tackle tough jobs. Cain's Komatsu 855.1 forwarder has met any challenge the company has thrown at it.

"We purchased the 855 nearly three years ago, and it's been amazing," reported Mark. "It's a very comfortable machine to operate, and the eight-wheel system is perfect for the terrain where we work. Our operators also love that the grapple is so responsive. It's a terrific overall machine."

To access tough locations, Cain Brothers turns to its Komatsu D51PX dozer and WA250 wheel loader to build and maintain logging roads.

Using a Komatsu D51PX dozer, a Cain Brothers Logging operator moves snow on an access road.





Cain Brothers Logging Operator Tim Bigger uses a Komatsu 855.1 forwarder to stack logs at a work site in the Huron Mountains of Michigan's Upper Peninsula. "The grapple of the forwarder is nice and smooth," said Bigger. "It can also get around easily in this type of terrain, which is essential."



"The D51 handles great and is perfect for clearing paths in the woods," said Mark. "It's a tank. We use the WA250 for plowing and other tasks when we're building roads. They are both reliable and versatile, which is important for us."

The logging company also uses two Rolly processing heads from Roland for its harvesters.

While great equipment is important to Mark and his crews, he says that Roland's service beyond the sale has been invaluable.

"We switched to Komatsu and Roland about three years ago, and we've been highly impressed," shared Mark. "Top-notch service is what we need, and we get that from Roland and Komatsu."

"Everyone at Roland goes above and beyond to keep us up and running," he added. "Matt is always there if we need him. Forestry Specialist Bert Johnson is also a huge asset. He'll help us troubleshoot over the phone, which is important for us because if we need a service truck to come to the site, we'd be down all day. You don't find many distributors willing to do that anymore, but Roland does."

Cain Brothers, part two

With the second set of Cain brothers primed to take the business into its second generation, Mark is excited about the future. The company has its 40th anniversary in June, and Mark is confident



that Josh and Chris can continue to celebrate longevity milestones going forward.

"To succeed in this business, you have to be able to adapt – and we've done that well through the years," said Mark. "Both Josh and Chris have the attitude and work ethic to succeed."

One of the goals that Josh and Chris share is to grow Cain Brothers Logging.

"There is an opportunity to expand, the work is out there," said Josh. "Our biggest challenge is finding the right people. This isn't an easy job. It's cold and dirty, and we work long hours – it isn't for everyone. We're always on the lookout for people who really love this kind of work. The more of that type of person we can hire, the more we can grow." ■

(L-R) Cain Brothers Secretary Chris Cain, President Mark Cain and Vice President Josh Cain call on Roland Sales Rep Matt Orr for Komatsu service and equipment.



Discover more at RolandIndustryScoop.com

WELCH'S LOGGING

Family company has called the woods of the Upper Peninsula home since 1952



Jason Welch,
Owner

Jason Welch knew early on that a desk job wasn't for him. Working in the woods, however, was in his blood. His father, Walter, began driving a logging truck throughout Michigan's Upper Peninsula in 1952, so Jason decided to follow his lead and head outdoors.

"I finished two years of college, but spending the rest of my life sitting inside didn't appeal to me," recalled Jason. "So, I started buying equipment. Twenty-two years later, I'm still out here in the woods. I think it was a good decision; I've enjoyed it."

He started Jason Welch Custom Skidding with only a skidder. Eventually, he added a harvester to his fleet and began cutting trees and skidding on his own. It remained that way until his oldest son, Cody, joined him. Today, Jason runs a harvester while Cody operates a forwarder. When they have logs to haul, Walter takes care of it.

"If anyone has more miles in a logging truck than my dad, I'd like to see it," said Jason. "It's neat to work with both my son and father. I know Dad feels the same way; he's 72 and says he would have retired years ago if he didn't get to see us everyday."

Walter Welch, 72, still operates this logging truck, the type of work he's done since he was 15 years old. "If anyone has more miles in a logging truck, I'd like to see it," said his son, Jason, who is Owner of Welch's Logging.



With the growth of the operation, Jason rebranded the Bark River company to Welch's Logging. Aside from quality time with family, having three generations working together has benefited the business. Welch's Logging serves as a subcontractor for larger firms, so having the ability to provide harvesting, forwarding and hauling is a convenience for its customers.

"We may not be the biggest company, but with one call to us – instead of three calls to three different people – a customer knows we can handle harvesting, skidding and hauling," explained Jason. "It's an advantage for us."

One customer who sees the benefit of the logging firm's arrangement is MVA Enterprises owned by Mark Anderson. He has called on the Welch family to harvest trees for his company since 2004.

"It's a good arrangement for everyone," said Jason. "In one shot, he takes care of a job, and we know that we are going to be busy. It's a relationship that we value. Mark's the best."

Komatsu increases productivity

Despite being a small company, Welch's Logging is able to post serious production numbers thanks to its new Komatsu 931 harvester with a C144 harvesting head. Jason worked with Roland Machinery Company and Sales Rep Brad Jackson on the purchase and has been impressed with the improvement in performance compared to his previous Komatsu setup.

"I had a Komatsu 911 harvester with a 370.2 head, and I loved it; I used one for eight years and didn't think there could be anything better," recalled Jason. "Then I was on a job and worked next to a guy with a C144 head and he was crushing our numbers."

"I tried everything I could to match his production for two months, but I couldn't," he



Welch's Logging Owner Jason Welch uses a Komatsu 931 harvester to cut trees in Brampton Township. The harvester is paired with a C144 harvesting head (right) that can chop a tree, de-limb it and cut it to desired increments in one pass. "The C144 has really boosted our production," reported Jason. "It's incredible. It pays for itself with the increased production."

added. "I'd start jobs two hours before him, and he'd catch me by 3:00 p.m. So, I crunched the numbers, and it made sense to upgrade. The machine pays for itself in production. I couldn't be happier that I made the decision to switch."

With its new Komatsu setup, Welch's Logging cuts between 11,000 and 12,000 cords annually. In addition to high production numbers, Jason says he appreciates the outstanding service he receives from Roland.

"Brad and everyone at Roland do a great job to keep us up and running," stated Jason. "Forestry Specialist Bert Johnson is amazing. If I have an issue, Bert can usually take care of it over the phone. That is great for us, because we operate in some remote areas. If we have to wait for a technician to come to us, it's going to take a long time. Downtime is a killer for us, but Roland helps minimize it."

Jason was so impressed with his 931 harvester that he entered it in Bark River's Fourth of July parade last summer. It earned the company a blue ribbon.

"It was a lot of fun; our little procession diagrammed our business model," joked Jason. "Each machine had a sign on it. The harvester's read *I cut it*; the skidder's said *I skid it*; the sign on dad's truck read *I haul it*; and my mom and wife were in a convertible with a sign saying *I spend it*. It got a good laugh, and we won first place."

Enjoying the moment

Jason knows that the dynamic the generational trio currently enjoys won't last forever.



(L-R) Roland Sales Rep Brad Jackson keeps Cody, Walter and Jason active in the forest. "Brad and everyone at Roland do a great job to keep us up and running," said Jason. "Downtime is a killer for us, but Roland helps minimize it."

Eventually, Walter will retire, and Cody will want more responsibility. While change is inevitable, Jason isn't rushing it.

"Eventually we will have to make some modifications, but I'm going to appreciate the opportunity I have being in business with family while I can," said Jason.

When Jason looks down the road, he sees the potential for growth, but it will require reviewing numbers to ensure that Welch's Logging can continue to offer a quality, total package to customers.

"I think we have the opportunity to expand, but finding the right employees would be key," admitted Jason. "When dad retires, we'll need a new driver, and if Cody begins to run a second harvester, we'll want to add someone to run the skidder. If we can find the right people, we'll do it." ■



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CHANGING UP THE CALENDAR

Roland's Bolingbrook branch hosts winter *intelligent* Machine Control Demo Day



Mike McNamara,
General Manager -
Chicago Division

Roland Machinery Company's Bolingbrook branch hosted a Komatsu *intelligent* Machine Control Demo Day in January at the Local 150 Operator Training School in Joliet, Ill. More than 75 customers attended the event, which featured an information session, walk-arounds, lunch and machine demonstrations. The timing of the event was new for Roland as it hoped to attract customers at a time of the year when they may have more flexible schedules.

"Normally, events like these are held in the spring or summer, and most attendees need

to leave a job to come to them. Instead, we thought a winter date would make it easier for more customers to take part," said General Manager - Chicago Division Mike McNamara. "This is our educational season, and it fits nicely in the calendar for our customers."

The availability of the Operator Training School also made the event unique. Roland was able to bring a Komatsu *intelligent* Machine Control D61PXi dozer into the facility's auditorium, which allowed customers to inspect it and meet with Technology Solutions Experts (TSEs) in a controlled, comfortable environment.

"The facility is amazing," shared McNamara. "This place made it possible for us to hold the event. In addition to the classroom setting, the machines that attendees demo'd were already here because the Local 150 uses them to train their operators. It was very convenient for us."

After the *intelligent* Machine Control information session, attendees had the opportunity to operate a pair of PC210LCi excavators – the world's first excavator with integrated machine-control technology – and a Komatsu D61PXi dozer with machine-control technology. Each machine had jobsite plans

(L-R) Tom VanCura of D Construction speaks with Roland TSE Steve Mitchell about the D61PXi as Bill Savoree, also of D Construction, checks out the blade.



Kyle McDowell, a Roland TSE, explains the finer points of Komatsu's *intelligent* Machine Control.



(L-R) Golf Creations' Gerardo Diaz, Dan Galardini and Sergio Diaz take a closer look at a Komatsu D61PXi dozer. "The D61PXi is awesome," said Sergio Diaz. "It's like the BMW of dozers; it's really fancy."





Roland Machinery Company's winter *intelligent* Machine Control Demo Day hosted 75 northern-Illinois customers at the Local 150 Operator Training School in Joliet, Ill.

uploaded to it so that operators could experience how the technology performed in a real-world scenario.

"Events like this are extremely valuable for customers," added McNamara. "They get the opportunity to experience the latest technology, and we have our TSEs on-hand to teach them how to use it and answer any questions the customers may have." ■



"The PC210LCi was nifty," said Joe Gough of Gough, Inc. "I really liked it. I had a few lapses where I tried to dig too deep, but the machine control stopped me."

(L-R) Roland TSE Kyle McDowell answers questions from Judlau Contracting's Steven Chon and Cody Langlois.



Jim Schultz operates a Komatsu D61PXi dozer at Roland's *intelligent* Machine Control Demo Day in January.



Gary Knoeppel of Judlau Contracting waits to test drive a Komatsu D61PXi dozer.

Roland TSE Kyle Wiesmueller shows Lake County Grading's Ruben Cuevas how to use the Komatsu D61PXi's in-cab monitor.



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BIPARTISAN SUPPORT

The best dam idea Trump has: rebuilding our nation's infrastructure

Most people couldn't tell you which state Oroville was in before its dam was about to burst. But once the California town was in trouble, the floodgates opened with calls to fix our nation's infrastructure. President Trump supported an infrastructure plan during his campaign, and it's one of the few issues he could unite with Democrats to solve.

"The situation is a textbook example of why we need to pursue a major infrastructure package in Congress," said White House Press Secretary Sean Spicer during a press briefing. "Dams, bridges, roads and all ports around the country have fallen into disrepair. In order to prevent the next disaster, we will pursue the president's vision for an overhaul of our nation's crumbling infrastructure."

It's not just Trump who calls for this plan. The American Society of Civil Engineers reviewed America's infrastructure condition and wrote, "America was given an overall grade of D+ in 2013. This grade indicates that on average; most of the infrastructure are in poor condition and are at risk of failure. In order for the nation to maintain its status as the leading global economy, the state of infrastructure must improve."

Trump's plan calls for more than a trillion dollars in infrastructure spending, and, in theory, it has bipartisan support. However, Republicans and Democrats disagree on whether the funds should come from private or public money.

More disasters sure to occur

Given high-profile emergencies like the Oroville Dam, last decade's Interstate 35 bridge collapse and the failure of the New Orleans levees during Hurricane Katrina, our

infrastructure can't tolerate partisan wrangling for too long. Hurricanes will return, as will increased rains, buckling bridges and dams that degenerate. This country can't afford another Johnstown Flood.

A solution is possible for a deal maker artful enough to secure a political victory. It would entail compromising on the issue of private and public spending, where infrastructure problems are handled by a combination of tax credits and government spending. That should please both parties. ■

John Tures is a Professor of Political Science at LaGrange College in LaGrange, Ga. Contact him at jtures@lagrange.edu. This article was excerpted from an original piece published in the New York Observer.



**John Tures,
Professor,
LaGrange College**



John Tures, Professor of Political Science at LaGrange College in LaGrange, Ga., says a solution to fixing the nation's infrastructure would entail compromising on private and public spending, where infrastructure problems are handled by a combination of tax credits and government spending. He says it should have bipartisan support.

A GLIMPSE INTO THE FUTURE

CONEXPO sets records as attendees look for 'what's next' from Komatsu, construction industry



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Mike Clark (left) and Mark Gennardo of John Keno & Co, Inc. enjoy their time in Komatsu's exhibit area.

Attendees browse through the exhibit hall where Komatsu featured its latest standard machinery, a virtual reality simulator area, a Komatsu CARE Certified used machine, a company store and more.



Attendees of CONEXPO-CON/AGG may have gone to the show "Imagining What's Next," but they left with a solid idea of what the present and future of the construction industry hold. Much of what they saw at the triennial event – which set records for net square feet of exhibits, number of exhibitors and educational sessions – involved new technology designed to make the workforce and equipment more efficient, more productive and safer than ever.

Komatsu showcased its combination of *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION. Introduced at CONEXPO three years ago, innovative *intelligent* Machine Control equipment features



factory-integrated GPS technology that works from rough-cut to finish grade without the need for traditional masts and cables associated with aftermarket systems. Komatsu's first *intelligent* Machine Control excavator was the PC210LCi-10, and during CONEXPO the company previewed its next-generation PC210LCi-11.

SMARTCONSTRUCTION takes *intelligent* Machine Control to another level with a comprehensive list of services that can help customers increase their production and profitability.

"SMARTCONSTRUCTION is integrated support and solutions," explained Jason Anetsberger, Komatsu Senior Product Manager. "With one phone call to Komatsu we can supply *intelligent* Machine Control equipment, train operators to utilize them most efficiently and provide quality 3-D data to get the most out of the machines. Additionally, Komatsu offers other tech such as aerial mapping with drones or our SMARTCONSTRUCTION cloud-based service that helps monitor production and progress on the jobsite. Komatsu's goal is to be a partner to our customers by delivering the best technology and service to ensure high productivity and efficiency."

Komatsu highlighted the future of operator training with a virtual reality simulator that attendees could test. This tool is designed to accurately simulate operating an excavator on a jobsite. "It was a good experience, very life-like," said Nick Beneke with DeLoss Construction of Spencer, Iowa. "The controls were very responsive. It was like running a real machine, so I can see how it would be good for training new operators or even to fine-tune skills for veteran operators."

Latest Tier 4 machinery, Certified CARE excavator

Additional new machinery at the show included Komatsu's first 36-ton size class Hybrid HB365LC-3 excavator, developed with as much an emphasis on increased productivity as on fuel economy. Similar to previous hybrid models, it captures energy normally lost during a swing cycle and uses it to assist the machine, making it more fuel efficient than a comparable standard excavator. Komatsu also formally introduced the new D51-24 dozers and the PC170LC-11

Continued . . .

Komatsu machines earn accolades for highest retained value



Product Managers Rob McMahon (Left, GD655) and Craig McGinnis (Right, WA320), along with Keith Allmandinger, Senior Marketing Manager for Komatsu Forklift U.S.A. (BX50 line), accept Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception.

Komatsu's WA320 wheel loader, GD655 motor grader and BX50 forklift lines received Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception. It is the industry's only award based on residual values for heavy equipment. All models honored are projected to retain the highest percentage of original value after five years, among all competitors in their respective categories.

To calculate the 2017 awards, EquipmentWatch analysts considered 12,536 models in their valuation database, which were then narrowed to 156 series from 36 brands. Once the finalists were set, residual values were calculated at the series level by leveraging a database covering more than \$412 billion in market activity to identify each category winner.

The Highest Retained Value Award is indicative of excellence across a manufacturing organization, according to EquipmentWatch Vice President Garrett Schemmel. He noted that product quality has the most obvious impact on an asset's performance in the secondary market, but residual values are also highly influenced by brand affinity and fair original pricing. A manufacturer must excel on all three fronts to gain recognition as a Highest Retained Value Award winner. ■

Attendees see latest technology at CONEXPO

... continued

excavator, while displaying other Tier 4 Final products both in standard and *intelligent* Machine Control versions.

A Komatsu CARE Certified PC170LC-10 excavator with 1,452 hours was also on display to showcase this service program and the value of pre-owned machines maintained under it. Komatsu CARE ensures that pre-owned equipment, such as this excavator, have service intervals performed by Komatsu factory-trained technicians, for the first three years or 2,000 hours using Komatsu Genuine fluids, filters and coolants. The technicians conduct a 50-point inspection at each interval, and all maintenance and service information is available to buyers.

“CONEXPO is a great opportunity to see the latest in equipment and technology that’s advancing the construction industry,” said Komatsu’s Rich Smith, Vice President, Product and Services Division. “It affords us the opportunity to show the broad range of equipment Komatsu offers, from small excavators to large haul trucks, all in one place. In addition, we want attendees to know that we are more than an equipment manufacturer. We offer outstanding parts, service and jobsite solutions. Komatsu is here to support customers from the time they purchase a machine until they are ready to trade it.”

Continued . . .



A CONEXPO-CON/AGG visitor looks through a headset as he takes part in a virtual reality simulation of operating an excavator at a jobsite.



Dan (left) and Gerry Schmitt of R.G. Schmitt learn more about Komatsu’s SMARTCONSTRUCTION solutions.



Komatsu’s outdoor booth focused attention on *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION, Komatsu’s integrated support and solutions for operator training, 3-D data, aerial mapping with drones, and a cloud-based service that helps monitor production and progress on the jobsite.

Save the dates: The next CONEXPO-CON/AGG is set for March 10-14, 2020.

Roland customers take in CONEXPO exhibits

... continued



Robert Nicoson of Earth X LLC takes in Komatsu's exhibit. Nicoson owns a variety of Komatsu machines and rents other Komatsu pieces from Roland Machinery as well.



Jim Morris of Morris Excavating tests the latest Komatsu equipment at his fourth trip to CONEXPO. "We really enjoy the Komatsu excavators for their productivity, reliability, cycle times and speed," shared Morris.



(L-R) Brad Bauman, Clayton Bauman and Eric Gegg from Vern Bauman gather at CONEXPO, which was held in Las Vegas March 7-11.



Joe Niemyjski (left) of Roman's Grading chats with Aaron Strade of Roland Machinery's Franksville branch.



David Vickery (left) and Ken Hostert of Hostert Excavating inspect a PC490LC excavator at CONEXPO.

(L-R) Kevin Luecke of Warrenton Golf Course, Todd Barklage of BMC Stone and Dustin Luecke of Warrenton Golf Course learn more about Komatsu's *intelligent* Machine Control equipment.



A group from Peters Concrete Company takes a look at the Komatsu machinery. Pictured (L-R) are Josh Beyer, Duke Peters, Amy Peters, Whitey Peters and Jared Peters.



(L-R) John Kroger of Roland Machinery, Mike Farshchi of Capitol Cement Company and Jay Germann of Roland Machinery meet at the CONEXPO exhibit area.

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019

BIG-TIME VERSATILITY

Komatsu's PC170LC-11 excavator provides flexible options for utility contractors

Operators looking for a lightweight excavator have found an answer with Komatsu's new PC170LC-11. The 40,000-pound-class hydraulic excavator also gives owners a choice between two counterweights to best fit the machine to its application.

"The PC170LC-11 is well-suited for a wide variety of smaller, general construction jobs like grading, excavating and loading applications," said Andrew Earing, Komatsu Project Manager - Excavators. "A standard PC170LC-11 is below the 40,000-pound limit, so it can be towed behind a truck with a trailer. The ease of transporting and versatility are very beneficial for customers who need to handle multiple jobs in a day with minimal equipment."

The machine operates at 38,730 pounds with a standard counterweight configuration and at 41,338 pounds with the heavier counterweight.

"For operators who are running couplers, thumbs and other attachments, the heavier counterweight helps maintain the over-the-side lift capabilities as they would have with the standard counterweight," explained Earing.

Small frame, big power

The new excavator boasts a 121-horsepower, Tier 4 Final engine that, with the Komatsu Diesel Oxidation Catalyst, eliminates the need for active and manual regeneration. In addition, the new machine includes Selective Catalytic Reduction to lower nitrogen oxide emissions, Komatsu Auto Idle Shutdown and wide-access service doors to make it easy to reach components for ground-level maintenance.

Also, an enhanced P mode provides up to 6-percent improvement in productivity when

compared to the previous model. Like the rest of Komatsu's Tier 4 machines, the PC170LC-11 is covered by Komatsu CARE for the first 2,000 hours or three years of operation.

Comfortable and efficient

Operator comfort and efficiency were also upgraded in the new PC170LC-11. The integrated ROPS cab features a high-back, heated, air-suspension seat with adjustable arm rests.

The cab also includes a 7-inch, high-resolution LCD display monitor that gives operators enhanced hydraulic attachment control, with one-way/two-way flow and programmable work tool names and settings. It features a rearview camera display and the ability to store up to 100 individual ID codes. ■



Andrew Earing,
Komatsu Product
Manager - Excavators

Quick Specs on Komatsu's PC170LC-11 Excavator

Model	Net horsepower	Operating Weight	Bucket Capacity
PC170LC-11	121 hp	38,730 - 41,338 lb	0.48 - 1.24 cu yd

Komatsu's new 121-horsepower, Tier 4 Final PC170LC-11 excavator has two counterweight options to best fit the machine to its application.



POWER AND EFFICIENCY

Komatsu releases new Hybrid HB365LC-3 excavator built for performance, fuel savings



Kurt Moncini,
Komatsu Senior
Product Manager –
Tracked Products

Equipment owners are always looking for ways to increase production while decreasing costs. Komatsu’s new Hybrid HB365LC-3 excavator – the industry’s first true hybrid in the 36-ton size class – offers increased fuel efficiency without sacrificing performance, providing owners the best of both worlds.

“The Hybrid HB365 will be equal or better than our standard PC360LC excavator in terms of production, but with fuel savings that could be as much as 20 percent,” said Kurt Moncini, Komatsu Senior Product Manager – Tracked Products.

Komatsu’s unique hybrid system reduces fuel consumption through an electric swing motor-generator that captures and regenerates energy as the upper structure slows down and converts it into electric energy. The regenerated energy is stored in the capacitor and is used by the motor generator to provide swing power. An engine-mounted motor generator also uses

stored energy to provide engine assistance when required.

“The Hybrid HB365LC will be a great fit for customers who use their excavators in high-swing applications,” stated Moncini. “Each time the excavator swings, the capacitor is getting charged. That allows the engine to use electric power instead of fuel and operate at a lower rpm.”

Tier 4 and more

The excavator features a Tier 4 Final, 269-horsepower, six-cylinder engine with a motor-generator and capacitor. The design of these two components also allows all swing energy that is captured to be used for boom and arm function.

“When it comes to the boom arm and bucket, the capacitor drives the swing and all available engine horsepower can go into the hydraulic system,” explained Moncini. “This creates faster cycle times and a very quick, responsive swing.”

The engine has a Komatsu aftertreatment system that meets U.S. EPA Tier 4 Final emissions regulations. A Komatsu Diesel Particulate Filter and Selective Catalytic Reduction work together to inject Diesel Exhaust Fluid and decompose nitrous oxide into non-toxic water and nitrogen.

The ROPS cab gives operators a spacious and safe working environment. Features include vibration-dampening mounting and a fully adjustable, air-suspension seat and arm rests.

Another important element is the 7-inch, color LCD monitor, which shows key machine information. The monitor displays a capacitor charge gauge, DEF levels and rearview camera. It has an Operator ID system that records machine-operation and application data for up to 100 individual ID codes. ■

Quick Specs on Komatsu’s Hybrid HB365LC-3 Excavator

Model	Horsepower	Operating Weight	Bucket Capacity
HB365LC-3	269 hp	78,645-80,547 lb	0.89-2.56 cu yd

Komatsu says the Hybrid HB365LC-3 will be equal or better than its standard PC360LC excavator, but with up to 20-percent greater fuel efficiency.





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BUILDING ON SUCCESS

New D51-24 dozer features improve efficiency, durability of original award-winning design



Jonathan Tolomeo,
Komatsu Product
Manager

Ten years ago Komatsu introduced its first super-slant nose dozers, the D51-22s. A year later they earned an International Design Excellence Award for the unique design which allows operators to see objects that are close to the blade, dramatically increasing efficiency and production on the jobsite. During the past decade, Komatsu brought that same innovation to additional dozer models, including its new Dash-24 D51s.



Chuck Murawski,
Komatsu Product
Manager

“The super-slant nose design moves the operator forward 20 inches, which delivers unrivaled visibility to the six-way power angle tilt blade and the work at hand,” said Jonathan Tolomeo, Komatsu Product Manager. “Visibility is further improved because Komatsu moved the air intake and the exhaust stack to the left side of the slant-nose hood so that it’s in line with the pillar. This offers the operator an unrivaled view, compared to the rest of the industry.”

More efficient engine, transmission

Two models are available – D51EX-24 and D51PX-24 – both with a more efficient Tier 4 Final engine that lowers fuel consumption by up to 13 percent, while at the same time boosting production by as much as 15 percent. The engines use a Diesel Oxidization Catalyst and Selective Catalytic Reduction system, eliminating the need for a Diesel Particulate Filter. It has a variable geometry, water-cooled turbocharger that automatically controls back pressure and the exhaust system to maintain temperatures for better regeneration.

“Like their predecessors, the new D51-24 dozers feature a hydrostatic transmission (HST) that gives them excellent maneuverability and a smooth, comfortable ride,” reported Komatsu Product Manager Chuck Murawski. “The HST is customizable with quick-shift settings and variable-speed selection for maximum efficiency during fine and rough grading operations, with travel speeds to match job conditions and operator preference.”

Standard PLUS undercarriage

A parallel linkage undercarriage system (PLUS) with rotating bushings is now standard, as are a triple-labyrinth-seal final drive and a debris shield that provides longer undercarriage life and lowers repair and maintenance costs. The final-drive seal creates a restricted path for debris, while the shield directs debris away from the final drive and the floating seal area.

Self-adjusting idler support provides constant and even idler tension, reducing vibration and increasing undercarriage life. Komatsu’s PLUS undercarriage system now includes five-year or 6,000-hour assurance. (See related article on Komatsu’s Undercarriage Assurance Program).

Komatsu’s new D51EX-24 and D51PX-24 dozers maintain the award-winning slant-nose design, but new features provide better fuel efficiency and productivity. A parallel linkage undercarriage system (PLUS) with rotating bushings is now standard.



A CLOSER LOOK



More durable frame, blade

Komatsu improved the durability of the dozers by utilizing heavy-plate steel for the nose as well as for the hydraulic and fuel tanks. The dozer frame is manufactured with full steel castings.

The U frame behind the blade is reinforced, and the box section is thicker with fewer welds. Reinforced mold boards on the blades of the D51EX-24 and D51PX-24 provide greater wear resistance. The D51PX-24 offers a higher-capacity 4.4-yard blade, which can increase production by up to 15 percent.

Both dozers have manually adjustable blade pitch that boosts productivity. Operators can choose from three blade modes (Fast, Fine or Normal) to match conditions and preferences. For example, Fast mode increases blade speed while using the same amount of lever movement.

Enhanced technology

A redesigned cab features new technology that includes an easy-to-read and use, large, 7-inch, high-resolution, multi-color LCD monitor with Ecology guidance and onboard diagnostics that require no additional tooling. Hundreds of parameters can be measured through the monitor, and operators can make adjustments to blade settings and travel speeds.

An integrated rearview camera can be synchronized with the travel lever, so that when the dozer is shifted into reverse it displays what's behind the machine. This

Komatsu improved the durability of the dozers by utilizing heavy-plate steel for the nose as well as for the hydraulic and fuel tanks. Reinforced mold boards on the blades of the D51EX-24 and D51PX-24 provide greater wear resistance.

Quick Specs on Komatsu's D51EX-24 and D51PX-24 Dozers

Model	Horsepower	Operating Weight	Bucket Capacity
D51EX-24	131 hp	30,821 lb	3.8 cu yd
D51PX-24	131 hp	31,438 lb	4.4 cu yd

saves the operator from turning around, reducing overall fatigue.

The D51-24s now have one pedal with two modes, Braking and Deceleration. "Deceleration slows down the travel speed and the engine rpm," explained Murawski. "Braking keeps the rpm constant and slows the machine, which is handy for fine grading and on jobsites where there are lots of contour changes and blade motion during grading."

Additionally, the D51-24s have Komatsu's Auto Idle Shutdown that reduces excessive idle time and the Operator Identification System, which provides KOMTRAX data for machine operation and applications for up to 100 individual ID codes. A disconnect switch lets operators completely shut down the machine's power for storage. An operating-system lamp sends an alert if the machine is not ready for a complete shut down.

"Customer feedback tells us the D51-24s are highly versatile," shared Tolomeo. "They are very effective for final and fine grading. The D51-24s are also high-production pushing machines, so they are extremely versatile for a variety of applications, including landscaping, site preparation and road construction among others." ■

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A GENERATION AHEAD

Automated functions of Wirtgen's small mills provide increased workflows

Wirtgen offers the most comprehensive line of cold milling machines in the industry, including a wide variety of small mills. The range of applications in this class is also very large and includes cutting slots, milling tie-ins, renovating industrial floors, completing partial road repairs, removing road markings and cutting rumble strips.

A new generation of Wirtgen small milling machines (W 35 Ri, W 50 Ri, W 60 Ri, W 100 Ri and W 120 Ri) have a uniform operating concept centered on the ergonomically designed multifunction armrest. With it, the operator can call up the information needed on the color display, including the acquisition and visualization of all job data. Four "favorites" buttons, which are integrated in the armrest can be programmed with any of 20 different functions. The operator can also intuitively control the height of the machine from the multifunction armrest.

A variety of additional automated functions result in significantly faster workflows. For example, the LEVEL PRO PLUS leveling is fully integrated into the machine-control system. Fewer interfaces mean shorter signal paths in the controller systems, faster reactions between them and an efficient and precise leveling process.

Automated height adjustment of the crawler units also supports the leveling and milling process. Operators can activate the automatic lowering function to precisely position the machine in a milled cut. When the milling drum assembly reaches the surface to be milled, the lowering speed is reduced and the milling drum slowly penetrates the material down to the set depth.

The height of the crawler units can also be adjusted in steps of 0.04 inches or 0.2-inch increments using a new height function to set the milling depth accurately. The most frequently used height settings are automatically stored in three height-adjustment memories, and can be recalled quickly at any time with the press of a button.

Generous steering angle

For driving and steering, Wirtgen's small milling machines have a generous steering angle to both sides, resulting in extremely small turning radii that make working on confined jobsites much easier. ■

Wirtgen's small milling machines work well for a variety of applications such as completing partial road repairs, cutting slots, milling tie-ins and cutting rumble strips.



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POPULAR ATTACHMENT UPDATE

Montabert celebrates anniversary of variable-speed technology with V32 breaker, new heavy-duty cradle

Montabert marks its 30th anniversary of variable-speed technology this year, and to celebrate the company is updating its most popular products. The V32 hydraulic breaker now features a new heavy-duty cradle along with automatic, variable-speed matching technology that's able to sense changes in material hardness and adjust its impact energy and striking rate to maximize productivity.

The V32 is suitable for excavators weighing between 37,000 and 66,000 pounds and is known for its increased striking rate of 285 to 1,050 blows per minute. The updated cradle better protects the internal components from dust and debris, while reducing noise levels and vibration to the carrier and operator. The improved design includes a protection plate for the Montabert EasyLube cradle-mounted lube station that maximizes continuous grease flow.

General Manager Stephane Giroudon said Montabert is the only manufacturer in the world to offer this kind of technology for hydraulic breakers.

"It makes our products one-of-a-kind," Giroudon noted. "This technology has saved our end users a tremendous amount of time, resources and money because it automatically senses and shifts to different speeds, allowing the breaker to deliver the exact amount of energy necessary to break various materials. Nothing is wasted."

The variable-speed technology reduces unnecessary wear on the breaker and carrier, as well as vibration in the cab of the carrier, increasing comfort. The result is improved breaker longevity plus optimal production, and has made Montabert a leader in performance in most breaker applications.

"For the past three decades, our research and development team has advanced our variable-speed technology," Giroudon said. "All of our breakers now feature it and have evolved to meet changing market requirements." ■



Montabert's popular V32 breaker now has a heavy-duty cradle that better protects internal components from dust and debris and reduces noise level as well as vibration to both the carrier and operator. It features variable-speed technology and has a striking rate of 285 to 1,050 blows per minute.

LOWERING UNIT COSTS

Mining groups help customers evaluate proper equipment and best practices for improvement



J.D. Wientjes,
Director,
Komatsu Application
Engineering Group

Mining involves moving materials from point to point at the lowest per-ton costs possible. To accomplish that takes the proper equipment as well as a solid plan for how to best use it in a particular operation. Komatsu Mining helps customers with both aspects, utilizing the experience of two groups focused directly on making companies more efficient, productive and cost effective.

Selecting the right equipment is about more than getting big machines and putting them to work. Komatsu Application Engineering Group Director J.D. Wientjes explained that it's important to take many factors into consideration, and his team is happy to help with that process.

"Primarily, we work with customers prior to a purchase to determine items such as proper fleet and equipment size,"

said Wientjes. "This exercise typically involves reviewing site productivity and operating goals, as well as equipment performance objectives, both near- and long-term."

Wientjes says sometimes it's not necessary for customers to buy new equipment to increase production and realize greater efficiency.

"We come in with an earnest approach to identify the optimum means of production, and determine if the equipment the mining company is looking to purchase makes the most sense," he said. "Occasionally it doesn't, and it might be best to change practices to better utilize what they already have. We recommend what we believe is most beneficial, and then it's up to the customer to decide what to do."

The Application Engineering Group has numerous examples of these study types.

"Recently, a quarry asked us to look at its historical mining methodology, which had always been to use large dozers pushing long distances at steep incline angles," Wientjes noted. "It wanted to know if there was a better way. Given its existing fleet size and other aspects of its material-handling system, we suggested that the company keep using dozers, but not push long, uphill grades.

"To achieve this, we noted that the available highwall length could be used to develop sequential working faces of varying heights," he added. "This application change would allow the dozers to mine in a stair-step fashion to optimize performance."



Pat McCarthy,
Director, Komatsu
Mining Optimization
Group

Komatsu Mining's Application Engineering Group helps mines determine the proper fleet and equipment size. "This exercise typically involves reviewing site productivity and operating goals, as well as equipment performance objectives, both near- and long-term," said Director J.D. Wientjes.





The Mining Optimization Group helps mines identify ways to improve practices and maximize production. “Mines change over time. Pits get deeper, haul roads become steeper and other factors come into play,” said Director Pat McCarthy. “Companies have to adapt and change to maintain or gain production. Otherwise, they risk per-ton costs going up and losing their competitive edge.”

Focusing on goals

Mining customers also benefit from Komatsu’s Mining Optimization Group. Headed by Director Pat McCarthy, it identifies ways to improve practices and maximize production.

“Mines change over time. Pits get deeper, haul roads become steeper and other factors come into play,” said McCarthy. “Companies have to adapt and change to maintain or gain production. Otherwise, they risk per-ton costs going up and losing their competitive edge.”

McCarthy and his team collaborate with mine personnel to gather information on the operations and the customer’s goals. Then, the Mining Optimization Group forms a plan to help achieve those aims.

“We look for detailed information in every meeting,” said McCarthy. “As we build the plan, our team tackles the most prominent concern first and then moves down the list. Customers may only implement an item or two, and that’s fine. We’re happy to help any way we can.”

McCarthy cited a prime example of how the Mining Optimization Group solved a common problem that plagues mines and created an innovative approach for improvement.

“There is an optimal target load for every truck, but shovel operators can have difficulty

meeting that each time,” McCarthy explained. “We asked our engineers to develop software for the trucks to identify the actual load on each haul cycle, and this solution is now known as the Optimized Loading Software for the payload management system. It provides the tonnage number to the operator so that person knows exactly to what point to load the truck. This software has helped tighten the distribution curve by calculating the allowable load on each cycle. Mines are seeing up to 30 percent improvement compared to a few years ago.”

No need to get out your wallet

Neither mining group charges for its services. The assistance is all part of Komatsu’s commitment to maximizing customers’ operations.

“Our goal is to help increase the bottom line of our customers,” said Wientjes. “This helps build loyalty with customers who use Komatsu equipment. Hopefully, our services lead to a better, longer-lasting relationship that keeps them purchasing Komatsu products.”

“Anyone considering new Komatsu equipment, or currently using it and looking for better utilization, can contact us anytime,” added McCarthy. ■

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IMPROVED OPERATIONS

Vijay Dara explains how continuous, measured improvement drives manufacturing process

QUESTION: What has Komatsu done to make its manufacturing operation more efficient?

ANSWER: Two years ago we began to include spare or service parts warehousing, along with production/assembly, in our definition of manufacturing. While this may seem like a small detail, it is important because it requires us to consider the entire machine's life cycle and integrated supply chain when making decisions.

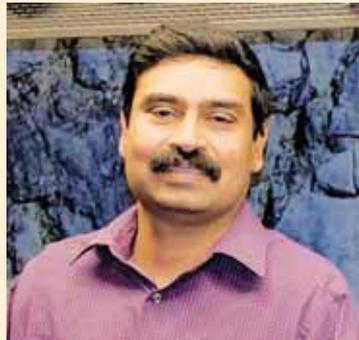
QUESTION: What is the impact of this change?

ANSWER: It has helped us to better understand how the entire process works together. One example is with spare parts availability. There isn't any difference between a part that is made for a new machine or one that is stocked for spare parts – one gets put on a machine, the other goes into a box – the engineering and manufacturing/procurement are the same.

Prior to including parts warehousing in our definition, the warehouses and production facilities worked independently of each other. Now, if a customer needed a part that was out of stock, the warehouse could call the production plant, that would then make or procure a new one, pull one from its production line or take the part from a machine that was in production.

By including warehousing under one umbrella, all areas are now on the same page. They work together particularly to plan inventory, procurement and transportation needs; and unexpected needs are easier to manage, which is an advantage to Komatsu. However, customers also benefit because it means that warehouses should have

Continued . . .



**Vijay Dara, Director,
Manufacturing Administration**

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.

Vijay Dara joined Komatsu nine years ago and began his tenure in corporate strategy. He has worked in manufacturing administration for the last five years. In his current role as Director, Manufacturing Administration, he serves as an internal advisor and supporter to the Komatsu America production and warehouse locations to enable standardization of all strategic and tactical activities for safety, legal compliance, quality, delivery and cost (SLQDC).

"The SLQDC acronym is a very common and important one in manufacturing," said Dara. "All aspects need to work together to have a successful operation, and all aspects are important."

Dara has more than 20 years of experience in manufacturing, procurement, design engineering and information technology in off-highway and automotive industries.

Originally from India, Dara earned his bachelor's degree in mechanical engineering from the University of Mumbai, India, as well as an MBA from the University of Michigan, Ann Arbor.

In addition to his manufacturing responsibilities, Dara is also involved in Komatsu America's Leadership Development Program "Trax."

"Trax is a great thing for Komatsu to offer," he said. "It has helped me develop as an individual and to contribute both at work and at home."

Outside of work, Dara enjoys spending time with his wife, Samatha, and their two children.

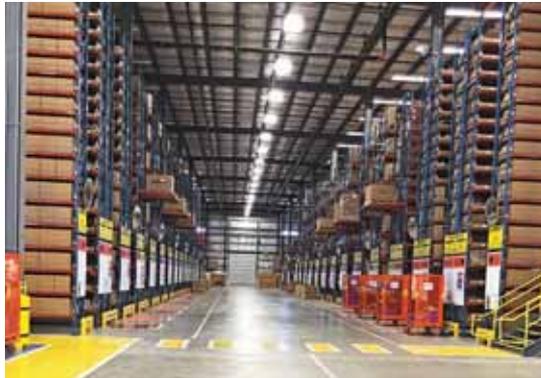
Customer-driven metrics help evaluate quality

... continued



While Komatsu strives for zero customer claims on its parts and machines, Komatsu Director, Manufacturing Administration, Vijay Dara sees each claim as an opportunity to improve engineering and manufacturing processes.

Komatsu began including spare parts warehousing in its definition of manufacturing two years ago.



By locating spare parts warehouses closer to production facilities, warehouses have better access to the resources of the manufacturing plants and increased availability.



more access to parts in-stock or be able to get them faster.

QUESTION: How do you think that process will evolve in the future?

ANSWER: I think we will eventually see warehouses located closer to the production plants. The proximity will have a very positive effect on the whole process. The parts are made at the production plant, and if they aren't installed on a machine, they are put on a shelf. It eliminates many logistical costs and makes communication between production and warehousing a lot more efficient. It gives the parts warehouse access to all of the manufacturing operation's resources as well.

QUESTION: What process does Komatsu use to check the quality of its parts after they leave the manufacturing plant?

ANSWER: Every plant has a Quality Assurance (QA) Manager who is responsible for seeing that the quality of the products meets customers' needs. After a machine leaves the plant we use customer-driven metrics to evaluate the quality. When a customer files a warranty claim on a part (100 hours, 500 hours or later) or even when the plant identifies a nonconformity before shipment, we really dig into the claim to see what occurred through the entire supply chain. It is our goal to determine if the issue was isolated or something that affects every part/machine and causes us to reevaluate our engineering and manufacturing processes. The QA Manager works with other personnel within and outside of Manufacturing to address quality issues in a streamlined manner utilizing QC concepts to correct the concern.

QUESTION: Will there ever come a time when there are no claims?

ANSWER: That is always our desire. We know that it is realistically improbable, but we believe we can continue to improve if our goal is zero. As long as we are improving, we do not get discouraged when we receive a claim. Instead, we see every claim as an opportunity to learn and better our machines. So, in a way, we actually view a claim's "bad news" as good news. ■

LONGER UNDERCARRIAGE COVERAGE

New Assurance Program sets industry standard

How does Komatsu evaluate the quality of its undercarriage components? One way is by analyzing the dependability of components and also collecting insight on the user experience to gather feedback from those who use the product.

“We believed that the previous terms were not indicative of how positively we feel about the quality of our undercarriage,” said Jim Funk, Komatsu Senior Product Manager - Undercarriage. “That led us to extend our terms for all dozers and excavators and, in turn, really separate Komatsu from the competition.”

Komatsu’s new Undercarriage Assurance Program covers all conventional and PLUS (Parallel Link Undercarriage System) components against leakage and breaks. Conventional components are covered for four years or 5,000 hours, whichever comes first. PLUS undercarriages are covered for five years or 6,000 hours. Also, this new policy allows coverage terms to restart on any group of components replaced while supported by both the customer and Komatsu. Previously, all Komatsu undercarriage components were included under the same terms, three years or 4,000 hours.

“This new assurance program is the longest in the industry,” noted Funk. “Every major undercarriage component is included in this policy – link assemblies, rollers, idlers and shoes. If there is an issue that is not due to improper use or other influences, customers can expect that Komatsu will stand behind the product and provide support.”

Manufactured for durability

Funk added, “We are proud to say that Komatsu undercarriage components are built

and designed by Komatsu, specifically made for our machines. They are precision-machined and heat-treated for exceptional performance and durability.”

All sizes of dozers and excavators put in use starting from July 1, 2016, now fall under the Undercarriage Assurance Program, as do replacement undercarriages installed since that date.

“This is not a short-term deal,” Funk emphasized. “It’s now our standard and another Komatsu mark that sets the industry standard. We understand our customers expect quality and value. This new coverage shows that they are going to get both when purchasing Komatsu Genuine Undercarriage.” ■



Jim Funk,
Komatsu Senior
Product Manager -
Undercarriage

Komatsu’s new Undercarriage Assurance Program covers conventional undercarriage components against leakage and breakage for four years or 5,000 hours, whichever comes first. PLUS (Parallel Link Undercarriage System) undercarriages are covered for five years or 6,000 hours. The extension is now standard and the industry’s longest.



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THE AED FOUNDATION HONORS KOMATSU

Company receives Partner Award for education

Komatsu America has long advocated for education in the construction industry, especially service technician training. The AED Foundation recognized Komatsu for its efforts with the Foundation Partner Award during its annual convention, AED Summit, held earlier this year.

Mike Hayes, Komatsu Director of Distributor Development, received the award on behalf of Komatsu at The AED Foundation Fundraising Gala. Proceeds from this fundraiser help provide educational opportunities in the industry. Hayes has served on The AED Foundation's board for several years and has helped with its workforce goals, such as developing school accreditation programs.

"There is a real skills gap in the industry today, and we have to be proactive in finding and recruiting those individuals who will fill the numerous job openings in the construction industry today and in the future," said Hayes. "Komatsu is doing that by partnering with schools, such as the Oklahoma State University Institute of Technology (OSUIT) and the North Dakota State College of Science (NDSCS), that provide two-year programs in diesel technology with a specific emphasis on Komatsu equipment. We have a 20-year history with OSUIT, and last year the first class graduated from NDSCS."

Classroom, hands-on

Both programs are accredited by The AED Foundation, and Hayes is talking with other schools about starting similar training options. Komatsu supplies some machinery and parts that students use to gain practical knowledge. The schools offer both classroom and hands-on experience. Students rotate attendance between their school and a Komatsu dealership where they work in a shop at a branch location.

Dealerships sponsor students and usually provide financial and other incentives to complete their degrees – and often jobs when they have successfully finished the program.

Hayes recently told AED's Construction Equipment Distributor magazine that enrolling in such programs is a great investment in the future, both for students and the industry as a whole. "Schools can teach theory, and they have the latest and greatest technology from manufacturers," according to Hayes. "Many of the technical colleges I talk to report that students have no problem securing employment upon graduation. More than 90 percent have already found work by the time they graduate." ■



Komatsu Director of Distributor Development Mike Hayes (left) receives The AED Foundation's Partner Award from The AED Foundation President Robert Henderson.

More than 90 percent of students from two-year diesel technician programs with an emphasis on Komatsu equipment find work prior to graduation.



New 'I Make America' website helps companies advocate for manufacturing

The Association of Equipment Manufacturers (AEM) relaunched its "I Make America" website, introducing new tools and resources to help companies and their employees advocate for pro-manufacturing policies. It serves as a portal where supporters can engage directly with Congress and the Trump administration to advance industry priorities, according to AEM.

"We are excited to bring the new and improved version of www.IMakeAmerica.com to our more than 40,000 grassroots supporters and 950 member companies," said Kip Eideberg, AEM Vice President of Public Affairs & Advocacy. "2017 is shaping up to be a big year for U.S. manufacturing, and we want to make sure Congress and the new administration will hear our industry loud and clear." ■

Komatsu America CEO elected to AEM board

Komatsu America CEO Rod Schrader was elected to the board of directors for the Association of Equipment Manufacturers (AEM), the North American-based international trade group for the off-road equipment manufacturing industry. AEM officers work on behalf of all member companies, giving their time and talents to provide strategic direction and guidance for the association's business-development initiatives. Areas include

public policy; market data; exhibitions; technical, safety and regulatory issues; and education/training.

"With thousands of employees and hundreds of company-owned or affiliated locations across the United States and Canada, Komatsu has a responsibility to ensure that the industries and communities where we do business continue to thrive and grow," Schrader said. ■

USDOT report highlights future infrastructure challenges

A final report from the U.S. Department of Transportation (USDOT) showed the country's current transportation system won't be able to meet future demands. Titled, "Beyond Traffic 2045," the report emphasizes the challenges the transportation sector will face in the next few decades. Its original draft was released nearly two years ago, with the final report released in early 2017.

"Beyond Traffic started a long overdue conversation about whether the transportation infrastructure will keep pace with our changing country," said former Transportation Secretary

Anthony Foxx. "The final report again shows that if we do not invest in our infrastructure, we will let conditions move us backward."

Several key topics are covered, including how we move as a population, how we move freight and how we align revenue to match transportation decisions. The USDOT also designated 18 non-profit Beyond Traffic Innovation Centers to lead research on the transportation challenges identified in the study. The full report is available at www.transportation.gov/policy-initiatives/beyond-traffic-2045-final-report. ■

Better wages lead construction employment back to pre-recession level

An Associated General Contractors of America (AGC) analysis of government data showed construction employment recently increased to its highest level since November 2008. The government report noted that better wages were one reason for the rise, with companies paying more in an effort to attract new employees at a time when there is a chronic worker shortage in the construction industry.

“This report aligns with what contractors have been telling AGC – that the construction industry is still eager to add

workers,” said Ken Simonson, AGC’s Chief Economist. “The employment gains would be even larger if there were enough workers with the right skills available to hire.”

Construction employment reached a little more than 6.8 million in January, and average hourly earnings rose 3.2 percent in the past year to \$28.52. Construction’s hourly earnings are rising faster than those for all private-sector workers and are currently 10-percent higher than the private-sector average of \$26 per hour. ■



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DIGGING DEEPER

AED Foundation study provides state-specific insight on how to fill technical jobs



Brian McGuire,
AED President
and CEO



Discover more

The Associated Equipment Distributors (AED) Foundation released findings in early 2016 from a study it commissioned that showed a severe shortage of qualified equipment technicians and detailed the financial hardships it was causing equipment distributors. A year later, it released the results of a second study, one that outlined the economic benefits of career technical education programs and suggested ways that states can strengthen them. The findings of the second study were released during a live press conference at AED's 2017 Summit and Construction Dealer Expo in Chicago.

"Last year, we released a study which found that AED members were losing a combined \$2.4 billion annually because of their inability to fill technical jobs," said AED President and CEO Brian McGuire. "In response to those findings, we wanted to see what could be done about it. The researchers produced an impressive array of resources, analysis and data. They've provided a road map of how we can find and take advantage of the access points to technical-education policy in each state."

State scorecards

The study – done in conjunction with the College of William & Mary – produced

a scorecard that graded states on eight best-practices criteria for skills-based learning. The results provide insight on where states excel and where they need improvement. The study also categorized funding information to enable The AED Foundation to better organize its efforts for improving policies nationwide.

The correlation between education and potential earnings was highlighted in the study, which includes a section that estimates how much employees' earnings can increase by continuing their education. Additionally, the study outlined what percentage of jobs in each state was skills-based and the percent of the population that was educated to perform those jobs. It also included information on key contacts who employers can access in their states to help address the skills-gap issue.

"We wanted to identify the best practices that are being implemented at the state level," said Jesse Jordan, a graduate student at the College of William & Mary, who worked on the study. "While there are certainly opportunities for employers to advocate the expansion of career technical education, we were very encouraged by a few specific areas. These included work-based learning and dual-credit opportunities for high school students to earn post-secondary credit for their work at the high school level.

"We conducted this report to give employers the tools needed to address the problems they are facing," he added. "We came up with some deliverables that can be used in advocacy areas as well as to work in tandem with local education agencies at a grassroots level."

The full report, as well as individual state playbooks, can be found online at AEDFoundation.org/dealer-resources. ■

The College of William & Mary's Jesse Jordan (far left) explains the findings from a joint study with The Associated Equipment Distributors Foundation at the AED Summit and Construction Dealer Expo in January.



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Komatsu D65PX-15EO, '06, 11,070 hrs.....	\$59,000
Komatsu D65EX-15EO, '07, 3,934 hrs.....	\$149,500
Komatsu D65PX-15EO, '07, 2,840 hrs.....	\$99,000
Komatsu D65WX-15EO, '07, 3,959 hrs.....	\$157,000
Komatsu D275AX-5, '03, 23,015 hrs.....	\$79,500

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Komatsu 911.4, '11, 6,132 hrs.....	Call
Komatsu 911.4, '10, 5,225 hrs.....	Call
Komatsu 911.5, '13, 6,160 hrs.....	Call
Komatsu 931.1, '14, 4,000 hrs.....	\$425,000
Komatsu XT430-2, '14, 6,365 hrs.....	\$265,000
Ponsse Ergo Harvester, '05, 13,239 hrs.....	Call
Ponsse HS10 Cobra, '99, 20,995 hrs.....	\$64,900
Ponsse Buffalo, '02, 22,200 hrs.....	\$119,000
Ponsse Ergo HS15, '99, 17,676 hrs.....	\$79,900
Valmet 860.1, '08, 12,467 hrs.....	\$149,900
Valmet 911.1, '02, 22,196 hrs.....	Call
Valmet 941.1, '08, 11,309 hrs.....	\$225,000

MATERIAL HANDLERS

Cat 365CL-MH, '08, 10,428 hrs.....	\$137,500
Komatsu P400LC-8MH, '08, 6,095 hrs.....	\$219,500

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Komatsu HM300-2 6,500 Gal, '12, 7,764 hrs.....	\$255,000
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Komatsu PC228USLC-8, '12, 3,449 hrs \$155,000

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Komatsu HM400-2, '11, 7,670 hrs.....	\$199,000
Komatsu HD465-7, '06, 18,843.....	\$219,500
Komatsu HD605-7EO, '08, 20,247 hrs.....	\$130,000

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Wirtgen W2100, '04, 8,538 hrs.....	\$159,500

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Deere 200C LC, '04, 8,988 hrs.....	\$60,000
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Komatsu PC228USLC-10, '14, 923 hrs.....	\$186,599
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Komatsu PC300LC-7, '05, 9,765hrs.....	\$79,000
Komatsu PC300LC-7 w/Shear, '06, 7,463 hrs.....	\$214,500
Komatsu PC300LC-8, '09, 9,584 hrs.....	\$119,000
Komatsu PC360LC-10, '15, 1,195 hrs.....	\$216,000
Komatsu PC360LC-10, '15, 2,667 hrs.....	\$209,000
Komatsu PC360LC-10, '13, 2,617 hrs.....	\$139,000
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-7EO, '07, 10,949 hrs.....	\$84,000
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, 10,900 hrs.....	\$109,000
Komatsu PC600LC-8, '06, 10,509 hrs.....	\$147,500
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Hamm HD120HV, '04, 3,211 hrs.....	\$30,000
Hamm HD+120 VO, '13, 1,573 hrs.....	\$55,000
Hamm HD+140VV, '13, 947 hrs.....	\$82,500
Volvo DD15, '14, 631 hrs.....	\$23,000

PAVING

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Leeboy 8500T, '06, 5,859 hrs.....	\$25,000
Vogele 5203-2, '08, 4,307 hrs.....	\$99,000
Vogele 880WB, '05, 5,862 hrs.....	\$26,699

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Komatsu WA380-6, '11, 2,888 hrs.....	\$150,000
Komatsu WA400-5L, '05, 10,968 hrs.....	\$72,999
Komatsu WA430-6, '11, 4,377 hrs.....	\$167,500
Komatsu WA500-6, '09, 9,849 hrs.....	\$156,500
Komatsu WA500-6, '09, 19,098 hrs.....	\$125,000
Komatsu WA500-6, '09, 8,622 hrs.....	\$159,500
Volvo L70F, '08, 16,722 hrs.....	\$49,000

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