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Industry Scoop



A publication for and about Roland Machinery Co. customers • www.RolandIndustryScoop.com • November 2017

PETERSBURG PLUMBING & EXCAVATING, LLC

Innovation keeps this company
ahead of the pack



Brian Vogt,
President

R.W. DUNTEMAN CO.

For 90 years, this family company has grown
with the Chicago metro area



Roland Dunteman III,
President

Paul Dunteman Jr.,
Vice President

KOMATSU[®]

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

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spectrum of
products**



Dear Valued Customer:

Technology continues to advance rapidly in the construction industry. From machine control to virtual-reality simulators, it seems there's something new every day that involves machinery. At Roland Machinery, it's our belief that we carry the most technologically advanced equipment in the market from outstanding manufacturers such as Komatsu. It remains miles ahead of the competition when it comes to *intelligent* Machine Control and monitoring to make you more productive, efficient and profitable.

This issue of your Roland Industry Scoop highlights a few of the machines across the wide range of industries that Komatsu serves. There is an article on the new WA200-8 wheel loader that is well-suited for construction, small quarries, agriculture, landscaping and more. Another talks about the mining-class D375A-8 dozer that can also be used for large construction projects.

Still more point out the advantages of new rigid-frame trucks for hauling mass amounts of material and showcase Komatsu Forest's highly productive lineup of new forwarders that provide excellent production.

Roland Machinery and Komatsu want you to get the most out of your machines. That's why we offer comprehensive training and can put you in touch with Komatsu's Business Solutions Group. If you have a question on how to better your operations, if a particular machine is the right fit or something else is on your mind, this team can provide the answers. Read more about the Business Solutions Group inside.

Another valuable resource is Komatsu Financial. The Komatsu & You article on new President Rich Fikis gives insight into how Komatsu Financial works with you to provide the right terms and rates to meet your particular needs when purchasing or leasing equipment.

We thank you for your business in 2017, and hope for your continued prosperity in 2018 and beyond. 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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A SALUTE TO A CUSTOMER

PETERSBURG PLUMBING & EXCAVATING, LLC

Innovation keeps this company ahead of the pack



Brian Vogt,
President

When customers in central Illinois need sanitary sewer pipe installed in a tough environment, they turn to Petersburg Plumbing & Excavating, LLC.

“Personally, I think we are the best at working on jobs that other companies are afraid to take on,” said President Brian Vogt. “We don’t usually get the easy job calls. Instead, we get the nasty stuff that requires us to go deep into bad dirt or work around a lot of utilities.”

While Vogt may be biased, his statement has merit. The Springfield, Ill.-based company, started by his great-grandfather in 1936, has installed sanitary sewer pipes since the 1970s and is very good at it. Recently, it put in 10,000 feet of 30-inch sewer line 25 feet deep for a project in Taylorville. Vogt estimates that the company installed nine sections of the pipe a day, roughly tripling the industry standard.

In Springfield this summer, it installed 72-inch concrete storm sewer pipe 20 feet deep under a three-block stretch of residential street. To complete the work, the company had to bore 20 feet beneath the existing 36-inch water main and 48-inch sanitary sewer lines.

“We take pride in our ability to complete those jobs,” stated Vogt. “We have excellent crews, great equipment and a lot of experience.”

Today, the company employs 25 people and handles storm and sanitary-sewer installation, water-main construction and directional boring. It also performs sewer cleaning and vacuum work in addition to closed-circuit television-camera pipe investigation.

Petersburg Plumbing & Excavating went all-in on the underground side of the business in 2011 after Henson Robinson purchased it.

“We had a mechanical division that performed commercial plumbing, heating and cooling, but after the market crashed and residential construction slowed, the company struggled while the underground carried us,” recalled Vogt. “We became a subsidiary of Henson Robinson. The mechanical division folded into theirs, and we focused on the underground work. It’s been a great relationship.”

Switch to Komatsu

For Petersburg to succeed on challenging projects, it needs the best equipment available. That’s why Vogt turns to Roland Machinery Company and Sales Manager Chris Ingram for Komatsu excavators and wheel loaders. That wasn’t always the case, however.

“We were very loyal to another company and almost every piece of machinery we owned, both for the company and the family, came from them without a second thought,” said Vogt. “Henson Robinson had a relationship with Roland, so when we needed some new equipment in 2013, I decided to meet with Chris to see what Komatsu could offer. We liked what we heard and went with a PC360LC-10 excavator.”

Vogt was even more impressed by how the machine operated, and it didn’t take long for Petersburg Plumbing & Excavating to add more Komatsu machines, as it bought a PC210LC



Russ Carlstrom,
Field Superintendent

A Petersburg Plumbing & Excavating operator uses a Komatsu PC138USLC excavator on a sewer installation project in Springfield, Ill.





On a project in Taylorville, Ill., this Petersburg Plumbing & Excavating crew uses a Komatsu PC490LC excavator to dig out a trench and a PC210LC excavator to backfill. "The Komatsu excavators are fast and have a lot of power," said Superintendent Tim Graves. "The difference between the Komatsu excavators and their competitors is noticeable."

excavator a few days later and a PC490LC excavator after that.

"We had some pushback from our operators initially, but once they ran the Komatsu excavators they were blown away," said Vogt. "The icing on the cake for us was the PC490. It replaced our top excavator. The operator was skeptical, but after digging for one section of pipe 15 minutes faster than he could with the previous machine, he stopped, opened the door and yelled that the PC490 was amazing.

"The excavators are fast, smooth and reliable," added Vogt. "We know when we start a job, we have the right equipment to help us do it quickly and with precision."

The fleet also includes a WA320 wheel loader and a PC138USLC excavator.

Vogt appreciates Komatsu CARE, which includes complimentary maintenance on Tier 4 machines for the first 2,000 hours or three years of operation, and KOMTRAX, a telematics system, which Roland and Komatsu provided.

"To get these services at no charge was great for us," shared Vogt. "Our maintenance costs went down dramatically because of KOMTRAX and Komatsu CARE, and our production numbers improved. Chris and everyone at Roland have been great to work with. They are dedicated to our business, and we appreciate that."

Looking ahead

Vogt knows that the current rendition of his family's company is far different from the one that opened four generations ago, and he understands that further change is coming. It's the nature of the industry.



Using a Komatsu PC360LC excavator with a reversed 54-inch bucket, a Petersburg Plumbing & Excavating operator fills a truck on a residential street project in Springfield, Ill. "Our operators love the PC360 because of its power and comfort," said President Brian Vogt.



(L-R) Roland Machinery Company Sales Manager Chris Ingram and Springfield Territory Manager Cody DeGroot meet with Petersburg Plumbing & Excavating President Brian Vogt.

"We're always looking for ways to be more competitive," he noted. "I think one thing that will help us remain successful is our ability to complete the extremely difficult projects. We want to be the one to call when someone has a really nasty job. If we continue to deliver, we'll have a strong future." ■



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A SALUTE TO A CUSTOMER

R.W. DUNTEMAN CO.

For 90 years, this family company has grown with the Chicago metro area



Roland Dunteman III,
President



Paul Dunteman Jr.,
Vice President

When Henry Dunteman ordered a loader tractor in 1927, his intention was to put it to work on the beet farm he planned to open in Bensenville, Ill. The day it arrived at the train station, however, his son, Roland, lined up work for the machine. It just wasn't on the farm.

"As the family story goes, my grandfather went to the station to see the tractor and a contractor asked if he could rent it for a road project in the area," explained Roland's grandson, Roland Dunteman III. "Grandpa went home and asked if it was alright to use the tractor for that job. That was the start of the company, and the rest is history."

While the beet farm never came to fruition, the 90-year run of R.W. Dunteman Co. has been a nice alternative. Its first substantial growth occurred during the housing boom of the 1940s, digging basements for homes as people moved to the Chicago suburbs. In the 60s, the company grew again as it turned its focus to interstate construction and asphalt production.

Today, with a staff of 150 employees, the Addison, Ill., firm handles municipal jobs throughout the state of Illinois, in addition to railroad construction, asphalt and concrete production and material recycling. Through it all, the Dunteman family has remained an important element of the company. Brothers Roland III, Jeff, Paul Jr. and Matthew represent the third generation of Duntemans to lead the business. Roland III is President and manages the financial aspects of the organization. Jeff serves as Vice President of Operations and takes care of the field personnel and project managers. Paul Jr. is Vice President and oversees equipment and maintenance. Matthew is the Material Operations Manager and is in charge of the family's Du-Kane Asphalt Company and Crush-Crete businesses.

"My brothers and I took over for our father and uncle in 2004, but we all started here in the 1980s," noted Roland III. "We got our boots dirty and worked alongside our field employees. I think that experience helped us in the roles we have today."

The family feel also extends throughout the organization. "Our employees are great; we have a few who have been here for 20 years or more," added Roland III. "We have second-generation employees as well, which says a lot about the type of company we are."

Roads and rails

If you have visited Chicago, you are more than likely familiar with R.W. Dunteman's projects.

"We've worked on every highway and interstate in the Chicagoland area in one way or another," said Roland III. "That remains our main focus today. We handle both highways and residential streets. We usually serve as the general contractor and sub out the underground work, then we come in and pave. Having our own material plants and recycling facility gives us greater control over the

This R.W. Dunteman Co. operator uses a Komatsu PC308USLC tight-tail-swing excavator to remove material and load a truck on a residential road construction project in Wheaton, Ill.





At its crushing and recycling operation in Addison, Ill., R.W. Dunteman uses Komatsu WA500 wheel loaders to feed crushers and load material. "The Komatsu loaders are bulletproof," shared Vice President Paul Dunteman Jr.

quality of materials we use and the time frame of projects."

R.W. Dunteman is the premier precast panel contractor in northern Illinois. In one season alone, the company installed 270 of the panels on Interstate 294 for the Illinois Tollway. The panels replace sections of roadways in construction zones so motorists can still drive on the road when work isn't taking place.

The company has also accomplished a bevy of projects associated with the high-speed railroad that connects Chicago and St. Louis. "We've upgraded more than 100 crossings for the railroad between Dwight and Carlinville by adding gates, reinforcing the crossing areas and constructing medians," said Roland III. "It's a high-profile project, and we're proud to be a part of it."

Quality equipment

When it comes to equipment purchases, R.W. Dunteman relies on Komatsu and Wirtgen Group equipment from Roland Machinery Company and Sales Rep John Kroger.

"We trust John for quality equipment that is the right fit for us," said Roland III. "We know what to expect from the Komatsu and Wirtgen brands. More importantly, we know what to expect from the service and support of Roland Machinery."

R.W. Dunteman's fleet includes seven Komatsu excavators; two WA320 and three WA500 wheel loaders; and five dozers. "The Komatsu line is number one in our fleet," declared Paul Jr. "The machines have amazing fuel efficiency and minimal breakdowns. We trust them."

The firm recently added another tight-tail-swing PC308USLC excavator to its fleet, and it has been an immediate hit on projects in confined areas. R.W. Dunteman obtained an



(L-R) Roland Machinery Sales Rep John Kroger meets with R.W. Dunteman's third generation – brothers Matthew, Roland III and Paul Jr. – in front of the 1953 Allis-Chalmers HD 5G diesel dozer they refurbished. Another brother, Jeff, is also a part of the management team.



An R.W. Dunteman Co. crew uses the company's Wirtgen W 210i cold milling machine to remove existing roadway.

additional WA500-8 at its recycling yard to help move material as well as load crushers and trucks. Paul calls the wheel loaders "bulletproof."

Wirtgen Group pieces, like the W 210i cold milling machine and Vögele 5200 with a VR600 screed, are also essential equipment for the company.

Ready for the future

R.W. Dunteman understands that the only constant in the construction industry is change. The owners know that their future success relies on how they manage the industry's evolution.

"There are a lot of unknowns ahead of everyone involved in this business," offered Roland III. "Some things will always be the same – we'll tear up roads and rebuild them – but how we do it, what equipment we use and the workforce performing those tasks won't be. That is the challenge here. We are committed to using the latest technology and building a quality team. As long as we do that and continue to deliver a great product, we will find success." ■

CONSTRUCTION GOES HIGH TECH

Wearable technology that monitors health, safety, jobsite data gains prominence

Editor's note:

This article is about changes taking place in the industries we serve.

It is for information only and is not intended to promote any particular product or brand.

Wearable technology such as "smart watches" is now widely used in the construction industry. Companies are developing items like smart safety vests and hard hats, that are specifically related to the industry.

Nearly a decade ago, the use of electronic devices to transmit information about equipment operation earned widespread acceptance throughout the construction industry. Now called "telematics," it was first used for tracking equipment. Data collected from machinery in this manner is beneficial in several ways. For example, companies can use telematics to detect a production problem and adjust practices to correct the issue. They might track individual operators and help those who need additional training on how to best utilize a machine or when to shut it down rather than letting it idle.

In its earliest inception, telematics offered information such as location and fuel usage. Throughout the years, manufacturers have built upon that rudimentary data, and their telematics now offer more comprehensive tracking, which includes everything from production numbers to a machine's health.

But, what about the health and safety of workers? There are ways to monitor those critical items as well, with the use of wearable technology.

At approximately the same time as machine telematics began earning favor, the advent of wearable tech occurred. Most people are familiar with it, thanks, in large part, to devices such as "smart watches" and fitness trackers that monitor everything from steps taken to heart rate to the number of calories the wearer consumes. A global forecast from CCS Insight predicts the wearables market will be worth \$25 billion by 2019. According to the article, "Invest in Wearables for Increased Worker Safety," posted on CONEXPO-CON/AGG's website, the global protective work-wear market will grow at a rate of nearly 5 percent in the next four years.

"The construction industry has always seen the potential of wearable technology to improve safety and increase productivity," wrote Sarah Falk in her piece "Top Wearable Technology to Watch for in 2017," which appears at esub.com. "However, the difficulty of implementation posed a challenge that affected adoption by the construction industry. Suppliers of wearable technology have responded to this barrier and are now trying to make construction wearables feasible for any construction company. To do so, suppliers of wearable technology must ensure that the equipment is affordable, easily transferable from worker to worker and user-friendly. As suppliers continue to improve their products to fit the needs of the construction industry, widespread adoption... is expected to grow exponentially."

Falk states in her article that advancements in wearable technology will impact the construction industry in a number of ways, with safety and productivity as the primary factors. She notes that wearables' ability to monitor and report biometrics and dangerous





The smart helmet is a type of wearable technology that could become common on jobsites. One company, DAQRI, designed a wearable with a processor for multimedia and augmented reality. Its heads-up visor display allows instructions and jobsite models to be superimposed in their real-world environment, allowing the wearer to see how a future finished project will look upon completion. Photo courtesy of DAQRI.

environmental conditions provides a more immediate response to safety issues.

“Wearable technology will also increase productivity in construction by allowing each worker to have the most accurate and detailed information at his or her fingertips at all times,” Falk wrote. “According to Rackspace, wearable technology in the construction industry can increase productivity by 8.5 percent. Wearable technology allows all team members to be in constant communication and eliminates any information discrepancies between team members.”

Health-monitoring options

Information from wearable devices, such as fitness trackers, is useful for helping people make better lifestyle choices and eliminate detrimental habits. The construction industry hopes for the same with wearable technology, such as smart hard hats and safety vests, that can monitor and track everything from workers’ whereabouts to practices they use to perform specific tasks to their current health data.

“Heart rate, body temperature, perspiration levels, geophysical location, time in motion and even EEG brain waves are being incorporated into wearable construction technologies designed to improve workers’ safety, boost productivity and comfort as well as generate valuable human behavioral data for optimizing

jobsites large and small,” noted Tyler Riddell in his *esub.com* article “Wearable Devices Bring Human Data to the Connected Jobsite.”

“Born partly from the global success of Fitbit® ... hardware and software engineers see enormous market opportunity for wearables in the construction industry as contractors look to leverage the technology for keeping jobsites working safely and smoothly,” he continued.

Researchers at Virginia Tech University have been working on a safety vest that will alert road construction workers if a car is approaching a construction zone too quickly or too closely, hopefully giving workers time to avoid a potentially deadly situation. Other vests may offer built-in systems to keep workers cool during hot weather or warm them up in frigid temperatures, alert co-workers if someone trips or falls and more.

Hard hats, glasses and goggles

Several other devices that fit under the construction wearable technology umbrella, and perhaps the most easily noticed is a smart hard hat.

One company, DAQRI, designed a wearable that includes a processor for multimedia and augmented reality (AR). The company’s website says its Smart Helmet® with a heads-up visor can display instructions and jobsite models that are superimposed in a real-world environment.

Continued . . .

Wearables help recruit, retain talent

... continued

This allows the wearer to see how a future finished project will look upon completion. The device can also record video and alert the wearer, if it detects a problem. Other manufacturers have created eyewear, such as glasses that offer similar functions and features as the Smart Helmet visor display, to pair with traditional hardhats.

Another area not necessarily considered in the wearable category for construction, but perhaps that should be, is virtual reality (VR). Several companies are developing VR goggles for uses such as operator training and jobsite modeling.

Transparency is vital

Wearable technology is not without its detractors. There are those who see it as another way that “Big Brother” is watching and fear that data collected could be used against them. The argument is something that the construction industry will need to address as technology continues to advance.

In her article, “With Wearable Tech, Trust is Paramount,” author Susannah Levine quotes several experts who say that businesses should have clear intentions for utilizing wearables.

“The degree to which companies can successfully collect data pivots on trust,” Levin writes. Her article goes on to quote

Lockton Companies Vice President, Risk Control Consulting Practice Leader Bill Spiers, “Companies must be transparent about what data they’re collecting and how they will use it.”

Levin’s piece also notes that Spiers calls pre-loss data technologies ‘exciting tools to prevent injury’ but sees potential for litigation if they’re misused.

That fear, along with costs, may make some organizations hesitant to invest in wearable technology right away. In the article “Top 6 Wearables for Safety at the Jobsite,” which appears on CONEXPO’s website, Hagen Business Solutions Owner Carol Hagen suggests that companies should consider the learning curve, what competitive advantage the tech offers in the short term and what is the long-term future, if a business buys into wearables.

“You may find these technologies not only win you more work and increase productivity, but also make it easier to recruit and retain talent with measurable workforce development benefits,” Hagen said, adding, “Measurable results may change more than the work environment; they can make the priorities obvious. The ability of technologies to share data, identify actionable items and create a continuous improvement loop can make the industry safer and leaner.” ■

While not necessarily in the wearable category, virtual-reality goggles can provide the wearer with jobsite models, and can be used for operator training.



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Personal protection is about more than wearing a hard hat and vest



Kirstyn Quandt,
Communications
Manager, NCCER

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If you are unfamiliar with the construction industry, you may assume that a sturdy pair of boots, hard hat and well-equipped tool belt constitute proper safety on the jobsite. And, while all of the above are very important steps on a craft professional's daily checklist, there are many additional precautions to take.

In the past few months, I have become well-versed about proper personal-protective equipment, and when I see someone not properly tied off or without their gloves, safety glasses, etc., I cringe a little on the inside. While safety is critical in all aspects of life, it is an integral part of the construction industry. Just look at any jobsite and it is clear the profession necessitates immense focus. Safety dictates the quality of work produced, and it also directly affects the lives of the men and women on the jobsite, surrounding communities and every individual who sets foot in the structure thereafter.

A hard hat and safety vest are critical pieces of personal protection on the jobsite, but Kirstyn Quandt, Communications Manager for NCCER, says they are only part of the equation. She encourages everyone to take proper precautions, such as planning, tying off, and wearing gloves and safety glasses to prevent personal injury.



Multitasking to blame?

Unfortunately, we live in a fast-paced society. Our simplest wishes are granted and delivered right to our doorstep, and it's easy to lose sight of proper precautions. In an Occupational Health and Safety article, "Building a Culture of Safety at Construction Companies," Jim Stanley wrote, "Multitasking has evolved from a talent to a necessity to maintain the pace of everyday productivity."

Interestingly enough, this article was written in 2010 and, if anything, society has become even more reliant on multitasking. You're driving down the road and someone is scarfing down a half-pound burger as he drives while also adjusting his GPS, or you head to the gym and catch sight of a woman running on the treadmill in jeans and flip-flops as she FaceTimes her best friend. At times it's scary to step back from the craziness of our everyday lives and take an honest look at the unsafe habits we have all become accustomed to.

If you recall the monumental lessons learned in life, there is almost always a safety warning put in place that hopefully changes your actions and thought processes moving forward. "Wear your seat belt." "Don't run with scissors." The list goes on and on.

I encourage you to pause and reflect on the first time you carelessly reached into the oven without a mitt. Whether your mind was too consumed with the task on your list, or you thought your newly acquired superpowers could deflect the heat, we've all done it. What's important is taking that same sense of overwhelming precaution that washes over us from the next few minutes and channeling it into our everyday work because in several industries, including construction, there are many people who depend on it. ■

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020

NEW WA200-8 WHEEL LOADER

Parallel-lift linkage, change-on-the-fly coupler provide versatility

One machine, multiple applications. That's what Komatsu's versatile new WA200-8 wheel loader provides as the all-around performer handles tasks on construction sites, farms, saw mills and warehouses among others, with ease.

With parallel-lift linkage and high breakout force, the WA200-8 tackles everything from pallet handling to hard digging. Equipped with a 126-horsepower Tier 4 Final engine, it's also more fuel-efficient, reducing consumption by up to 4 percent in V-cycle and load-and-carry applications.

The WA200-8 has a fourth-generation hydrostatic drivetrain with variable traction control, and its S-mode delivers excellent traction control to reduce wheel spin in snowy, icy or slippery conditions.

"An available hydraulic coupler lets you swap attachments quickly, so moving bales, loading pallets or mixing feed can be done with ease," said Frank Nyquist, Komatsu Product Manager. "The WA200-8 also offers a massive upgrade in operator comfort, with a high-back, heated, air-suspension seat that softens machine vibration."

Dialing in the right speed

A mechanism on the right-hand console easily controls creeping in first gear, allowing the operator to dial in travel speeds from 3.2 to 8.9 miles per hour. This feature is ideal for running attachments such as brooms.

Operators can select modes through the 7-inch, LCD color monitor, which also indicates vital data such as diesel exhaust fluid (DEF) level, fuel consumption and performance information collected and sorted by operator ID. Field and

office personnel can track the same information with Komatsu's KOMTRAX telematics system via computer, tablet or a smartphone app.

"Scheduled factory maintenance is complimentary with the Komatsu CARE program for the first three years or 2,000 hours, and each service interval includes a 50-point inspection," said Nyquist, noting that Komatsu provides two complimentary selective catalytic reduction maintenance services and DEF tank flushes in the first five years. "Komatsu CARE lowers ownership costs, raises resale value and improves equipment uptime and availability." ■



Frank Nyquist,
Komatsu Product
Manager

Quick Specs on Komatsu's WA200-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA200-8	126 hp	25,827-26,489 lbs	2.6-3.1 cu yds

Komatsu's new WA200-8 wheel loader features a parallel-lift linkage and impressive breakout force that make it a versatile jobsite tool. With a change-on-the-fly coupler, operators can quickly go from buckets to forks and back for pallet handling, digging, backfilling and much more.



UPDATED TRUCK MODELS

Komatsu Traction Control System improves production; engine lowers fuel consumption



Rob McMahon,
Komatsu Product
Marketing Manager

Every new Komatsu product provides upgrades and enhancements, and the rigid-frame HD325-8 and HD405-8 trucks continue the tradition with a higher-horsepower engine and a Komatsu Traction Control System (KTCS) that improve productivity. The trucks replace the Dash-7 models with a 514-net-horsepower Tier 4 Final engine that also lowers fuel consumption by as much as 9 percent for the HD325-8 and up to 6 percent for the HD405-8, compared to their predecessors.

The now-standard KTCS automatically applies independent brake assemblies to

achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is maintained.

Additional new standard features include better cab access with sloped stairs and handrails in front that replace the previous ladder configuration. The quiet cab has a 7-inch, LCD color monitor, as well as a dedicated rearview monitor and a premium heated and ventilated operator's seat with air suspension. Enhanced, integrated payload-meter data is available on the main monitor and remotely via the web. Tire size for the HD405-8 increased from 18.00 R33 to 21.00 R33 for extended-wear properties.

Quick Specs on Komatsu's HD325-8 and HD405-8 Trucks

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD325-8	514 hp	155,999 lbs	40.3 tons
HD405-8	514 hp	170,671 lbs	44.1 tons

Komatsu's new HD325-8 and HD405-8 rigid-frame trucks feature higher horsepower engines and a Komatsu Traction Control System (KTCS) that improve productivity. KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions.

Modes to optimize performance

As with previous models, the HD325-8 and HD405-8 have Komatsu Advanced Transmission with Optimum Modulation Control Systems (K-ATOMiCS) that adjust shifting performance according to demand, providing a more comfortable ride and reduced material spillage. Automatic Retard Speed Control maintains a selected downhill travel speed – rather than engine RPM – that is appropriate for the grade. Power and Economy modes allow the operator to optimize the performance required for operation.

“The updated truck models retained their industry-leading steering performance and retarding capacity for maximum production,” said Rob McMahon, Komatsu Product Marketing Manager. “The addition of Komatsu’s latest fuel-saving technologies and the all-new cab lower the cost to maximize production and significantly enhance operator comfort at the same time.” ■



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021

NEW MINING-CLASS DOZER

D375A-8 delivers with 20 percent more horsepower in reverse



Joe Sollitt,
Komatsu Product
Manager

Dozer operators know that faster cycle times improve production. Komatsu’s new D375A-8 dozer boosts productivity thanks to a Tier 4 Final engine that delivers 20 percent greater horsepower in reverse, allowing users to make more passes and move a greater amount of material with each shift.

The powerful engine creates 609 net horsepower in the forward direction and 748 net horsepower in reverse. A three-speed transmission with an automatically engaging

lockup torque converter advances fuel efficiency and provides faster ground speed during long pushes.

“Whether it’s reclamation, large construction or production mining applications, the D375A-8 is the right machine for the job,” said Komatsu Product Manager Joe Sollitt. “Durability improvements to this new model lower the total cost of ownership while the more powerful Tier 4 engine significantly increases performance and production.”

The mining-class D375A-8 dozer comes with structural enhancements for better durability of the mainframe and track frame. It also features an enhanced suspended undercarriage, larger viscous cab mounts and a new air-suspension heated and ventilated seat for overall operator comfort.

Single-link blade support, larger trunnion

Additional performance upgrades include a new single-link blade support and larger trunnion bearings that reduce maintenance, increase blade stiffness and minimize blade shake. Improved visibility to the cutting edge and ripper point, blade auto-pitch, ripper auto-return and shoe-slip control reduce operator fatigue and ramp up productivity.

“The changes to the undercarriage, cab suspension and operator interface will make D375A-8 operators more comfortable and effective throughout their shifts,” said Sollitt. “We encourage anyone needing a larger dozer to check it out and see the benefits.” ■

Quick Specs on Komatsu’s D375A-8 Dozer

Model	Net Horsepower	Operating Weight	Blade Capacity
D375A-8	609 hp	165,655 lbs	28.8 cu yds

Komatsu’s new D375A-8 dozer yields 20 percent more horsepower while the machine is in reverse for faster cycle times that improve productivity. A three-speed transmission with an automatically engaging lockup torque converter increases fuel efficiency and provides faster ground speed during long pushes.



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and Komatsu
is the best.”

TAD GRIFFITHS
ROYAL T ENTERPRISES / UTAH

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“Komatsu’s i-machines definitely make my operators better at what they do. I mean, we haven’t been using this technology for the past twenty years, so it’s pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product.”



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018

POWER AND PERFORMANCE

All new forwarder lineup boosts productivity and broadens product range



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America



Discover more

Each forestry job is unique, and that's why Komatsu carries an extensive lineup of products to handle a wide variety of logging applications. To up the ante, there are now four new Tier 4 Final forwarders that increase performance, operator comfort, convenience and serviceability, compared to predecessor Tier 4 Interim models.

"We've significantly upgraded our former three-model forwarder lineup to provide increased productivity," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "Plus, we now have a model in the smaller size range, which gives us additional market coverage."

New 855, 875, and 895 forwarders replace the 855.1, 865 and 895, and deliver 9 to 15 percent greater horsepower. The 875 and 895 also produce 9 percent more engine torque, and all models offer lower fuel consumption. The 845 model makes its debut in the 12 metric-ton (13.2 US) payload class.

Along with increased horsepower, the engines feature high-torque backup, high-capacity cooling systems and lower noise levels for greater performance and production. A new front blade arm design improves front-end ground clearance.

Greater tractive effort

Komatsu enhanced rough-terrain capability with larger hydrostatic transmission (HST) pumps and/or motors producing 3 to 11 percent greater tractive effort. The intelligent HST control unit continually responds to changes in terrain, load, engine power output and crane usage. This HST combines with the proven Komatsu Comfort Bogie system – which has high portal offset, +/-42-degree articulated steering, more than 1-inch greater ground clearance and a V-shaped, high-strength steel-frame bottom – to create the ideal combination of traction, speed, maneuverability and comfort in all driving conditions.

The rugged, updated Komatsu F-series family of parallel cranes on the forwarders feature high lifting and slewing torque for excellent productivity. The 875 has 14 percent more lifting torque and 32 percent more slewing torque, and the 895 has best-in-class lifting and slewing torque. Komatsu's exclusive ProTec system provides outstanding grapple hose protection for increased reliability.



The new Komatsu 845, 855, 875 and 895 Tier 4 Final forwarders have rated payload capacities of 12, 14, 16 and 20 metric tons, respectively.

A new, more robust FlexBunk system, with multiple frame lengths, optimizes the load space to further maximize productivity. Two rugged headboards are available in the new lineup. The latest version of Komatsu's patented FlexGate headboard, which "flexes" if hit by the crane or a log, is standard on the 845 and 895, and it's optional on the 855. Komatsu's proven fixed headboard with hydraulic telescopic upper gate is standard on the 855 and 875.

Improved operator comfort and convenience

A premium modern cab serves as the center point for exceptional operator comfort and convenience. Large windows deliver outstanding 360-degree and upward/downward line-of-sight visibility, giving the operator a "widescreen" working view. Fourteen powerful LED working lights give excellent illumination for improved productivity in low-light conditions.

An air-suspension, air-vented seat; fully adjustable ergonomic armrests and hand controls; and an automatic, four-season climate-control system, keep the operator comfortable in all working conditions. The spacious cab has multiple covered and open storage areas, including separate heating/cooling boxes for food and beverages in the 855, 875 and 895 (optional on the 845). The unique Komatsu Comfort Ride hydraulic cab suspension system option on the 855, 875 and 895 greatly reduces operator fatigue via its smooth-ride characteristics.

A new, more powerful computer and Komatsu's advanced MaxiXplorer control and information system allow the operator to track production, machine functions and status, as well as adjust machine settings. A deluxe AM/FM/CD/MP3 stereo radio with Aux/USB, Bluetooth and hands-free microphone, comes standard.

Ground-level maintenance and service

All daily maintenance checks and service points can be performed at ground level. Filters are now vertically mounted to minimize spills and simplify replacement. The electrically actuated hood tilts 90 degrees to give full access and serves



The 845 forwarder is Komatsu's new entry into the 12-metric-ton-capacity class. It offers the latest version of Komatsu's patented, rugged FlexGate headboard, which "flexes" if hit by the crane or a log (also standard on the 895 and optional on the 855).

Quick Specs on Komatsu's Four-Model Forwarder Family

Model	Net Horsepower	Operating Weight	Payload Capacity
845	188 hp	36,957 lbs	12 metric tons (13.2 US)
855	228 hp	39,683 lbs	14 metric tons (15.4 US)
875	248 hp	43,872 lbs	16 metric tons (17.6 US)
895	282 hp	51,588 lbs	20 metric tons (22.0 US)

Komatsu's new 875 forwarder is unique with a 16-metric-ton-capacity, and has 15 percent greater horsepower and a new, more powerful 145F crane compared to the prior 865 it replaces.



as a work platform (manually actuated hood on the 845). Separate hydraulic tank and crane service platforms allow easy access to these component areas. Eight service hatches under the front and rear frames offer excellent drivetrain component access.

"The product upgrades take us to the next level," said Yolitz. "The additional 845 model allows us to serve more of the market. We encourage anyone looking for a new forwarder to check these out. They will find that these forwarders provide exceptional, superior production." ■

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hi-tech out there!”

ANTHONY CARLTON
OWNER / CARLTON, INC / ALPINE, UT

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“Using and understanding the new product technology, available from Komatsu for our business, made me apprehensive at first. But our dealer and their technical support have worked with us to help us make the tech work for our needs. I am seeing the benefits now. I’m on board and love it!”



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019

MEETING YOUR SPECIFIC NEEDS

Real help and a variety of options for financing more than equipment are available, says Komatsu executive

QUESTION: From a customer's point of view, what makes Komatsu Financial an option to consider when looking for financing?

ANSWER: We have competitive rates and options, and we are also unique in that everything we do is related to equipment. Komatsu Financial understands the construction industry and our customers better than other lenders who finance everything from homes to cars, etc. We know there may be times when a customer's business drops due to weather or other unforeseen circumstances, which may affect cash flow. Our goal is to find solutions that allow customers to keep the machinery until they are in a better financial position.

We also offer financing for Komatsu Certified and other types of used machines. Additionally, we will finance parts and service. If customers need repairs but don't have the funds on-hand to pay for them, they can have the machines fixed, and we will work with them on payment terms.

Other lenders may not be willing to go that extra mile, and because we are, Komatsu Financial has developed many repeat customers throughout the years.

QUESTION: Where does the process to finance a Komatsu machine begin?

ANSWER: Fortunately, we have a very strong distributor network with excellent finance managers at each location. If customers want to lease, buy or rent, they should start a conversation with their local sales representative and finance manager. More than likely, they will refer customers to Komatsu Financial.

Continued . . .



**Rich Fikis, President,
Komatsu Financial**

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.

Rich Fikis joined Komatsu Financial upon graduation from Illinois Wesleyan University in Bloomington where he played both football and baseball. With a degree in accounting, the West Chicago native began his career in collections with Komatsu Financial. Fikis believes that financing is about more than simply lending someone money to buy or lease equipment.

"I started in underwriting in August 2001, right before the economy took a major hit," recalled Fikis. "I learned a lot during that downturn, about helping customers by creatively structuring and restructuring deals, so they could continue to keep their machines and their operations going. That built bonds, relationships and loyalty, which continue today. Ultimately, I learned this is a people business."

Fikis spent four years in collections before moving into credit and then to a regional manager position. Approximately three years ago, he took a role in financial planning and analysis (FP&A) for Komatsu America.

"FP&A gave me a different perspective of the construction and mining markets and was a really good angle for me to see the company from," said Fikis. "It was excellent experience, and combined with my previous positions, prepared me well for this new role as president of Komatsu Financial, which I moved into a few months ago."

Rich and his wife, Tami, have three sons who are active in sports, so he does a little coaching, and they enjoy attending their boys' athletic events.

Willing to go the extra mile for customers

... continued



Komatsu Financial provides competitive rates and terms to finance purchases and leases.

In addition to equipment, Komatsu Financial offers parts and service financing.



QUESTION: What percentage of your business is repeat?

ANSWER: Seventy plus. Customers with whom we have longstanding relationships and who have a solid history of on-time payments and credit are often approved nearly instantaneously when they want to finance another machine.

The balance of our business comes from new customers. We take great pride in attracting and building relationships with them, too. Typically, we can provide answers to their financing inquiries within a day.

QUESTION: What are the most popular financing terms for machinery?

ANSWER: Zero percent interest for 36 months has become somewhat of an industry standard, but every situation is different. In many cases, that may not be the best option. A customer may need or want a longer or shorter financing period. Our aim is to provide rates and terms to best suit each case. If necessary, we can look at customized plans. We're flexible and willing to do whatever we can to ensure that customers have what they need to be productive and profitable. ■

More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. Nearly 70 percent of Komatsu Financial's business is from repeat customers.



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"Komatsu support keeps us going."

MATT SMITH

PRESIDENT / SITEWORX / LEBANON, OH

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"Product performance, brand reputation and good pricing were a big part of why I switched to Komatsu.

I saw their commitment to the customer, and once we tried the product we were instantly blown away!

Komatsu's and my distributor's support are first class. And Komatsu was first to market with *intelligent* Machine Control. They're always adding innovations that keep me more efficient, and more profitable."



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022

SIMPLIFIED CRUSHING

Kleemann's SPECTIVE control system revolutionizes crusher operations with easy-to-use guidance

The performance of crushing plants is becoming more and more complex, even as operation must be kept as simple as possible. With SPECTIVE, Kleemann brings a new, intuitive crushing-plant control concept that's easy-to-understand and supports the operator with simple-to-use guidance.

Clear symbols make all plant functions recognizable at a glance. Only information that is relevant for the machine operation is displayed. Similar in presentation to a smart phone, the operator is guided by the control system, reducing the potential for errors. In addition, data relating to the machine operation can be retrieved via the control system, and operators can view the levels of diesel and lube oil, for example, from the cockpit.

If a fault occurs during machine operation, a diagnosis is shown on the display. Downtime is reduced with fault localization, a description of the issue and tips on its elimination. The 12-inch touch panel is not susceptible to dust and is easy to read with the adjustable light and contrast settings, even in strong sunlight. It responds to the touch of fingers, tools, pens or gloves.

Introduced on new cone crusher

Kleemann recently introduced SPECTIVE on its MOBICONE MCO 11i PRO mobile cone crusher. The machine's robust design makes it ideal for providing high output in demanding quarry applications. It's powered by a diesel-electric drive and achieves an output of 518 short tons per hour. The plant can be equipped with an external power supply for even more efficient operation.

The hydraulics are installed in the lower part of the plant, giving the crusher a low center of gravity and more stability. It also reduces noise and keeps vibrations to a minimum. All components are easily reached from the ground or via spacious work platforms for convenient maintenance and refueling. ■

Kleemann's new MOBICONE MCO 11i PRO mobile cone crusher has a robust design and achieves high performance in quarrying applications. It features the intuitive SPECTIVE control concept that's easy-to-understand and supports the operator with simple-to-use guidance.



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POOR PATHWAYS

TRIP report highlights significant deficiencies in America's rural roads, bridges

More than half of America's rural roads and bridges are significantly deficient, according to a report from TRIP, a non-profit transportation research group. Fifteen percent of such roads are rated poor, 21 percent are considered mediocre and 16 percent are deemed in fair condition.

The report, "Rural Connections: Challenges and Opportunities in America's Heartland," notes that 10 percent of rural bridges are structurally deficient, meaning there is extensive deterioration to their major components.

"Rural roads are overlooked far too often. With fatalities rising, repair and maintenance of the nation's roads must be a top priority

for legislators," said Kathleen Bower, AAA Senior Vice President of Public Affairs and International Relations upon the report's release. "By investing in improvements for today and tomorrow, we can deliver safer experiences for motorists and save tens of thousands of lives."

TRIP's data found that crashes and fatalities on rural non-interstate roads are disproportionately high, occurring at a rate more than two-and-one-half times greater than on other roads. In 2015, such roads had a traffic fatality rate of 2.18 deaths for every 100 million vehicle miles traveled, compared to 0.83 deaths on all other types of roads.

Smallest state in dubious spot

Rhode Island ranked first in roads with poor conditions at more than 41 percent. It also tied with Iowa and Pennsylvania for the largest percentage of structurally deficient bridges at 22 percent. At 3.82 fatalities per 100 million vehicle miles traveled, South Carolina was first in that category.

"The safety and quality of life in America's small communities and rural areas, as well as the health of the nation's economy, ride on our rural transportation system," said Will Wilkins, Executive Director of TRIP. "The nation's rural roads and bridges provide crucial links from farm to market; move manufactured and energy products; and provide access to countless tourism, social and recreational destinations. Fixing the federal Highway Trust Fund with a long-term, sustainable source of revenue that supports the transportation investment needed will be crucial to the modernization of our rural transportation system." ■

A substantial number of America's rural roads and bridges are structurally deficient or in poor shape, according to a recent report from non-profit transportation research group TRIP. The organization is calling on lawmakers to find a long-term funding solution.



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A SOURCE FOR SOLUTIONS

Komatsu's Business Solutions Group offers customers bottom-line ideas to improve their operations

Making good business decisions is essential to the success of any business. That is particularly true with those relative to matching the right machines to the jobs done by construction equipment.

To help answer the real-world questions involved in finalizing those choices, Komatsu created the Business Solutions Group two years ago. Since then, the group has studied, considered alternatives and provided recommendations to support customers as well as Komatsu distributors and corporate personnel. Now, the group is seeking more customer questions to ponder.

"Our goal is to offer bottom-line tactics that improve production and efficiency," said Director Ken Calvert, emphasizing there is no charge for this service. "We assist all types of companies, large or small. For example, we might work with customers to determine if they have the right size machines for loading trucks in a quarry application or talk about fleet optimization."

Deputy Director Matt Beinlich shared that the group has developed a list of "common cases" it has tackled for customers. Helping provide solutions to these typical concerns gives the Business Solutions Group examples to draw from when helping customers with similar questions.

"We have identified and labeled six common cases, including what we call Goldilocks," said Beinlich. "That category focuses on customers who are looking for just the right size machine; one that's not too big or too small. Another is Sweet Spot, which answers the question of 'When am I putting more money into my machine than it's worth?'"

Putting experience to work

Additional common cases and the questions they address include: Bottlenecks – Are my loaders waiting on trucks or vice versa? Chicken or the egg – Are my operators or the application harder on the machines? Compatibility – What's the most efficient match between my loading and hauling equipment? What ifs – I wonder what would happen if...?

"Each customer is unique, but they may face a challenge or scenario similar to another, and our experience can help in making recommendations," said Calvert. "The Business Solutions Group is committed to helping companies improve their operations and bottom lines. We encourage customers to get in touch their distributors, who, in turn, can contact us to set up times to meet and discuss their challenges." ■

Komatsu's Business Solutions Group offers several services and has identified six common cases. "Our goal is to provide bottom-line tactics that improve production and efficiency," said Director Ken Calvert.



Ken Calvert,
Director, Business
Solutions Group



Matt Beinlich,
Deputy Director,
Business Solutions
Group



NEW PRODUCT LINE

Komatsu General Construction undercarriage provides an additional replacement option



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

The Komatsu Genuine Undercarriage line expanded in 2015 with the introduction of the General Construction (GC) product, which offers customers a new undercarriage replacement option. Jim Funk, Komatsu Senior Product Manager – Undercarriage, said the GC undercarriage is an excellent choice.

The initial release of the GC product line was specific to value-priced, track-link assemblies for PC200 and PC300 series excavators. Starting in late 2017 and in early 2018, the GC line will expand to dozers, with link assemblies available for the D51, D61 and D65 models.

“We place a strong emphasis on customer engagement, and as a result, we gain a lot of great feedback,” said Funk. “This dialogue helps us stay in touch with customers’ needs and identify where we have gaps. Our GC offering fits an area that we did not have in the past. For those customers who are evaluating production and are looking at their replacement undercarriage options in a variety of ways, we now have

another competitive-priced offering with a Komatsu Genuine Undercarriage that provides the best assurance coverage in the industry and the full support of their Komatsu distributors.”

High-quality standards

Funk emphasized that the competitively priced GC components are designed and built to the same high-quality standards as all Komatsu Genuine Undercarriage parts. The heat-treating process and hardness levels match other options available for similar machines. All GC components are interchangeable with non-GC parts, giving customers peace-of-mind that they are built to last as well as ensuring a proper fit.

“We are excited about this addition to our Komatsu Genuine Undercarriage line and hope this new product shows that Komatsu and Komatsu distributors have a breadth of products and a range of options to serve as a complete source for all undercarriage needs, no matter the status of the machine or where it may be in its life cycle,” said Funk. ■

Komatsu General Construction replacement undercarriage provides an assembly that is a direct fit for PC200 and PC300 series excavators as well as D51, D61 and D65 dozers. They are precision-machined and go through a heat-treating process to match the hardness depth to the standard links of a new machine.



On the light side



"And the award for the best script adapted from a text message or tweet goes to ..."



"What's the world coming to?
A robocop ticketing a driverless car."

Did you know?

- All penguins live in the Southern Hemisphere; no penguins make their home at the North Pole.
- Dating all the way back to Ancient Egypt, concrete is the most used construction resource in terms of volume.
- Pumpkins are grown all over the world. In fact, six of seven continents (all except Antarctica) grow pumpkins.
- A panda spends 14-16 hours a day eating bamboo and its throat has a special lining to protect it from bamboo splinters.
- Approximately 77 percent of the entire population of Green Bay, Wis., could fit inside Lambeau Field, home of the Green Bay Packers.
- Children born between September and November are more likely to live to be 100 than those born at other times of the year.
- Sears previously sold entire houses in do-it-yourself kits.

Brain Teasers

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

1. NALP _____
2. DIBUL ____ I ____
3. ROTEW ____ W ____
4. MACPL ____ M ____
5. NILGIML ____ L ____

Komatsu donates to help hurricane victims

Komatsu America has pledged \$250,000 to the American Red Cross in support of hurricane relief efforts. It will also match dollar-for-dollar, all contributions made by Komatsu America employees and subsidiary-company employees, including Komatsu Financial, Komatsu Mining, Modular Mining Systems, Hensley Industries and Komatsu Forklift.

The corporation noted that among manufacturing and foundry plants, distributors and other support functions, there are thousands of customers and Komatsu-affiliated staff

members in the states of Texas, Louisiana, Florida, Georgia and others affected by the massive storms.

“Speaking on behalf of the Komatsu family of companies, we have been moved by the stories of loss, courage and comradery coming out of the storm-damaged areas in the wake of recent hurricanes,” said Rod Schrader, CEO of Komatsu America Corp. “We are pleased to support the American Red Cross in their efforts to help families and communities begin the journey toward recovery and rebuilding.” ■

Komatsu, Trimble collaborate to improve fleet interoperability

Komatsu and Trimble announced they are collaborating to improve their customers’ ability to exchange 3-D construction site data between the companies’ software to make managing earthworks fleets easier and allow for a more holistic view of site operations.

As part of the collaboration, Trimble and Komatsu are working to develop an

Application Program Interface (API) to enable compatibility between their software platforms. Trimble® Connect™ software, a cloud-based collaboration ecosystem, will support Komatsu’s KomConnect platform for sharing digital construction data that can significantly benefit contractors and project managers. ■

EPA narrows list of projects for first WIFIA loan applications

The Environmental Protection Agency (EPA) chose 12 projects to vie for loan funding through its new Water Infrastructure and Innovation Act (WIFIA) from an initial 43 letters of interest that were submitted to the agency. Wastewater treatment, water recycling and drinking water projects are all in the mix, with the final dozen requesting a total of \$2.3 billion in loans.

These would be the first-ever loans granted under WIFIA, which was established in 2014. Approximately \$1.5 billion is available, according to the EPA. It also noted that applying does not guarantee a project will receive a loan. Requests ranged in size from \$22 million to \$625 million. ■

DOT report: Drivers spending more time stuck in traffic

A joint report from the U.S. Transportation Department’s (DOT) Federal Highway Administration shows the nation’s drivers are spending more time than ever stuck in rush-hour traffic. Based on information from the 52 most populous American cities, it shows that average

congestion cost commuters an additional three minutes in 2016 compared to the previous year.

The DOT says this data further indicates a need to invest in technology to improve traffic movement. It also wants to make road update information timelier. ■

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STK# ZZ17154, 4,733 HRS, 66" DRUMS



2002 CAT 330CL \$47,500
STK# CT14004, 12,032 HRS, 12' ARM



2011 CASE CX135SR \$78,000
STK# CU14006, 2,350 HRS, 2-BUCKETS/
COUPLER



2016 KOMATSU D39PX-23 \$124,500
STK# KM17163, 378 HRS, U/C = 90%,
EAST PEORIA, IL



2011 KOMATSU D65EX-17 \$162,500
STK# KM15259, 3,599 HRS, 24" SHOES,
SIGMA BLADE, COLUMBIA, MO



2006 KOMATSU PC400LC-7E0 \$70,000
STK# KM15037, 10,541 HRS, 9'6" ARM, 66"
BKT



2011 KOMATSU 911.4 PROCESSOR \$359,000
STK# VT16005, 6,132 HRS, 370.2 HEAD,
ESCANABA, MI



1998 VALMET 646F FORWARDER \$55,000
CUMMINS PWR, 650XL LOADER W/EXTENDO,
DEPERE, WI



1993 VALMET 544X FORWARDER \$35,000
25,000 HRS, FORD PWR, CRANAB 620
LOADER, DEPERE, WI



2005 KOMATSU PC300LC-7 \$90,000
STK# KM15556, 6,764 HRS, 10' ARM,
COUPLER



2011 KOMATSU WA380-6 \$142,500
STK# KM13418, 3,083 HRS, 4 YD BUCKET,
23,5-25 TIRES, FRANKSVILLE, WI



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STK# KM14095, 8,780 HRS, KINSHOFFER
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