



**KOMATSU**

July 2022

# Industry Scoop

A publication for and about Roland Machinery Co. customers • [www.RolandIndustryScoop.com](http://www.RolandIndustryScoop.com)

## Iroquois Paving Corporation LLC

Watseka-based firm provides a wide range of services in Illinois, including paving, milling, recycling, dirt and utility work, and bridge installation



**Joe Cowan,**  
president



**John Lynch,**  
vice president



**Jayn Redeker,**  
vice president



**Daniel Tincher,**  
vice president  
of operations

## A Message from the President



Matthew L. Roland

**Technology is  
transforming  
the construction  
industry**



Dear Valued Customer:

As technology in the construction industry continues to expand, the benefits are becoming increasingly obvious — improved efficiency and production, cost savings, and increased safety. Want to train new operators on how to move dirt before they ever actually sit in a machine? There are now advanced training tools such as simulators that allow new employees to gain experience in a safe environment. Want to track your projects digitally, and reduce paper consumption? With technology, you can.

Komatsu has a suite of Smart Construction customer support solutions designed to help companies digitally transform their operations throughout every phase of a project. You can read about Komatsu's new intelligent Machine Control (iMC) 2.0 technology, which introduces additional features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators, including the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

Most of the information needed to make important fleet management decisions is now available via Komtrax telematics, which can be accessed through a My Komatsu account. Komtrax data includes machine utilization, fuel consumption and idle time. Learn how to access this information and use it to your advantage.

While technology is relatively new in the construction industry, sustainability is not. Construction has been a leader in recycling and reusing materials, as well as diverting them away from landfills. That is great for the planet, but did you know those practices are potentially profitable, too? Discover how focusing on sustainable practices can benefit your bottom line.

Plus, after enduring the hottest summer on record last year, protecting workers from the heat should be a top priority. We offer some tips to help you get prepared for the hot summer days ahead.

As always, if there is anything we can do for you, please call one of our branch locations.

Sincerely,  
Roland Machinery Co.

A handwritten signature in black ink, appearing to read 'M. Roland', written over a light blue horizontal line.

Matthew L. Roland,  
President



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## CORPORATE OFFICE

**Raymond E. Roland**, CEO  
**Matthew L. Roland**, President  
**Dan Smith**, VP, Product Support  
**Mike Brunson**, General Manager,  
Allied Product Support  
**Jay Germann**, General Manager, Used Equipment

## SPRINGFIELD DIVISION

**Chris Ingram**, General Manager

**East Peoria, IL** (309) 694-3764  
4299 N. Main St., Unit A

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

## CHICAGO DIVISION

**Mike McNamara**, Vice President/General Manager

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

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

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

## WISCONSIN DIVISION

**Del Keffer**, Vice President/General Manager

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

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

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

**Franksville, WI** (262) 835-2710  
3540 Ten Point Lane

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

**Slinger, WI** (262) 644-7500  
881 E Commerce Blvd.

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

## ST. LOUIS DIVISION

**James Jesuit**, Vice President/General Manager

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

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

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

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

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

## Iroquois Paving Corporation LLC provides quality roads, bridges in Illinois



Joe Cowan,  
president

Iroquois Paving Corporation LLC (IPC) looks at asphalt paving like a three-legged stool.

"We have plant production, laydown and quality control that ensures our asphalt meets specifications," explained Daniel Tinchler, vice president of operations. "All three are equally important. Take any one of those away, the stool falls, and we fail. We are not about to let that happen."

That philosophy has served the Watseka, Ill., firm well during the past several decades and helped it grow from a two-man operation in its earliest days into a full-service contractor. Over time, the business changed names and eventually became known as Iroquois Paving Corporation. As its name indicates, paving has been a mainstay service, but now it offers a broad list of services.

Much of the expansion has been done during the last two decades under the leadership and vision of President Joe Cowan. That includes the erection of an asphalt plant in Monee, which added Will and Cook to the list of counties IPC works in. Additional counties include Kankakee, Iroquois, Ford, Vermilion and Livingston. Additionally, IPC has a plant in Gilman.

"Joe has led Iroquois through some challenging times during his tenure, and we have come out stronger as a company," said Tinchler. "His

commitment to his partners and employees has been demonstrated time and again, and that, along with his vision and sacrifice, have produced success for the entire IPC family."

Cowan leads a management team that includes several longtime staff members who have moved up the ranks. In addition to Tinchler, that includes John Lynch and Jayn Redeker who are vice presidents. Those four also oversee Interstate Asphalt LLC and Interstate Trucking LLC.

"Bid work makes up nearly 100% of our list," Tinchler noted. "We like that. It keeps us on our toes and keeps us from being complacent. We really believe that's key to consistent improvement."

### Credit to the staff

IPC is known not only for quality asphalt work on heavy highway Department of Transportation (DOT) projects, but city streets, parking lots, bike paths and residential driveways as well. Growth brought the addition of dirt and utility work, bridge installation and milling, and recycling operations in Monee, Gilman, Watseka and Buckley.

"Paving and milling currently make up about 90% of our work," said Tinchler. "That can change from year to year based on DOT and municipalities' budgets. Those have increased



An IPC operator mills 12 feet, 6 inches wide and nearly 4 inches deep on a lane of highway with a WIRTGEN W 250 Fi cold milling machine. "It has great power to make the cuts we need, and at the same time, it's smooth," said Eric Davenport, foreman. "We're able to cut about 60 feet per minute. It's a great machine."





At IPC's Gilman, Ill., asphalt plant, an operator carries a load of rock with a Komatsu WA500-8 wheel loader. "The loaders are fast and move smoothly around the plant site," said Daniel Tincher, vice president of operations. "The WA500-8 is just the right size for us."

and their projects often include underground improvements, concrete and other items. Bridge work is really growing. We have two bridge crews working right now and probably need a third, but it's tough with the shortage in skilled labor.

"Adding recycling gave us the ability to reuse millings and improve sustainability," Tincher continued. "Our practices from that end have changed considerably over the years. We used to waste a lot of millings until we learned to recycle them; then, we recycled without processing. Now we have five crushers that we move around our recycling yards, and we have crushers at our asphalt plants. We crush used asphalt down to varying sizes to meet specific designs. It's more economical, and it's green. We also crush and reuse old concrete."

Redeker added that the staff deserves special recognition for making all of IPC's operations run smoothly. During peak season, IPC employs more than 200 people.

"Our employees do a great job and deserve a world of credit for their ability to complete jobs on time and on budget — and to whatever the mix specifications are," said Redeker. "Thanks to their expertise, we have some of the best numbers on record with the state DOT when it comes to road smoothness. That's a real source of pride for us. We also take pride in maintaining a safe work



An IPC crew lays asphalt on U.S. Route 52 with a VÖGELE VISION 5200-2i paver.

environment. We received an AGC (Associated General Contractors of America) Safety Award in 2021."

Tincher noted that IPC is also a proud union contractor.

"There are several benefits to that," he pointed out. "The employees we get are trained and skilled on the tasks they do, as well as how to be safe on the job. That's not only good for them but the traveling public as well. Additionally, they are also well paid, which



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*Continued...*

# 'Roland's commitment makes them a partner in our business'

... continued



**John Lynch,**  
vice president

is something we value because we want our employees to have a great life and make a good living. That helps us with retention and lowers the costs associated with turnover."

## **Roland Machinery helps keep production high**

Due to Cowan's successful leadership, IPC has been able to invest in some of the best equipment available to the industry. Tinchler explained that when IPC purchases equipment, it's looking for more than just machinery.

"Dealer support is key, and not only from the aspect of taking care of the equipment, but our people as well," Tinchler stated. "Roland does

that for us. A good example is the recent milling and paving training they did specifically for Iroquois at our Watseka location. We believe that Roland's commitment makes them a partner in our business and success."

Roland Machinery Company's training seminar was designed to help IPC personnel maximize production and efficiency when using the WIRTGEN milling machines and VÖGELE pavers IPC purchased from Roland Machinery. IPC uses seven milling machines, ranging in size from the compact W 600 DC to a 93,256-pound W 250 Fi. Pavers include VISION 5100-2 and 5200-2 models as well as a SUPER 1700.

"Our projects vary greatly, so we have to have various sizes of machinery to match," said Tinchler. "In our experience, WIRTGEN GROUP products in every class size are extremely productive without significant downtime. The mills give us the capability of going from making rumble strips to milling more than 12 feet wide.

"We started adding VÖGELE pavers a few years ago," he continued. "Our largest has the flexibility to pave up to 28 feet wide. After testing a few brands, the defining decision came down to the fact that we believe their undercarriage was better, and we knew that Roland would give us support during the long life we expected to get out of them because Roland's team has helped so much with the mills. With Roland's help, we have also added a KLEEMANN MR 110 mobile impact crusher to our operations that we crush asphalt with and HAMM rollers for compaction."

IPC's most recent purchases were done with the help of Roland Machinery Territory Manager



IPC Vice President of Operations Dan Tinchler (left) meets with Roland Machinery Territory Manager Zach Edwards. "(Roland's) team — from Zach, to service and parts, to Chris Ingram (general manager, Springfield Division), to Matt Roland (president) — is great to work with," said Tinchler. "They help us determine our needs, bring us new equipment and technologies to demo, and provide support, including rental equipment as needed. We consider them a partner in our success."

Roland Machinery recently had a paving seminar for IPC team members. "Dealer support is key, and not only from the aspect of taking care of the equipment, but our people as well," Daniel Tinchler, IPC vice president of operations, stated. "Roland does that for us... We believe that Roland's commitment makes them a partner in our business and success."





An IPC operator compacts asphalt with a HAMM HD+ 120i tandem roller.

Zach Edwards, who has also assisted with the acquisition of Komatsu WA500-8 wheel loaders.

"The loaders are fast and move smoothly around the plant site," said Tincher. "Because they are smooth, there is less bounce and material falling out of the bucket. The WA500-8 is just the right size for us. Roland is currently making a new bucket that's a little narrower to fit our cold feed bins, but it's also deeper to ensure we are maintaining production levels. Service like that has kept us dealing with Roland for many years. Its team — from Zach, to service and parts, to Chris Ingram (general manager, Springfield Division), to Matt Roland (president) — is great to work with. They help us determine our needs, bring us new equipment and technologies to demo, and provide support, including rental equipment as needed. We consider them a partner in our success."

New technologies that Roland Machinery has helped IPC with recently include Komatsu intelligent Machine Control (iMC) dozers with integrated GPS grade control for earthwork. IPC purchased its first unit, a D51i dozer, about six years ago.

"I had reservations," admitted Tincher. "It was a little bigger than what we had been using, and I

was concerned that it wouldn't hold the slope. The Roland guys assured me it would, and they were right. That's why we bought a second one right away. We use the dozers for moving dirt — mainly on bridge projects and some sitework. They save us time and material costs, as well as reduce staking and surveying. The dozers were our first Komatsu machines, and we have since added standard and tight tail swing excavators for moving dirt and digging out for underground structures."

### Growing milling and bridges

Contract milling and bridge work are growth areas for IPC.

"We're doing more and more milling for other contractors, and that's been good for us," said Redeker. "It's something we want to expand. We especially would like to be the go-to milling company for some of our customers. We believe if we do a quality job on time at a fair price that they will continue to call us back — and maybe not just for milling but paving as well."

"We have actively worked at expanding our bridge projects," she added. "That's been part of our methodical, controlled growth, which we believe is the best way to do it. We will continue to build that going forward." ■



**Jayn Redeker,**  
vice president



**Daniel Tincher,**  
vice president of  
operations

# Customers, students learn about iMC 2.0 equipment, Smart Construction solutions at Roland Machinery event



**Zac Lucas,**  
technology  
solutions expert,  
Roland Machinery



**Brandon Rakers,**  
iMC product  
manager, Komatsu

**R**oland Machinery Company invited customers to learn about Komatsu intelligent Machine Control (iMC) 2.0 technology during an event held at ASIP-Local 150's William E. Dugan Training Center in Wilmington, Ill. Local 150 students also attended the event, which included a morning informational session and the opportunity to run equipment after lunch.

"We wanted to provide a firsthand experience with Komatsu's iMC 2.0 excavators and dozers, and let customers see their capabilities," said Roland Machinery's Zac Lucas, technology solutions expert (TSE). "The 2.0 machines have new features compared to the original models that further increase efficiency and productivity. Running the equipment and seeing that for themselves was eye-opening."

Komatsu's iMC 2.0 excavators include bucket angle hold and auto tilt control that can offer benefits such as money and time savings. The excavators can help improve production by up to 33% and efficiency as much as 63%

compared to traditional grading methods. Improvements in accuracy, less time spent checking grade and reduced base aggregate are additional benefits.

Komatsu's iMC 2.0 dozers provide automatic dozing from grass to grade and feature proactive dozing control that is up to 60% more productive compared to the previous iMC models. Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.

Along with Roland Machinery personnel, representatives from Komatsu were on hand to answer questions about the iMC 2.0 PC290LCi-11 excavator, D61PXi-24 dozer and D39PXi-24 dozer that were on-site, as well as provide information on Smart Construction solutions.

"I think the overall impression was really good," said Komatsu's Brandon Rakers, iMC product manager for the central region. "A lot of customers honestly didn't know what we offer, not only from an equipment standpoint, but support through our Smart Construction solutions such as Field, Remote and Dashboard that help with project tracking. This event also gave students an understanding that our technology can benefit them in their careers ahead."

## 'Definitely see the advantages'

Local 150 instructor John Ambrose said technology such as the factory-integrated GPS grade control and other features on the iMC 2.0 machines provide great benefits for students and inexperienced operators.

"I think it will help expedite their learning experience exponentially," said Ambrose. "They will be able to learn the feel of the machine and how it reacts faster. I believe their experience on the job site is going to be hindered without the technology. It's extremely important to be up to date with all the newest technology if you want to be competitive and productive in our industry."

Second-year apprentice Jesiah Lee, who works for C. Lee Construction Services Inc.

Attendees learned about and operated Komatsu's intelligent Machine Control (iMC) 2.0 equipment, including a PC290LCi-11 excavator. "The 2.0 machines have new features compared to the original models that further increase efficiency and productivity," said Roland Machinery's Zac Lucas, TSE. "Running the equipment and seeing that for themselves was eye-opening."





Customers and students operate Komatsu iMC 2.0 dozers, including a D61PXi-24 at Roland Machinery's demonstration event. "I definitely see the advantages in having an intelligent machine (with integrated GPS)," said Ken Ziese, co-owner of Ziese and Sons Excavating Inc. "For instance, not having to climb up on the blade to put up poles. You have a lot better productivity."

in Gary, Ind., tried the PC290LCi-11 and commented, "It's probably the nicest thing I've ever run in my life. It's smooth; it's accurate; it's consistent. We have some older machines, and sitting in this one versus those, you can definitely feel the difference."

Ken Ziese, co-owner of Ziese and Sons Excavating Inc. in Crown Point, Ind., recently purchased a D61PXi-24. He came to the event to learn more about the technology and check out the other machines.

"I definitely see the advantages in having an intelligent machine (with integrated GPS)," said Ziese. "For instance, not having to climb up on the blade to put up poles. You have a lot better productivity. This event gave us an even better understanding. I think we made the right decision in buying the D61i."

Lucas emphasized that the iMC 2.0 machines have several advantages, and the event highlighted that.

"They have better satellite coverage for working in areas where you may have been



Roland Machinery's Zac Lucas leads an educational session on iMC at ASIP-Local 150's William E. Dugan Training Center in Wilmington, Ill.

limited before such as dense tree cover," said Lucas. "It works around the clock, in all types of weather. You get the grade faster, with less material movement and waste. Inexperienced operators become proficient faster. We were pleased with the turnout, and those who attended said they gained a lot of useful information." ■



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# From time, fuel and maintenance savings to less paper, job site connectivity provides profit potential



**Jason Anetsberger,**  
director of  
customer solutions,  
Komatsu

**W**hy is job site connectivity such an important consideration for your construction business? Because technologies that support connectivity facilitate better and faster communication between your field personnel and those in the office.

"The potential cost savings of connectivity are quite large," said Komatsu's Jason Anetsberger, director of customer solutions. "With connectivity comes the ability to digitally send files, pull data directly from machines without driving to the site and more. The old saying that 'time is money' really applies because connectivity saves both."

Here are six reasons job site connectivity could potentially pay off for you.

### 1. Faster responses and adjustments

Few things are worse for project managers than finding out their job site is behind schedule. In the past, they relied on field personnel to phone in daily or weekly load counts, amounts of material moved and other critical information. However, by the time they received such information, the project could be losing money.

**Job site connectivity allows field personnel to send information such as load counts, amounts of dirt moved, hours worked and more directly to the office, which reduces paper costs. Project managers can save travel time and fuel by sending design changes directly to connected machines and on-site personnel.**

### 2. Less paper

Historically, superintendents, foremen and other field personnel would take a set — or multiple sets — of plans to the job site, while another set would be in the office. Today, digital plans are more the norm. With a connected job site, plan changes can be sent directly to a tablet, smartphone or a machine.

Paper timecards can also be virtually eliminated. With a connected job site, field personnel electronically log and send hours via email or with several timecard apps available through smartphones and other devices. A bonus is that this is done in near-real or real time, so your office staff doesn't have to wait for timecards to be turned in and spend hours going through them.

### 3. Time and fuel savings

In the old days, if there was a change in plans, it meant a trip to the job site. Depending on how far away the job site was, that could mean hours in a vehicle and burning several gallons of gas or diesel. When you can transfer files electronically, there is no need to drive to the job site.

### 4. Reduced equipment service, maintenance and repair costs

A connected job site gives fleet managers the ability to track machine hours more closely than ever. Hours can be accessed directly from the machine, which lessens the potential for going past scheduled service intervals. Missing scheduled service can be potentially problematic and lead to costly catastrophic failures that take big bites out of the bottom line.

A clear, up-to-date picture of machinery's current hours and a better ability to track them lets fleet managers be proactive about scheduling service, maintenance and repairs, and ensures needed parts and fluids are on hand ahead of time. Fleet managers can take equipment out of service at times when it is not needed or after hours to limit downtime, stay productive and increase profitability.

### 5. Maximized manpower

Intelligent machines have a modem that connects to the cloud via cellular, according to Anetsberger. As they track around the job site, they are essentially functioning as a





**Intelligent machines have a modem that connects to the cloud via cellular. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar, virtually eliminating the need for a grade checker who could be used for a more profitable task.**

high-precision GPS rover that allows you to record as-built data and show progress from afar.

"It virtually eliminates the need for a grade checker, so that person can be utilized somewhere else in a more productive manner such as installing pipe," Anetsberger continued. "Project managers have almost immediate information about where a machine is in relation to target elevation, and they don't have to wait for someone to phone in or drop off that information. With no guesswork, they can send personnel to perform other tasks sooner."

## **6. Increased safety = lower premiums**

Connectivity goes much further than linking the office and the job site. Connectivity is also available through wearable technology. Smart helmets and safety vests that have enabled tracking and remote communication capabilities can help keep your workers safer. Smart work boots with sensors can automatically alert others if workers enter an area that has been designated as unsafe.

Safety is always a top priority for any job site, and prioritizing safety may also have side benefits including the reduction of potential costs associated with accidents. A better

safety record can also lead to more work, as many entities — including governmental projects — take safety records into account when awarding contracts.

An additional advantage is that a positive safety record could also lower your insurance premiums.

"When determining your premiums, insurance companies consider the likelihood that they'll have to pay out a claim on your behalf. If the risk is lower than normal, you'll pay a lower premium and vice versa," according to Safety Management Group, a privately held safety management company.

"If you have a smartphone, you may have already made the most significant investment in hardware that you need to become connected," added Anetsberger, who also noted that if you have an intelligent machine, you already have the hardware you need to be digitally connected on the job site. "You don't have to invest in huge infrastructure. You just have to be willing to take the first step and identify a solution that will begin to transform your operations."

Anetsberger concluded, "The first step can be tough, but more than likely, it will pay off." ■

*Learn more about the connected job site by contacting your Roland Machinery Company representative or nearest branch location and by exploring Komatsu's Smart Construction suite of solutions at <https://www.komatsu.com/en/site-optimization/smart-construction/>.*





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My Komatsu

# Proprietary iMC 2.0 promotes significant productivity gains for Komatsu's mid- to large-sized construction excavators

Productivity is the key to success on the job site, and the faster a crew can reach maximum productivity, the better. As part of Komatsu's suite of Smart Construction products, services and digital solutions, its intelligent Machine Control (iMC) 2.0 gives contractors the opportunity to take advantage of sophisticated, productivity-enhancing automation.

"Aimed to quickly lessen the skill gap between new and experienced operators — and improve the bottom line for contractors — our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.

Developed with input from leading construction companies, Komatsu's iMC 2.0 offers additional new features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators: the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

"They are an excellent match for footing excavation, trenching and slope work, with factory-integrated systems to help minimize over-excavation and empower operators to dig straight to grade quickly and accurately," said Earing.

### Exclusive iMC 2.0 productivity features

Auto tilt bucket control assists operators by aligning the bucket parallel with a slope, so finish grading can be accomplished

without needing to align the machine with the target surface.

Bucket angle hold control helps operators reach finish grade quickly and accurately. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both new features build upon the semi-automatic functions that were maintained from the first generation of iMC excavators, including the ability to switch from manual to semi-automatic modes.

"Existing and new technology in the iMC 2.0 excavators has proven to increase production and efficiency while reducing costs," said Earing. "We encourage anyone looking for those attributes to test one for themselves." ■



**Andrew Earing,**  
senior product  
manager, tracked  
products, Komatsu



Watch the video

### Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC290LCi-11	196 hp	70,702-72,091 lbs.	0.76-2.13 cu yd
PC360LCi-11	257 hp	78,645-80,547 lbs.	0.89-2.56 cu yd
PC390LCi-11	257 hp	87,867-90,441 lbs.	0.89-2.91 cu yd

**Auto tilt bucket control and bucket angle hold control are exclusive new features of Komatsu's iMC 2.0 excavators, including the recently introduced PC290LCi-11, PC360LCi-11 and PC390LCi-11. "Our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, senior product manager, tracked products, Komatsu.**



# The heat is on. Here are some tips to prepare for the hot summer days ahead

*Working with Komatsu means being part of a culture of zero harm where everyone is responsible for each other's safety. Learn more about Komatsu's drive to zero harm by visiting <https://www.komatsu.com/en/our-commitment/driving-to-zero-harm/>*



Hot weather is particularly challenging to the construction industry because workers are often exposed to the elements, including high temperatures and humidity. After enduring the hottest summer on record last year, protecting workers from the heat should be a top priority.

### Ounces of prevention

Hydration plays a significant role in reducing heat illnesses and keeping your body properly conditioned for the job. Fluid intake is essential before, during and after work. Recommendations call for drinking water or electrolyte drinks such as Gatorade every 15 minutes, even if you are not thirsty — at least 6 to 8 ounces every hour. In extreme heat, it's even more important to replenish fluids lost to perspiration.

### Choose the right clothes

Appropriate clothing makes a big difference in hot environments. Choose lightweight clothing made of synthetic fabrics that wick sweat from the skin. For outdoor work, light-colored clothing is often recommended because it reflects the sun's rays. Looser-fitting clothes will also allow air to circulate and cool the body. However, job sites present hazards with

equipment and machinery that can catch baggy clothing, so be mindful.

### Sunscreen is very important

Clothing is a great help in warding off the sun's rays, but it's essential to put sunscreen on any exposed skin. Pay attention to the sun protection factor (SPF) in your sunscreen. The Skin Cancer Foundation recommends using a broad-spectrum sunscreen with an SPF of 15 or higher every day. An important fact to remember: UV rays pass through glass, so even if you are operating a machine or sitting in a pickup, use sunscreen.

### Working times

All job sites get hot during the summer months, especially those in urban areas where concrete and asphalt trap heat, and can send temperatures soaring. Since the sun is directly overhead at noon, the hottest part of the day is typically between 10 a.m. and 4 p.m.

Try to avoid scheduling work during those times if you can. If that's not possible, plan for more frequent breaks, and seek shade where the temperatures are cooler, such as under an awning, an umbrella or a tree. ■

**Keeping workers safe in the summer heat is essential, so try to avoid scheduling work during the hottest hours of the day. Employees should have access to water, sunscreen and frequent breaks.**





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# WIRTGEN's new compact W 120 Fi features digital assistance systems of larger F-Series mills for increased efficiency

Innovative technologies that led to the benefits of high performance, maximum efficiency and clear documentation in WIRTGEN's large milling machines are now available in its F-Series compact models. WIRTGEN launched the first — the W 120 Fi that has a working width of up to 3 feet, 11 inches and a maximum cutting depth of 13 inches — during World of Asphalt 2022.

"The W 120 Fi is like a Swiss Army knife because it can be used in so many applications," said Roland Machinery Company's Chris Ingram, general manager of the Springfield Division. "They can be used for everything from a big mill overlay to cutting butt joints on a highway to working in a tight parking lot. In our experience, most contractors who have large WIRTGEN mills also have an older W 120. Bringing the technology of the larger mills to the compact ones is a huge asset because operators can now switch back and forth seamlessly and maximize production."

### A favorable balance

Among the new digital assistance systems on the 355-horsepower W 120 Fi is Mill Assist, which selects the operating strategy with the most favorable balance between milling performance and operating costs. It automatically controls the engine speed and simultaneously enables a wide range of usable milling drum speeds for a variety of applications.

The Level Pro Active leveling system that features informative panels is intuitive and easy to use. It is fully integrated into the control system and, as essential functions are directly interconnected,

Like larger F-Series mills, WIRTGEN's new W 120 Fi features Mill Assist, WIRTGEN Performance Tracker and Level Pro Active — giving customers the benefits of high milling performance, maximum efficiency and clear documentation in a compact machine class.

provides a high level of automation. All connected sensors and measured values are clearly displayed on the operating panel in order to make the work processes as efficient as possible. The system also offers many automatic and additional functions that make the operator's job easier, such as automatic lifting for driving over manhole covers.

Documenting actual milling work is easier with WIRTGEN Performance Tracker (WPT), which uses a laser scanner to precisely measure performance and volume. Operators can continuously track the most important information in real time on the control panel's display. After work, a report of performance and consumption data is automatically generated in Excel and PDF formats and emailed to the operator or other designated person.

"The 65-degree swing of the conveyor allows for greater versatility in positioning trucks," said Ingram. "Additionally, WIRTGEN built this with serviceability in mind by designing easy access to service points. That increases uptime and production. The W 120 Fi's size makes it easily transportable, and it can be set up and ready to mill very quickly. If you want to get into the milling market, this would be a great introductory machine to get started with." ■



**Chris Ingram,**  
general manager,  
Springfield Division



Discover more



# How to integrate tech to overcome job site challenges



Jason Anetsberger,  
director of  
customer solutions,  
Komatsu

Job site challenges are nothing new, but today's technology lets you overcome them more quickly. Whether by providing real-time data, tracking productivity, or helping you remotely visualize a job site, implementing some of the latest equipment and management technology can help you advance solutions like never before.

### Start Smart

Construction has increasingly become more digital. Building information modeling (BIM) allows various stakeholders to collaborate throughout the course of a project using a 3D model of a site or structure. All parties involved — engineers, architects, contractors and their personnel, and project owners — have access to the digital plans. Everyone can see and track progress, and make updates much more quickly than in the old days with paper plans, job site visits and phone calls.

That's a definite advantage for project managers who may be overseeing multiple jobs and can't always get to those sites but still need reliable, accurate data and the ability to communicate design changes quickly.

Komatsu already has a suite of Smart Construction customer support solutions designed to help companies digitally

transform their operations throughout every phase of a project. Among them is **Smart Construction Drone**, which provides survey technology that builds an accurate topography of a site safely, quickly and easily.

"High-precision drone mapping is faster than traditional surveys, so you save time and costs," said Jason Anetsberger, director of customer solutions, Komatsu. "Preconstruction flyovers let you see things you can't with paper plans. Consistent drone flights throughout a project give you information about progress across the entire site and assist with progress tracking."

Anetsberger added that Komatsu's Smart Construction experts can work with you to get a 3D model built and help with drone flight.

"Using **Smart Construction Dashboard**, you can calculate takeoff quantities for bids, move from 2D to 3D for optimized machine data, and eliminate the need for paper plans," said Anetsberger. "The 3D design plans can be uploaded directly into Komatsu's Smart Construction intelligent Machine Control (iMC) excavators and dozers with the use of Smart Construction Remote, including new iMC 2.0 models that have technology upgrades to further automate earthmoving operations."

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. Komatsu intelligent Machine Control (iMC) dozers with automated features enable operators to cut/strip from existing terrain, regardless of skill level. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation.





Accurate slope digs and changes in elevation present challenges for excavators. Komatsu iMC 2.0 excavators let you dig straight to grade using one machine with integrated GPS and uploaded 3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

## Automate dozing

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation.

Komatsu's iMC 2.0 dozers with integrated GPS feature proactive dozing control that enables operators to cut/strip from existing terrain, regardless of their experience level. This is because the machine's GPS technology decides on the action of the blade, such as whether to cut and carry, spread, fill or finish grade. The dozer measures the terrain as operators track over it and then uses the data to plan the next pass — which can improve productivity by up to 60% compared to the previous generation.

The iMC 2.0 dozers have additional technology features:

- Lift layer control helps eliminate excess fill as the automatic blade control follows the finished surface once lifts have reached target elevation. A simple press of a button optimizes earthwork productivity.

- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

## Virtually eliminate over-excavation

For construction companies, over-excavation on trench, footing and basement digs have long been an issue. This leads to extra work and more costly materials to replace what didn't need to be removed in the first place.

Accurate slope digs and changes in elevation also present challenges. Those are costly in terms of time, surveying, staking, grade checking, and the need for multiple machines such as an excavator to get close to grade and a dozer to finish.

Contractors can significantly reduce such costs using Komatsu iMC 2.0 excavators, because they can dig straight to grade using one machine with integrated GPS and uploaded

*For more information about Smart Construction solutions, My Komatsu, Komtrax, and iMC 2.0 dozers and excavators, contact your local Roland Machinery Company representative and visit [www.komatsu.com](http://www.komatsu.com).*



*Continued...*

# Reduce costs with Komatsu iMC 2.0 excavators

... continued

3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

Komatsu iMC 2.0 excavators have unique features such as auto tilt bucket control that automatically aligns the bucket parallel with a slope, so finish grading can be accomplished without needing to align the machine with the target surface.

Another feature is bucket angle hold control, which helps operators reach finish grade quickly and accurately because it automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

## Remotely exchange information

Because job sites often evolve and rarely end up finishing exactly as planned, smart businesses are increasingly performing the task of updating plans digitally and remotely with technology such as **Smart Construction Remote**.

Now, you no longer have to travel to the job site with a USB drive. You can send updates directly to connected iMC machines and field personnel from practically anywhere.

"You can also remotely support operators," said Anetsberger. "If they have

an issue with their machine or a question on the digital plans, Smart Construction Remote lets GPS managers and project managers connect with the machine and see exactly what the operator does on their monitor. That eliminates a trip, saving time and money."

Getting updates from the job site is also more convenient with **Smart Construction Field**, which can eliminate the wait for phone calls or field personnel to drop off information. It allows you to digitally track job site activities as well as aggregate personnel, machine and material costs to compare progress status in terms of schedule and costs.

## See your fleet data anytime, anywhere

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts ordering capabilities, service manuals and more were available in one platform?

"My Komatsu enables users to access and evaluate their assets," said Komatsu's Gabe Saenz, digital experience manager. "It can save countless hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management." ■

*Editor's Note: This article is excerpted from a longer piece that appears on Komatsu's blog. To read the full article, visit <https://www.komatsu.com/blog/2022/how-to-integrate-tech-to-overcome-job-site-challenges/>.*



Job sites evolve, and plans change. Instead of driving to the site to deliver updates, you can send design changes directly to connected iMC machines with Smart Construction Remote. Fleet managers can also remotely support operators and see exactly what they see on the monitor in their machine.





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## Increase profits with sustainable practices

“Green” is a trending adjective for a practice construction companies have been following for years. Before it became the norm to recycle, construction companies were recycling construction and demolition (C&D) debris, including steel, asphalt and concrete. As an industry that works directly with the land, many have understood the importance of protecting it through sustainable practices.

While these are important practices for protecting the earth, are you aware of the increasingly wide variety of ways sustainability efforts can boost your company’s value overall? Green practices can help reduce material costs, increase employee retention and ultimately boost profitability as supply chain partners and customers see you as a company worth working with for reasons beyond the traditional requirements.

Here are three ways thinking more sustainably could help boost your bottom line.

### Lower costs

According to the United States Environmental Protection Agency (EPA), sustainability is based on a simple principle: Everything that we need for our survival and wellbeing depends, either directly or indirectly, on our natural environment. To pursue sustainability is to create and maintain the conditions under which humans and nature exist in productive harmony to support present and future generations.

Many new construction projects are done on sites where removing old materials like pavement, foundations, brick and concrete are part of the job. Recycling and reusing these materials on-site can provide significant savings.

Using recycled materials reduces the need to purchase virgin aggregates and the trucking costs associated with bringing them to the job site. It also reduces the need to transport C&D debris off-site, as well as the potential fees to put it in a landfill. Less fuel use as well as reduced wear and tear on trucks lowers repair and replacement costs for consumable items such as brakes and tires.

In some cases, old materials can’t be reused on-site and must be hauled off. These can still have significant value. That’s why numerous

companies have set up recycling yards that accept C&D waste and turn it into new products.

### Attract and retain top talent

Employee turnover is costly and is estimated to equate to 1.5 to 2 times an employee’s salary when you factor in advertising, training and lost productivity, according to the article “The True Costs of Employee Turnover” published by *Built In*. While you may not have considered it, reducing your environmental impact could be key to lowering those workforce costs, retaining existing talent and attracting new employees, especially younger workers.

“There are numerous surveys that show that younger employees want to work for companies that demonstrate they are committed to sustainability,” said Komatsu’s Caley Clinton, senior manager – PR, CSR and content. “That includes on the job site, as well as in the office through practices such as reducing paper, water

*Editor’s Note: This article is excerpted from a longer piece that appears on Komatsu’s blog. For more information about how focusing on sustainable practices can benefit your business, visit <https://www.komatsu.com/blog/2022/increase-profits-with-sustainable-practices/>*



*Continued ...*

**Studies show today’s workforce takes corporate responsibility and sustainable business practices into account when choosing an employer. In this photo, Komatsu executives help plant trees for a corporate reforestation project in West Virginia. “Prospective employees want to know about your community involvement and how you’re giving back...,” said Komatsu’s Caley Clinton, senior manager – PR, CSR and content.**



# Sustainable practices stand out to prospective employees

... continued

and electricity use. Prospective employees also want to know about your community involvement and how you're giving back in ways that contribute to environmental improvements such as donating equipment, time and labor to projects like tree planting."

Clinton added that it's important for companies to highlight their sustainable practices in prominent ways so that they stand out to prospective employees.

"Having a section of your website dedicated to what you are doing to reduce your carbon footprint and water usage should seriously be considered," Clinton indicated. "Pictures showing your efforts are helpful. Icons such as the recycling symbol that show your commitment to green practices should be prominent on all your materials, including recruiting items, company brochures and other marketing items. It's an essential part of your brand's value, as long as it is actually a part of your company's culture."

## Land more jobs

Just like employees want to work for businesses committed to sustainability, other companies want to work with those who emphasize greener business practices.

In many cases, companies or governments are making it a requirement to work on their projects.

"Companies that advance their approach to sustainability now can get the benefit of doing it for the right reasons, being on the forefront of the curve, and helping lead the way in their industries," Clinton emphasized. "If you wait until it's required and have to submit a report to a customer or another contractor you want to work with — and only then realize you don't have all the requirements — you may be at a disadvantage in the near future."

## Tips to get started

Clinton said measuring your sustainability is going to be increasingly more essential, and it's never been easier to do.

"There are many companies with software that help track practically everything you do related to sustainable practices," Clinton noted. "Right now, that's mostly at a nice-to-have level, but as more and more requirements are built into regulatory aspects of how companies have to do business, it's going to be essential. Those who don't have those metrics are probably going to miss most, if not all, opportunities. Those that do will likely land more jobs." ■

**Recycling and reusing materials such as old pavement on-site reduces transportation costs, potentially increases profits and lowers emissions, which benefits the environment.**



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## Here's how to access Komtrax data on your registered machines through My Komatsu and use it for savings

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts-ordering capabilities, service manuals and more were available on one platform?

"My Komatsu enables users to access and evaluate their assets," said Gabe Saenz, digital experience manager, Komatsu. "It can save many hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management."

Most of the information needed to make those fleet management decisions is available via Komtrax telematics, which can be accessed

through a My Komatsu account. Komtrax data includes machine utilization, fuel consumption and idle time.

"Downloading the My Komatsu mobile app and then registering through it is easy," said Matt Beinlich, director of digital support solutions, Komatsu. "We believe, for convenience, the app is the best platform to use, because once you're registered, you can access telematics data from practically anywhere with the app."

To access Komtrax, follow these steps:

- Go to the "My Komatsu" website (mykomatsu.komatsu) and sign up for an account
- Click the "Register Now" tab; a distributor representative will contact you to complete the registration process
- Once you have an account, log in and locate the "My Fleet" tab on the homepage
- Select the model or serial number(s) of the piece(s) of equipment you want information for

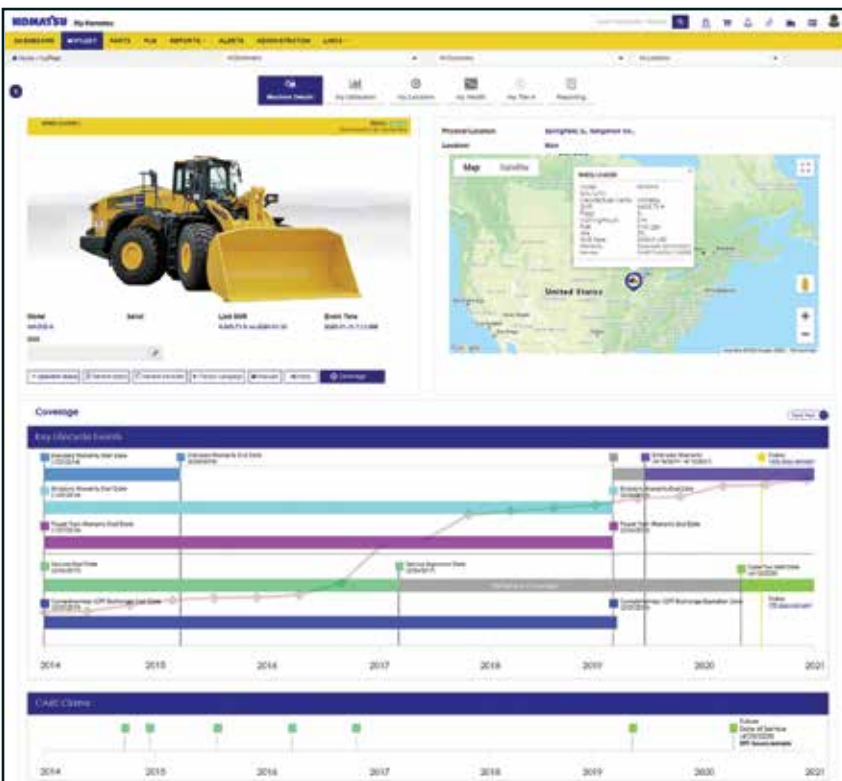
"If you click the 'My Utilization' tab at this point, you can get a breakdown of the machine's working status," said Elliott Hwang, Komtrax system administrator. "Easy-to-read graphs break down and simplify the information. With just a few clicks, you can get monthly reports that will show statistics of critical data. If you notice concerning trends, you can address them."

Hwang continued, "Komtrax lets you set alerts, so you are notified if those continue. Because the parameters of what you want for each machine are different, you can customize the alerts."

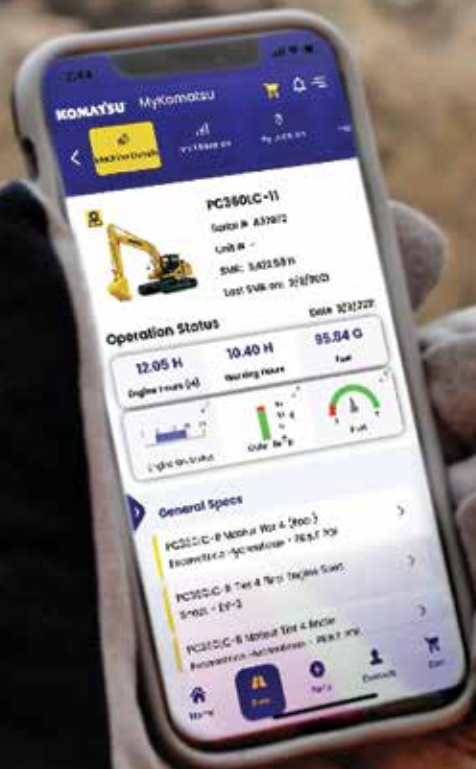
### How to decrease fuel consumption

A real benefit of Komtrax is using telematics data to make critical decisions, improve operations and see savings, according to Hwang. He used fuel usage as an example.

"One of a fleet manager's biggest challenges is knowing how many equipment hours are due to idle time versus production when they are not on-site," added Salvador Davalos, Komtrax system administrator. "Excessive idle time is a huge waste of fuel, and with the high cost of diesel, it's critical to conserve as much as possible."



Having current telematics data from your machines lets you make more proactive decisions regarding fleet management and address potential issues such as excessive idle time. "You could set (Komtrax) up to alert you when all machines exceeded the goal percentage or stated fuel usage consumption, but a better approach would be to customize the settings because the goals typically vary by type of machine and the situations they are working in," said Elliott Hwang, Komtrax system administrator.



The My Komatsu mobile app gives you on-the-go fleet management capabilities. “We believe, for convenience, the app is the best platform to use,” said Matt Beinlich, director of digital support solutions, Komatsu. “Once registered, you can access telematics data from practically anywhere with the app.”

Fleet managers have instant access to Komtrax telematics data through My Komatsu. If they see that a machine’s idle percentage is beyond the stated goals they have set, they can then address the issue with the operator and field personnel.

“Fleet managers can show operators ways to reduce idle time such as shutting a machine down during lunch or when there is a long stretch between production times,” said Davalos. “Any cut in fuel costs increases profitability. Setting an alert that notifies you when a machine has exceeded its idle percentage goal provides the information right away without needing to log in to My Komatsu.”

To set an alert:

- Click the “Alerts” tab at the top of the machine’s report page
- Create a condition you want to see, such as percentage of idle time
- Select the machine(s)
- Enter the emails of the users that you want to be notified

“You can set up Komtrax to alert you when all machines exceed the goal percentage or stated fuel usage consumption, but a better approach

would be to customize the settings because the goals typically vary by type of machine and the situations they are working in,” said Hwang. “For instance, you may have one percentage for all dozers and another for excavators. You can even set alerts for individual machines. No matter what you do, the idea is to proactively track idle time and fuel usage, and decrease both as much as possible.”

### Further savings ahead

Currently, only Komtrax telematics data for registered Komatsu machines is available through My Komatsu. But soon, you will have the ability to access telematics data for other manufacturers’ equipment as well, giving fleet managers even more information they can use to drive savings.

“Some of our data will be available on other OEM (original equipment manufacturer) systems as well; it’s good for those managers with mixed fleets,” said Saenz. “The key differentiator is that, as has always been the case, Komtrax remains complimentary. We want users to see and use the data to increase their efficiencies and production, as well as lower their owning and operating costs.” ■

*For more helpful information, including videos about My Komatsu and Komtrax, visit <https://www.komatsu.com/en/services-and-support/equipment-monitoring-and-analysis/my-komatsu/> and <https://mykomatsu.komatsu/>.*



## Roland Machinery Company adds high-production Fuchs material handlers to its strong lineup

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Designed with innovation, quality and customer needs at its core, Fuchs material handlers have strong lifting capabilities, are highly maneuverable and stand up to the toughest working conditions.

"The Roland Machinery Co. Illinois, Missouri and Indiana teams are excited to expand their relationship with our current customer base, along with new customers, by providing Fuchs material handlers," said President Matt Roland. "With Fuchs' first-class machinery, we will continue to bring our top-level products and support to the market."

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Reach maximum productivity faster. With automated features such as auto tilt bucket control and bucket angle hold control, Komatsu's 70,000-pound-plus PC290LCi-11 intelligent Machine Control (iMC) 2.0 excavator can empower operators of all skill levels to dig straight to grade quickly and accurately.

Andrew Earing, Komatsu senior product manager, said the PC290LCi-11 is well suited for nonresidential applications such as commercial developments and infrastructures. It delivers large production

volumes with a relatively small footprint and low transportation weight.

**Insider Tip: "Consider adding the auto-tilt bucket IMU (inertial measurement unit) field install kit for even greater levels of productivity and efficiency. This allows for expanded grading capabilities as well as auto return to horizontal," said Earing. ■**

Learn more  
about iMC 2.0



### Doing more with less

Looking for high production, efficiency and energy savings? The D71-24 dozer delivers with features such as variable displacement for the charge pump and variable matching to reduce horsepower loss and fuel consumption, respectively.

Compared to the D65-18, the D71-24 has 9% more horsepower and better fuel efficiency. It also has 13% more blade capacity, plus a 6% increase in cubic-yards-per-gallon production efficiency.

**Insider Tip: "A hydraulically driven fan with electronic control also helps decrease fuel consumption," said Rafal Bukowski, Komatsu product specialist. ■**



Learn more  
about the D71-24



### Better determine your large equipment's operating costs

Consumables such as pins, bushings, brakes, starters, alternators and serpentine belts can significantly affect your operating expenses, but it can be hard to factor them into your budget because replacement of these wear items depends largely on machine operation, according to Komatsu's Felipe Cueva, manager, Genuine Care.

With the new Komatsu Care Plus III program — in addition to periodic maintenance, scheduled services and total machine repair coverage — consumables are covered through the first life of the machine.\* In most cases, that's 20,000 hours.

**Insider Tip: "Plus III is the most comprehensive Komatsu Care Plus program for total machine coverage, with the added benefit of cost-per-hour billing, so customers will have a much easier time determining**

**their costs and budgets. They should check with their distributor for specific rates," said Cueva. ■**

*\*Based on model. Exclusions apply. Please see your Komatsu dealer for full terms and conditions.*



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