

**ROLAND
MACHINERY CO.**



INDUSTRY SCOOP

A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2008 NO. 3

Featured in this issue:

LEHMAN CONSTRUCTION COMPANY LLC

Concrete and infrastructure work are specialties of this California, Mo., firm

See article inside...



Kenny Lehman,
co-owner

KOMATSU



A MESSAGE FROM THE PRESIDENT



Ray Roland



Dear Equipment User:

There has been a strong push in recent years for more “green” construction, and it seems that trend will continue to increase as more and more projects take sustainability into account as they’re designed. It’s likely that any job you do now and in the future will have factors built into it that call for reuse and recycling of materials.

Equipment is among the items that are affected as standards call for better fuel economy and lower emissions. Komatsu has always been a leader in those areas. With the development of its ecot3 engines, it’s lowering emissions with better fuel economy, while at the same time providing more horsepower. The result has been improved productivity for less, leading to lower per-yard costs.

You’ll find such technology in new Komatsu machines, such as the next generation of the D39-22 dozers featured in this issue of *Industry Scoop*. Like other recent updates and additions to the Komatsu dozer line, these machines provide numerous features that help you move dirt faster and more efficiently.

At Roland Machinery we’re proud to represent such an innovative equipment manufacturer. If you’re looking for new equipment, Komatsu has a machine to fit nearly any need. Don’t forget, buying new equipment this year could provide you with significant tax advantages under the new Economic Stimulus Act.

As always, if there’s anything we can do to help you with your equipment, parts and service needs, please don’t hesitate to call us.

Sincerely,
ROLAND MACHINERY CO.

Raymond E. Roland
President



**RELIABLE
EQUIPMENT**

**RESPONSIVE
SERVICE**



THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

Raymond E. Roland
President

Jerry Eastburn
Vice President, Product Support

Matt Roland
Vice President, Sales
Springfield, IL 800-252-2926

Gary Roberts
Vice President, Used Equipment
Franksville, WI 800-811-6005

CHICAGO DIVISION

Jimmy Slavens, General Manager
Bolingbrook, IL 800-826-9608
Marengo, IL 800-765-2635
Portage, IN 888-764-8226

WISCONSIN DIVISION

Bob Weier, General Manager
De Pere, WI 866-475-7047
Franksville, WI 800-811-6005
DeForest, WI 866-475-7040
Eau Claire, WI 866-475-7035
Schofield, WI 866-475-7016
Escanaba, MI 800-236-6425

ST. LOUIS DIVISION

Bill Mitchell, General Manager
Bridgeton, MO 800-274-7230
Columbia, MO 800-274-7212
Cape Girardeau, MO 800-274-7210
Palmyra, MO 800-274-7214
Carterville, IL 800-274-7202

IN THIS ISSUE

LEHMAN CONSTRUCTION COMPANY LLC

Concrete and infrastructure work are specialties of this California, Mo., firm.

GUEST OPINION

ARTBA President & CEO Pete Ruan explains the organization's call for increased funding in highway and bridge construction.

INDUSTRY OUTLOOK

With interest in "green" construction growing, learn how minimizing environmental impact has become the goal of more construction projects.

NEW PRODUCTS

Check out the new Komatsu D39EX/PX-22 dozers and see why special features, such as the super-slant nose, improve visibility and productivity.

NEW UTILITY MACHINES

Take a look at Komatsu's new MR-3 series of compact excavators. You'll find them packed with many new features.

FIELD NOTES

Here's a quick recap of Komatsu's Demo Days, where equipment users got to test drive and operate new Komatsu machines.

Published by Construction Publications, Inc., for



**RELIABLE EQUIPMENT
RESPONSIVE SERVICE**

www.rolandmachinery.com

SPRINGFIELD, IL (800) 252-2926 (217) 789-7711	CARTERVILLE, IL (800) 274-7202 (618) 985-3399	PALMYRA, MO (800) 274-7214 (573) 769-2056
BRIDGETON, MO (800) 274-7230 (314) 291-1330	COLUMBIA, MO (800) 274-7212 (573) 814-0083	CAPE GIRARDEAU, MO (800) 274-7210 (573) 334-5252
BOLINGBROOK, IL (800) 826-9608 (630) 739-7474	MARENGO, IL (800) 765-2635 (815) 923-4966	PORTAGE, IN (888) 764-8226 (219) 764-8080
FRANKSVILLE, WI (800) 811-6005 (262) 835-2710	DEFOREST, WI (866) 475-7040 (608) 842-4151	EAU CLAIRE, WI (866) 475-7035 (715) 874-5400
DE PERE, WI (866) 475-7047 (920) 532-0165	SCHOFIELD, WI (866) 475-7016 (715) 355-9898	ESCANABA, MI (800) 236-6425 (906) 786-6920





**RELIABLE EQUIPMENT
RESPONSIVE SERVICE**

A SALUTE TO A CUSTOMER

LEHMAN CONSTRUCTION COMPANY LLC

Concrete and infrastructure work are specialties of this California, Mo., firm



Kenny Lehman

With little in the way of resources, but also little to lose, Kenny Lehman started Lehman Construction Company in 1997 with his brother Dennis. Kenny and his wife, Jennifer, are now the owners. As Lehman recalls, when they started out, it was just he and his brother doing concrete work with a hammer drill and a bull float.

“Concrete was my background and I’d always wanted to have my own company,” he noted. “My mom, Dwena Kueffer, loaned us some money to get started. In the beginning, we did small jobs like driveways and patios — basically anything we had to do to survive. We later got into foundation work. For the most part, in the early years, it was just the two of us and we hired guys on an ‘as needed’ basis to help us out.”

(L-R) General Manager Kenny Dean, Major Projects Manager John Kirchhoff, Kenny Lehman and Office Manager Jeanne Whitney are among the management team at Lehman Construction that Lehman describes as “the best group of employees in the region, if not the state.”



From those humble beginnings, California, Mo.-based Lehman Construction has become a significant player on the central Missouri construction scene. Today, the company has about 30 full-time, year-round employees who do highway, bridge and infrastructure work within about a 100-mile radius of California.

“I’d say our specialty remains concrete work,” explained Lehman. “We do road widenings, box culverts and bridges. We also do mass excavation jobs and deep sewer work for municipalities. Most of our work is for public entities such as city and state government, but we will consider private projects as well.”

Widening Highway 763

Lehman Construction is currently doing the largest job in the company’s history. It consists of three miles worth of improvements to Highway 763 north of Columbia.

“We’re widening the road from two lanes to five lanes,” said Lehman. “Our job includes the grading and concrete paving, as well as installing box culverts and signal lights. We’ll also do some utility relocations for the city of Columbia as part of the project.”

The company won the bid for the almost \$14 million project in February and got the notice to start in April of this year. Work is scheduled to be complete by August 1, 2009.

“We’ve done other large jobs, but this one sets a new standard for us,” said Lehman. “We’re proud to be the general contractor for such a significant project. I think it will help put us on the map as a ‘can-do’ contractor when it comes to large-scale work throughout central Missouri.”

Another significant job the company is currently working on is in Jefferson City, where Lehman crews are putting in about a block's worth of new street on Capitol Avenue near the capitol building. The job includes lowering the street by about seven feet at the top of a hill to improve visibility and safety.

Employees are key to success

Lehman relies on a talented, experienced and dedicated work force to take on and complete such projects in a timely and economical manner.

"I firmly believe that I have the best group of employees in the region, if not the state," said Lehman. "Across the board, from our managers to estimators to operators to laborers, our people are outstanding and they are the main reason that we're in demand. They're knowledgeable and they work hard to get the job done for our customers, and I know I wouldn't be anywhere in this business without them."

Key Lehman Construction personnel include General Manager Kenny Dean, Major Projects Manager John Kirchhoff, Bridge Crew Manager Shayne Burger, Office Manager Jeanne Whitney and Estimators Nate Haldiman and Adam Carroll. Lehman's wife, Jennifer, is co-owner and President of Lehman Construction, and his brothers, Dennis and Bob, also work for the company.

"I spent most of my career out in the field," said Lehman. "I understand what all those guys are going through and I know how crucial they are to the success of our operation. As a result, I pay my employees well and I treat them with respect. People who work here know I truly appreciate their efforts and they know they're going to be rewarded if the company succeeds. Because of that, we don't have much employee turnover. Our people get to know each other and learn to work together as a team, which makes us even better."

Productive equipment, responsive service

Another key to success for Lehman Construction is a late-model fleet of equipment, much of it consisting of



Operator Mark Kepner uses Lehman Construction's Komatsu PC300LC-8 to lift a concrete storm drain structure as part of the company's work on Highway 763 north of Columbia, Mo. "I enjoy running the new PC300," said Kepner. "It's powerful, fast, smooth and comfortable."



Lehman Construction uses a Komatsu WA250-5 wheel loader to feed a mobile batch plant the company bought specifically for the Highway 763 job. "It's got more power and it shifts better than the previous wheel loader I used," said Operator Darren Goans. "I really like it."

Komatsu machines from Roland Machinery in Columbia. Lehman has five Komatsu hydraulic excavators including a PC300LC-8 and a PC220LC-8. The company also has a Komatsu WA250-5 wheel loader and a Komatsu CK30 compact track loader.

"The hydraulic excavator is a key piece of equipment for us and all our excavators are Komatsu," said Lehman. "I think they are the best excavators on the market, bar none. Ours are productive and reliable, and they're great lifting machines as well as digging machines.

"We use our WA250 to feed a mobile concrete batch plant that we bought specifically for the Highway 763 job," Lehman added. "The Komatsu wheel loader does an

Continued . . .



**RELIABLE
EQUIPMENT**

**RESPONSIVE
SERVICE**

Lehman Construction is growing in central Missouri

... continued



Estimator
Nate Haldiman

excellent job of that. We think the concrete plant will help us on large concrete jobs we might do in the future such as airports and subdivisions.”

Lehman says he also likes the service he gets from Roland Machinery and Roland Sales Rep Jerry Hess. “Jerry and everybody at Roland do a good job of supporting us. In addition to

the Komatsu equipment we own, they have a good rental fleet, which we use as needed. They treat us fairly on price and provide outstanding service.

“For example, they constantly track all types of information about my machines through the KOMTRAX wireless monitoring system that’s standard on my new Komatsu machines,” Lehman explained. “By checking KOMTRAX, Jerry and Roland Service Manager Kirk Funkenbusch saw that I was using the power mode in jobs where the economy mode would have been equally productive. That type of information is money in my pocket in terms of fuel savings.”

Still growing

Lehman says he’s pleased with the growth of his company, which has nearly tripled over the past four years.

“It was my goal to become big enough that we could take on some fairly large concrete paving jobs, and now we’re there. We’re still growing, but I’m pretty cautious about it. I don’t want the company to become too big to the point where it could become out of control. I’d probably like to top out at about 50 people, but you really never know what the future will bring.

“Currently, we do public work almost exclusively. In the future, we may start doing some private work too. At that time, if it makes sense for us to become a larger company, that’s what we’ll do. But we’ll definitely always try to keep our administrative overhead to a minimum so we can put our money where I believe it does the most good, which is out in the field.”

Regardless of how big the company becomes, Lehman says he understands that it will always only be as good as the employees he’s able to attract and retain.

“We’re a company that prides itself on doing honest, hard work — providing a quality job at a fair price. And we always try to exceed our customer’s expectations. That’s why we’ve been successful in the past, and it will be the blueprint for all of our future work as well.” ■



Roland Sales Rep Jerry Hess (left) works with Kenny Lehman to supply equipment for Lehman Construction. “Jerry and everybody at Roland do a good job of supporting us,” said Lehman.

This Lehman Construction operator uses the company’s new PC220LC-8 to load a Komatsu HM300 articulated truck in front of a former state prison on Capitol Avenue in Jefferson City.





KOMATSU

DASH-8 SERIES

100%_{LC}

(the LOGICAL CHOICE
for your next excavator)

KOMATSU[®]

Komatsu excavators have set the standards for productivity, operator comfort and reliability over the years. And, with the introduction of our mid-sized -8 series, the standards have been raised yet again.

- Tier-3 engines deliver reduced emissions without sacrificing power or productivity.
- Electronics, engine and hydraulics are optimized for maximum efficiency and minimum fuel consumption (10% reduction compared to -7 models).
- Multi-function LCD monitor provides critical operating information at a glance (and it can do this in 10 languages).

From enhanced safety features to extended maintenance intervals, the PC200LC-8, PC220LC-8 and PC270LC-8 show what happens when the best engineers put the latest technology to work. The results are always...

100% Komatsu.

847.437.5800

www.komatsuamerica.com

Give Yourself The Positional Advantage

JRB
25 years

BADGER

CUSTOMWORKS

CP

Position yourself at the top of your game with Paladin Heavy Construction. Whether you need a coupler, bucket or fork for your wheel loader, tractor loader backhoe, excavator or mini excavator – look to us, JRB, C&P and Badger Attachments – the names you know and trust. We have the products and custom capabilities to make your machines more efficient, more versatile and most importantly more profitable.

Paladin Heavy Construction = CHECKMATE!

We invite you to learn more about our product offering at www.paladinbrands.com

Available through Roland Machinery Company

JRB

CP

BADGER

CUSTOMWORKS

PALADIN HEAVY CONSTRUCTION



GUEST OPINION

BRIDGE TO THE FUTURE

ARTBA calls for increased funding in highway and bridge construction

The 2009 federal highway and transit authorization bill provides the best opportunity in more than 50 years to chart a new course for America's surface transportation programs and significantly boost highway and bridge construction for the future. But, it will be a heavy political lift to get the job done and will require strong grassroots support from transportation design and construction professionals.

Those were among the key messages American Road & Transportation Builders Association (ARTBA) President & CEO Pete Ruane delivered to 1,500 bridge owners and engineers, senior policymakers, government officials, bridge designers, construction executives, and suppliers attending the 25th Annual International Bridge Conference in June.

The United States has nearly 576,000 bridges. Approximately 22 percent are located on the National Highway System (NHS) and 55,245 are on the Interstate system.

Ruane cited research from the American Association of State Highway & Transportation Officials (AASHTO) calling for 10,000 miles of new routes or corridors and upgrading 20,000 miles of new or replacement bridges on the NHS.

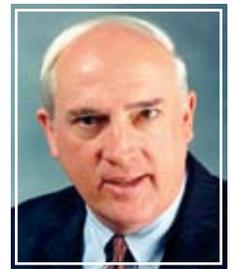
With the U.S. Department of Transportation (DOT) reporting more than 25 percent of the nation's bridges to be structurally deficient or functionally obsolete, the trend toward greater investment should continue, Ruane said. He cautioned, however, that a nearly 40 percent increase in highway and bridge construction costs since 2003 was making bridge improvements much more expensive, and would require additional federal, state

and local funding. Building support among policymakers at all levels of government will be challenging in the current political atmosphere, but can be done.

He outlined two major thrusts of ARTBA's legislative proposals for the 2009 bill, which include expanded investments in the core highway, bridge and transit programs — financed by a minimum 10 cents per gallon increase in and indexing of the federal motor fuels tax — to protect past infrastructure investments, particularly on the Interstate system.

The second part of ARTBA's plan calls for initiation of a 25-year national construction priority — the "Critical Commerce Corridors" (3C) goods movement program — to add new infrastructure capacity to the nation's transportation network. ■

ARTBA President & CEO Pete Ruane said the 2009 federal highway and transit authorization bill provides a great opportunity for a boost in future highway and bridge construction. ARTBA is calling for expanded investment in core programs as well as a 25-year national construction priority.



Pete Ruane,
President & CEO,
American Road
& Transportation
Builders Association
(ARTBA)





INDUSTRY OUTLOOK

GREEN BUILDING

How contractors can grow and profit by minimizing the environmental impact of construction projects



USGBC and related logo is a trademark owned by the U.S. Green Building Council and is used by permission.

When Francis Kent began recycling paving material nearly 30 years ago, he had to convince a lot of people the products made from crushed concrete and asphalt were an acceptable alternative to the construction building materials that come out of a conventional quarry.

“In the early 1980s, recycling wasn’t fashionable,” said John Kent, who joined his father in the family business and is now President of Oxford Recycling. “We had to fight to establish ourselves and prove to various municipalities and contractors that just because our product is recycled, that doesn’t mean it’s not as good as a virgin product. It meets required specs, and in fact, often exceeds them. But back then, we had a terrible time trying to convince people of that.”

Eventually the practice caught on and the Kents today are running a large operation that

sees upward of 1,000 trucks per day either delivering or picking up product. They’ve added tree grinding to their operation, producing valuable mulch from what formerly may have been landfilled, burned or buried.

The rest of the construction industry is fast approaching the Kents’ lead in what’s rapidly becoming known as “green building,” “sustainable design” or other terms that point to the idea of minimizing environmental impact through reducing the consumption of nonrenewable resources and waste.

A growing movement

The movement has been growing rapidly in the past few years as more consumers call for developers, designers and architects and builders to think about how they can build in a more eco-friendly way. The concept requires careful consideration in the planning stages, taking into consideration everything from how stormwater runoff can be used on site to selecting the most energy-efficient building materials. It often means using recycled materials throughout the construction process.

Industry professionals are taking green building and sustainable design into account and are joining such organizations as the U.S. Green Building Council (USGBC), a nonprofit organization that promotes such practices. It’s grown to include more than 16,000 member organizations and 75 regional chapters, offering programs to educate construction personnel on green practices.

The USGBC also certifies green projects through its LEED (Leadership in Energy and Environmental Design) Rating System, “a nationally accepted benchmark for the design, construction and operation

Old practices often called for burning or landfilling trees and shrubs during clearing and grubbing. Today, more and more companies, such as Oxford Recycling, are turning them into reusable products such as mulch.



of high-performance green buildings." It promotes a whole-building approach by looking at key performance areas, such as sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality. Points are awarded to designate certification levels of Certified, Silver, Gold and Platinum. A LEED-certified project meets rigorous criteria, and the honor can reap rewards for those who designed and built it, putting them at the forefront for winning more projects. Those who use it also benefit through a more healthful living and/or working environment.

"Green construction is 30 percent to 50 percent more energy-efficient and 40 percent more efficient in water usage, plus it offers health benefits," said Ashley Katz, Communications Coordinator with the USGBC. "Currently, we have a little more than 1,500 certified projects in total, but our goal is to have 100,000 commercial buildings and 1 million homes certified by 2010. We've also raised our commitment to fund green-building research by increasing the amount given in grants to \$2 million in 2008."

In addition to the increased use of recycled materials, nearly all new construction projects have other green considerations built into them, such as erosion-control measures, retention ponds to keep stormwater runoff on site, and balanced earthwork designed to cut down on the amount of import and export materials and compaction. Many call for disturbing as little ground as possible, as well as finding ways to save existing trees, or planting new ones.

In many cases, state highway departments have led the way by using existing roadway materials in the construction of new paving projects. Materials such as old concrete and asphalt roadbeds that used to be hauled away are now being crushed on site and reused as road base. Asphalt millings are used in shoulder materials or put back into the mix for new road pavement. Porous pavement that allows water to drain through it to the stone base and back to the soil is becoming increasingly more popular.



More efficient machines with Tier 3-compliant engines, such as Komatsu's Dash-8 excavators and new BR580 JG crusher, increase production with less fuel and lower emissions than previous models. Used in combination, as shown here, these machines can turn old pavement into new materials for reuse, rather than putting them in a landfill.

Efficient machinery reduces emissions

Reducing environmental impact in construction means more than just using recycled materials and careful jobsite planning. It also takes into account the machinery that's used to make the materials, move the dirt and lift building products into place. Equipment manufacturers are doing their part in conjunction with federal regulations and guidelines, which have included mandates that lower engine emissions, such as nitrous oxide (Nox) and particulate matter (PM). Both are considered significant public health risks.

Latest regulations require new diesel engines to meet Tier 3 standards, with stricter Tier 4 standards coming in the next few years. In some cases, the results have not only been lower emissions, but less fuel consumption as well, leading to the same or better production with lower operating costs. It's a win-win for the equipment user.

"That's been a great benefit of our ecot3 engines (the 'eco' stands for ecology and economy; the 't' for technology; and the '3' for Tier 3)," said Toshio Miyake, who was involved with product planning for Komatsu Ltd. during the development of ecot3 engines. "In addition to meeting the emission regulations, and thereby putting fewer pollutants in the air, we're also able to make a better machine.

Continued . . .

Komatsu, contractors join green movement

... continued

“Initially, there was concern that emissions requirements might negatively impact some power and performance features. But we’ve overcome potential problems and we view the ecot3 engine as a big step forward in all respects for equipment users.”

Manufacturing part of the process

Komatsu and other manufacturers are taking additional steps by making going green

Factories such as Hensley Industries, part of Komatsu Ltd., are using more environmentally friendly practices during production. The plant, which makes ground-engaging tools for mining machines, recycles nearly 100 percent of its waste products, including dust, which goes into this containment area. It is pelletized and sold for use in other products, including concrete.



a consideration in the manufacturing process. When Hensley Industries, part of Komatsu Ltd., built its new foundry in Dallas, several steps were taken to improve efficiencies and recycle nearly 100 percent of the waste materials it generates in the process of making ground-engaging tools for mining machines.

During the planning stages, Hensley took into account how potential environmental issues, such as noise, smoke and odor, would affect not only the workers at the foundry, but its neighbors as well. The plant was built with a highly effective dust-collection system that moves the dust to outside containment units where it’s eventually pelletized and sold for reuse in such products as concrete. Noise suppression was built in so a nearby school and apartment complex wouldn’t be affected.

“We’re very proud of what we accomplished as we set out to build a very modern facility that was environmentally friendly and an asset to our neighbors,” said Paul Rudd, General Manager-Manufacturing, who helped design the foundry. “It’s truly state-of-the-art and highly efficient. It’s the cleanest manufacturing facility I’ve ever seen.”

Continuing to grow

Contractors can invest in ways to help too. Using newer, lower-emission equipment, or retrofitting older equipment with more environmentally friendly engines can help out. Employing GPS-based site-preparation practices can help operations be more efficient. These systems allow users to get to grade in fewer passes with less wasted effort. More accurate grading requires less aggregate material for subbase, and increasingly, the subbase that is used is coming from recycled products, such as the ones Oxford Recycling makes.

“Much of the material we recycle would have ended up in a landfill. Asphalt and concrete do not decompose, so it’s not beneficial to dump that material there,” Kent noted. “Reusing the material is a way to reduce the environmental impact in variety of ways. Not only is the paving material reused, it often reduces trucking, which means fewer emissions. We’ve seen a gradual increase in the use of our recycled materials, and we believe it’s only going to continue to grow.” ■

Expect results

Introducing the ST458 Metso's new three-deck mobile screen



Lokotrack ST458 Mobile Screen



The new Lokotrack ST458 track-mounted mobile screen from Metso Minerals is designed for high production and efficient screening of fine materials.

- Large three-deck, two-bearing screen
- SmartScreen™ automation with IC300 intelligent controller
- Modular design for easy and quick service
- Built with proven, first-class components

The ST458 can produce four end products, and on-board stockpiling conveyors make set up fast and easy. For more information, contact your local Metso distributor today.

www.metsominerals.com



SPRINGFIELD, IL (217) 789-7711	CARTERVILLE, IL (618) 985-3399	PALMYRA, MO (573) 769-2056	BRIDGETON, MO (314) 291-1330	COLUMBIA, MO (573) 814-0083
CAPE GIRARDEAU, MO (573) 334-5252	BOLINGBROOK, IL (630) 739-7474	MARENGO, IL (815) 923-4966	PORTAGE, IN (219) 764-8080	FRANKSVILLE, WI (262) 835-2710
DEFOREST, WI (608) 842-4151	EAU CLAIRE, WI (715) 874-5400	DE PERE, WI (920) 532-0165	SCHOFIELD, WI (715) 355-9898	ESCANABA, MI (906) 786-6920



DOZERS

100% control

(productivity runs in this family)

KOMATSU®

You're committed to getting things done on time and on budget, and you need dependable, hard-working machines to meet your deadlines day after day. The Komatsu D31, D37 and D39 dozers all feature the reliability and versatility that have made Komatsu the choice of owners and operators for years:

- KomStat II Hydrostatic Transmission (HST) for superb accuracy and smooth control
- Excellent blade visibility that minimizes operator guesswork and reduces cycle times
- All the daily maintenance items centralized in one location for convenient access

Whether you're looking for a 75, 85 or 95 horsepower machine, you can be confident you'll get a full day's work—and then some—from dozers that are...

100% Komatsu.

847.437.5800

www.komatsuamerica.com



**RELIABLE EQUIPMENT
RESPONSIVE SERVICE**

NEW PRODUCTS

NEW HYDROSTATIC DOZERS

“Super slant” gives them top visibility; more horsepower gives them top power

About a year ago, Komatsu unveiled its new Dash-22 hydrostatic dozer series by introducing the revolutionary D51, easily distinguishable by its super-slant nose design. Now, the manufacturer has extended Dash-22 features to the next size class down, the 10- to 11-ton D39.

Available in a standard-track EX or wide-track PX version, the D39-22 is unique in appearance, thanks to its sharply sloped nose and mid-mounted cab. According to Komatsu, the features are much more than cosmetic improvements.

“The combination of the super-slant nose and the cab being mounted almost two feet forward compared to the D39-21, dramatically improves visibility to the blade,” said Komatsu Dozer Product Manager Bruce Boebel. “The mid-mount cab also improves machine balance, making the D39 both a highly productive and stable small to mid-size dozer.”

Other significant improvements to the new hydrostatic (HST) D39 dozers include the highest horsepower (105 hp) in class; an electronically controlled, hydraulically driven fan that improves overall machine efficiency; and adjustable blade pitch, which allows an operator to cut or carry material. In addition, the D39-22 dozers have larger undercarriage components; heavy plate steel throughout; and new, heavy-duty HST components; all of which combine to make them much more durable machines.

“From the blade, all the way to the back of the machine, we rethought everything about the D39, with the goal being to make it the most productive, efficient and user-friendly

dozer in its class,” said Boebel. “We believe we’ve succeeded in every way. For example, variable-displacement travel motors provide plenty of power throughout a turn, and with the unmatched visibility to the blade, even a beginning operator can be very effective on the D39-22.”

Powered by Komatsu’s ecot3 (Tier 3) engine, the D39 is also very fuel-efficient in either grading or dozing applications.

For more information on the new Komatsu D39EX/PX-22 dozer, contact your sales representative or our nearest branch location. ■



**Bruce Boebel,
Product Marketing
Manager**

Brief Specs on Komatsu D39EX/PX-22

Model	Output	Operating weight	Blade capacity
D39EX-22	105 hp	20,834 lbs.	2.89 cu. yd.
D39PX-22	105 hp	21,804 lbs.	3.0 cu. yd.

The new D39EX/PX is the second Komatsu hydrostatic dozer in the Dash-22 series. Features include industry-leading power, along with a super-slant nose design and mid-mounted cab which provide unparalleled visibility to the blade.





COMPACT EXCAVATORS

100%

precision

KOMATSU®

Komatsu compact excavators are right at home working in tight spaces. With advanced Proportional Pressure Control (PPC) joysticks, these machines give you precise handling without sacrificing speed, reach or capacity. Plus, they have all the features that make Komatsu excavators the choice of owners and operators across the country.

- Low-effort Proportional Pressure Control (PPC) joysticks
- Spacious, ergonomically designed operator platform
- Industry-leading 360-degree visibility
- Tilt-forward operator cab structure for ease of service access
- Switchable excavator control pattern without tools (ISO/SAE)

When there's no room for error, the choice is 100% clear. Put our compact excavators to work today and enjoy the confidence that comes from machines that are...

100% Komatsu.

847.437.5800 www.komatsuamerica.com



RELIABLE EQUIPMENT
RESPONSIVE SERVICE

NEW UTILITY MACHINES

COMPACT EXCAVATORS

Here's a first look at Komatsu's new MR-3 series

Komatsu recently introduced its third generation of short-tail-swing compact excavators, the MR-3 Series. The MR-3 carries the Komatsu pedigree through and through. From the Komatsu-designed and -built load-sensing hydraulic system to the design of the undercarriage, frame and body.

The MR-3 series brings some great new features to the Komatsu line of compact excavators that are accepted the world over. ■

Continued . . .



Komatsu's new MR-3 series of compact excavators features ease of maintenance with larger, lockable access covers for accessing the engine, hydraulics and fuel, as well as for cleaning coolers.



A new monitor panel has easy-to-read gauges and warning lights, hour meter, charge-level monitor with audible alarm, engine oil-pressure monitor with audible alarms and high-speed travel indicator.



Ease of use was built into the MR-3 series with a new dozer control lever that has two-speed travel control, as well as auto shift and load sensing.

The new MR-3 series of compact excavators ranges in size from the 4,090-pound PC18MR-3 to the 11,376-pound PC55MR-3.



Many new features on MR-3 series excavators

... continued

Komatsu's MR-3 series features a spacious operator station with the KOMTRAX remote machine-monitoring system (standard on PC18MR-3 through PC55MR-3). Cab models have heater/air conditioner, two radio-ready speakers and wiring for a radio.



Komatsu improved functionality with the MR-3 series, including a reduced gap between the blade and bucket for easier load-and-carry.

A high-strength, X-frame design has rounded legs to help prevent build-up of debris on the frame. Open centers allow material to fall off the frame.



Komatsu's MR-3 series of compact excavators has a new look, with integrated counterweight that allows for swing, even in the tightest spaces.



Superior service access means tilt-forward access to the operator station for periodic inspections (on PC18MR-3 through PC55MR-3) with easy access to the main hydraulic valve, swing motor, starter and alternator.

Komatsu packaged the MR-3 series with tracks and blade included in the package as well as other unique features.



Your Attachment Connection

We'll get you connected.

With decades of innovation, leadership, and experience, Tramac is committed to providing a complete attachment product offering for any size and make of carrier. We have the know-how and accessories to interface with your attachment and carrier, as well as all the parts and tools it takes to keep you running. Our global reach ensures that we bring the best products and support wherever the job takes you.



SPRINGFIELD, IL
(800) 252-2926
(217) 789-7711

CARTERVILLE, IL
(800) 274-7202
(618) 985-3399

BOLINGBROOK, IL
(800) 826-9608
(630) 739-7474

MARENGO, IL
(800) 765-2635
(815) 923-4966

COLUMBIA, MO
(800) 274-7212
(573) 814-0083

BRIDGETON, MO
(800) 274-7230
(314) 291-1330

PORTAGE, IN
(888) 764-8226
(219) 764-8080

CAPE GIRARDEAU, MO
(800) 274-7210
(573) 334-5252

PALMYRA, MO
(800) 274-7214
(573) 769-2056

ESCANABA, MI
(800) 236-6425
(906) 786-6920

TRAMAC®

www.TramacUS.com

Committed to your superior productivity



Atlas Copco products are designed to provide a productivity edge for the driller. To achieve this Atlas Copco offers a wider choice in drill rigs and drilling tools. To get the most out of your equipment we have a wide choice of service products. To make it easier to own Atlas Copco equipment we offer financing packages tailored to your needs.

ROLAND
MACHINERY CO.

SPRINGFIELD, IL
(800) 252-2926
(217) 789-7711

MARENGO, IL
(800) 765-2635
(815) 923-4966

COLUMBIA, MO
(800) 274-7212
(573) 814-0083

EAU CLAIRE, WI
(866) 475-7035
(715) 874-5400

FRANKSVILLE, WI
(800) 811-6005
(262) 835-2710

CARTERVILLE, IL
(800) 274-7202
(618) 985-3399

CAPE GIRARDEAU, MO
(800) 274-7210
(573) 334-5252

PALMYRA, MO
(800) 274-7214
(573) 769-2056

SCHOFIELD, WI
(866) 475-7016
(715) 355-9898

DE PERE, WI
(866) 475-7047
(920) 532-0165

BOLINGBROOK, IL
(800) 826-9608
(630) 739-7474

BRIDGETON, MO
(800) 274-7230
(314) 291-1330

PORTAGE, IN
(888) 764-8226
(219) 764-8080

DEFOREST, WI
(866) 475-7040
(608) 842-4151

ESCANABA, MI
(800) 236-6425
(906) 786-6920

Atlas Copco



**RELIABLE EQUIPMENT
RESPONSIVE SERVICE**

FIELD NOTES

DEMO DAYS

Equipment users test drive and operate new Komatsu machines

Komatsu's newest products, along with many that have been updated, were featured at a recent Komatsu Demo Days event. Hundreds of equipment users took advantage of the opportunity to operate the machines at the Komatsu Training and Demonstration Center in Cartersville, Ga.

Among the units that were available were the brand-new Komatsu D39-22 dozer and its big brother, the D51-22. The units feature powerful engines, rugged components, a mid-mounted cab and a distinctive sloping nose that provides the best visibility in the industry.

Construction-size excavators on hand ranged from the popular PC200LC-8 up through the 487-horsepower PC800LC-8. Loaders included Dash-6 versions of the WA250, WA380, WA500 and WA600. Also available to test drive and operate were Komatsu articulated and rigid-frame haul trucks, a GD655-3 motor grader, numerous utility machines, and a BR580JG mobile crusher.

For more information on any of these units, feel free to call your sales representative or visit our nearest branch location. In many cases, if you'd like to try something out, we'll be able to set up a demo for you. ■



The new Dash-22 series dozers (D39 and D51) were among the machines featured at a recent Komatsu Demo Days event.

Demo Days are held periodically at the Komatsu Training and Demonstration Center in Cartersville, Ga.



At Demo Days, equipment users get the opportunity to see and operate new and updated Komatsu machines.





MATERIAL HANDLING SOLUTIONS

for the aggregate industry

*Since
1944...*

- CONVEYOR SYSTEMS
- PORTABLE STACKERS
- TRAP LOADERS
- STATIONARY CONVEYORS
- SCREENS & SCREENING PLANTS
- MATERIAL WASHERS

KOLMAN





**RELIABLE EQUIPMENT
RESPONSIVE SERVICE**

TECHNOLOGY TIPS

GLOBAL POSITIONING

Komatsu machinery and Topcon technology — a powerful team that helps keep your costs down

Moving material faster, more efficiently and at a lower cost per yard is the goal of every earthmoving contractor. Those advantages are all available with Komatsu machinery equipped with Topcon Positioning Systems GPS (Global Positioning Satellite) technology.

The combination of the two provides a powerful tool that allows users to save time and money in several ways. Available are 2D and 3D systems that allow users to upload job designs into a control box, which receives machine-positioning signals from a radio antenna and GPS receiver on the machine. The control box continuously compares actual machine and blade position on dozers and motor graders and calculates corrections that are sent to the machine's hydraulics, creating fully automatic grading of the jobsite. The result is reduced or eliminated staking and surveying costs, and the ability to reach final grade in fewer passes.

Komatsu is working to make Topcon technology "plug and play" on factory-direct machines. In the past, Topcon systems had to be added on after the purchase of a machine. Komatsu's goal is to ship the machines with the brackets for mounting Topcon components as well as the internal wiring harness and hydraulic valve already in place. All users will have to do is plug their Topcon system in, and after initial set up, calibration and consultation with a Topcon representative, they'll be ready to go.

"With our new 'plug and play' setup, the user won't have to have the machine out of service for an extended period of time to make the machine GPS ready," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear. "We've taken the initial step with our new D51 dozers. It will soon be available as an option on all dozers,

followed closely by motor graders then excavators."

More precise excavator cuts and fills

Several Topcon systems are available to dozer, motor grader and excavator users, such as the 3D-Xi Indicate 3D GPS+ control system for excavators that offers multiple views: plan, profile and section. It displays real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.

"Similar to units used with dozers and motor graders, the excavator systems will improve the bottom line with better production, material savings and reduced survey costs," said Milostan. "Komatsu excavators work well with Topcon systems such as the X63, which helps in tough situations such as deep cuts, underwater excavations and steep slopes, as well as shallow digs. It displays machine position in real time, providing the operator complete control of the bucket at all times. A



**Mike Milostan,
Komatsu America
Product Marketing
Manager, Working Gear**

Continued . . .



Topcon GPS systems are available with Komatsu excavators, displaying real-time movement of the bucket, stick, boom and entire machine. Grade can be controlled on the left, middle and right of the bucket.



Easy-to-use systems up production at lower cost

... continued

touch-sensitive control box with a bright, color display shows the operator how to get and keep the bucket on grade for better accuracy. Operators can select a variety of screen options such as plan profile, cut/fill scrolling tape indicator and cross section. It significantly reduces the need for a grade checker as well."

Saving time and money

Also available is the 3D-MC machine control system that provides accurate grade control and productivity, the 3D-LPS (Local Positioning System) with high-precision stakeless grading in limited-satellite-access locations, the 3Di-GPS+ indicate control system for rough grading and the mmGPS (mm stands for millimeter) machine control system with millimeter accuracy. In most cases,

Finish grading with a Komatsu motor grader equipped with Topcon technology is easier, as it allows fewer passes to get to grade. Komatsu is working to make Topcon technology "plug and play" on factory-direct machines.



Topcon systems have long been available for Komatsu dozers, including Tier 3 models such as the D155AX-6 and the new D51-22s. "Using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Mike Milostan, Komatsu America Product Marketing Manager, Working Gear.



one system can control multiple machines on a jobsite, and for larger jobsite applications, additional GPS units can be linked together to provide coverage over the entire area.

All are easy to learn and use, according to Milostan.

"We understand that some contractors may be reluctant to try the systems because they believe GPS is too complicated, but that couldn't be further from the truth with Topcon systems," Milostan noted. "Komatsu currently has dozers, a motor grader and an excavator equipped with Topcon systems at our demo site in Cartersville, Georgia, so those considering the technology can come and operate those machines to see how easy they are to use. We're confident that the combination of Komatsu machinery and Topcon GPS technology will be a huge benefit to the equipment owner by saving time and money."

That's been proven with such products as Topcon's popular 3D-GPS+ and 3Di-GPS+, which are extremely accurate for finish and rough grading with Komatsu dozers or motor graders. Both systems have been shown to increase dirt-moving productivity by 30 percent to 50 percent and reduce staking 50 percent to 90 percent. Maps give the operator real-time cut-and-fill information that helps reduce push/haul lengths anywhere on the jobsite. The 3Di-GPS+ system can even be used for marking clearing limits, saving valuable time on surveying.

"Topcon's GPS+ systems are the most powerful on the market," stated Milostan. "They not only use the U.S. group of GPS satellites, but also the Russian GLONASS satellite group, giving them more satellites than the competition. The result is stronger, more accurate positions and better performance in obstructed areas, so there's less system downtime."

It all adds up to better production at less cost. "As with any new equipment, there's an initial investment. But the time and money savings that users see using the Topcon system with Komatsu machinery — especially newer ones with our more powerful and more fuel-efficient Tier 3 engines — means users can quickly recoup the cost and put more money in their pockets in the long run," said Milostan. ■



MAGNUM ATTACHMENTS



ROLAND
MACHINERY CO.

AVAILABLE THROUGH ROLAND MACHINERY CO.



**RELIABLE EQUIPMENT
RESPONSIVE SERVICE**

KOMATSU & YOU

NEXT GENERATION OF COMPACT EQUIPMENT

Komatsu's Utility Division introduces new machines that improve owning and operating costs



**Ivor Hill,
Vice President and General Manager,
Komatsu America Utility Division**

*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.*

Ivor Hill joined Komatsu in 2000 and was named Vice President and General Manager of Komatsu America's Utility Division in 2002. Under his guidance, the division has grown to be a significant player in the North American compact equipment market. It has grown from five products in its infancy to nearly 30 today.

"Komatsu really began to produce compact construction equipment about a decade ago, bringing to the table years of experience building quality and reliable large construction and mining machinery," said Hill. "That experience paved the way for innovative utility machines that we believe are second-to-none. Komatsu is committed to making each of its products efficient, productive and easy to maintain. Customers will get the same quality and reliability from our smallest PC09 excavator as they will from our largest mining machine."

Although born and raised in England, Hill has lived and worked in North America most of his adult life. His background includes work with a mining company before joining Komatsu.

An avid soccer player, Hill plays in several leagues around Komatsu Utility's home base of Newberry, S.C. He has four children and two grandchildren he enjoys spending time with when he's not on the job.

QUESTION: What's changed in Komatsu's Utility Division in recent years?

ANSWER: Since Komatsu seriously began marketing compact and mid-sized machines in the North American market about a decade ago, we've seen our unit sales grow significantly. Since establishing the Komatsu Utility Division 5 years ago, our unit sales have grown 400 percent.

In 2002, Komatsu consolidated all major functions of the Utility Division at our Newberry, S.C., headquarters. At first, there was only a manufacturing plant and a few marketing people. Today, the Utility Division in South Carolina is also the home to our North American sales, marketing, finance, distribution, and manufacturing personnel and the global center of excellence for skid steer loader and compact track loader development.

The Utility Division is responsible for seven product lines with 30 machine models, including products like excavators, skid steer loaders, compact track loaders, backhoe loaders, compact wheel loaders, crawler carriers and compact dozers.

QUESTION: Why is it important to the end user to have the skid steer loader development center located in South Carolina?

ANSWER: North America is the largest skid steer loader market in the world and the skid steer loader is a product with an American pedigree. It only makes sense to place the design and development center here in South Carolina. It's close to the customers who use these products, and input from equipment users is a key part of

our research and development. With sales, marketing, engineering and manufacturing all located at the Utility Division headquarters, we can streamline communication and the development process, to ensure quality and reliability across the board.

With our new role as the global center of excellence for the SSL and CTL products, we have the benefit of working with customers and dealers all over the world. This expands our knowledge base and helps us find new ways to serve our customers, wherever they live and work. We can also be more efficient by producing higher unit volumes for the world market — again a benefit for our customers.

QUESTION: Is Komatsu Utility introducing new products this year?

ANSWER: Komatsu Utility is in the process of introducing its new generation of compact and mid-size excavators. The MR-3 compact range improves on the vastly popular MR-2 units. There's a brand-new PC45MR-3 with better performance and price position than its predecessor. The all-new PC88MR-8 extends our range into the mid-size eight-ton class with a larger, more powerful unit that's designed and built by the same team as our larger construction-class excavators. In our fourth business quarter, we plan to introduce the first North American-designed skid steer models and build them in our Newberry, S.C., plant.

One benefit that users will find across the board is that all our utility machines will have common controls, such as Pressure Proportional Control (PPC). The benefit is that operators can move from one machine to another, a compact excavator to a skid steer, for example, and be confident they can run the machine because the controls are common among them. That will obviously speed up production because the operator doesn't have to learn a whole new skill set to run the machine.

QUESTION: What else is Komatsu Utility doing to help the machine owner save time and money?

ANSWER: Like much of Komatsu's larger construction equipment, utility machines



Komatsu's Newberry, S.C., manufacturing facility is the worldwide development center for skid steer loaders. Komatsu will introduce its next-generation, Tier 3-compliant skid steers later this year.

will now come standard with our KOMTRAX remote machine-monitoring system. Komatsu is the first manufacturer of compact equipment to make such a system standard equipment. As new models are introduced, KOMTRAX will be on board. KOMTRAX allows the owner to keep track of machines by logging onto a secure Web site. Information, such as machine location and hours are available. If there's an issue, an error code will pop up and alert us and the distributor so we can call and let the owner or operator know we're on our way to fix it. It's a very effective tool for controlling owning and operating costs because maintenance and service schedules can easily be tracked.

QUESTION: Are there other similarities between Komatsu's utility machines and its larger construction counterparts?

ANSWER: Customers will find that even though we're a relatively new player in the utility market, our smaller machines are just as reliable and productive as Komatsu's larger models. No matter what size the machine, the same Komatsu development and testing process is applied. Whether a skid steer loader or 40-ton excavator, the process is the same. There's also a high degree of component commonality and Komatsu is known for its in-house hydraulic systems. That means customers will get the same quality and reliability from our smallest PC09 excavator as they will with our largest mining machine. It's part of Komatsu's commitment to quality equipment, product support, parts and service throughout its entire lineup. ■



Komatsu recently introduced its new MR-3 series of compact excavators. The units are packed with features that offer better productivity and operator comfort.



**RELIABLE EQUIPMENT
RESPONSIVE SERVICE**

UNDER THE HOOD

EXTENDING MACHINE LIFE

Why Komatsu Genuine Oil is the right choice for your engine



Jake Tiongco,
District Parts
Sales and Product
Manager, Komatsu
America

Engine oil is engine oil, right? Not if you're entrusting something other than Komatsu Genuine Oils to keep the moving parts of your machinery working at maximum performance.

Komatsu recently independently tested several popular engine oils offered at the retail level, and subjected them to rigorous testing to see if they met Komatsu Engineering Standards (KES), which are far more stringent than the industry standard. Among the tests was a determination of the oils' abilities to resist oxidation, a critical factor considering Komatsu's 500-hour oil-drain interval.

In addition, these tests predict an oil's ability to resist deposit formation, an essential element in Komatsu's Tier 3 engines. The oils tested claimed to meet the needs of Komatsu engines, yet all the products failed the tests.

"Komatsu is a company that prides itself on its engineering and has chosen oils which

Komatsu Genuine Oils provide superior oxidation and viscosity control. A recent test showed other engine oils failed to meet Komatsu Engineering Standards, which are far more stringent than the industry standard.



allow our machines to achieve maximum performance and life," asserted Jake Tiongco, District Parts Sales and Product Manager for Komatsu America. "With our latest Tier 3 engines, it's more important than ever to protect your investment with Komatsu Genuine Oils."

Superior oxidation and viscosity control

Using something other than Komatsu Genuine Oils could lead to rapid buildup of under-crown deposits. Left unchecked, these deposits cause an insulating layer and lead to piston overheating. With insufficient cooling of the piston, deposits form in the area of the rings, which can cause sticking or collapse. This in turn leads to loss of oil control, compression and premature liner wear. Worst case scenario: piston seizure.

Komatsu Genuine Oils help ensure those problems don't occur. Oxidation control is a critical factor in maximizing the life of any Komatsu engine, and Komatsu Genuine Oils are an essential part of that. While designed for Tier 3 engines, Komatsu Genuine Oils are approved for use in all preceding Komatsu engines.

An additional factor in oxidation stability is viscosity control. As oil becomes oxidized, it thickens and turns dark in color, eventually causing loss of viscosity, often before a scheduled change interval.

"Only oils with superior oxidation resistance, such as exhibited in the Komatsu hot-tube test, can operate the full 500 hours and maintain both viscosity control and maximum antiwear performance," said Tiongco. "Using Komatsu Genuine Oils takes the guesswork out of the equation. They're always the right choice." ■



930E

100% **PROVEN**
(KOMATSU ELECTRIC DRIVE HAUL TRUCKS)

KOMATSU[®]

When it comes to building electric drive trucks that are rugged enough to stand up to the day-to-day demands of mining operations, one company has the proven track record to deliver the reliability you need to compete—Komatsu. If you look at the number of Komatsu electric drive trucks in service today and count the years of reliable service they've delivered, you'll see we have the engineering, manufacturing and application experience to help you stay profitable for years to come.

If you want to move more material, more cost-effectively, day after day, choose a proven solution.

100% Komatsu.

847.437.5800 www.komatsuamerica.com



**RELIABLE EQUIPMENT
RESPONSIVE SERVICE**

THE PEOPLE INSIDE

DAN CHRISTENSEN

Roland Machinery's Territory Manager in Cape Girardeau emphasizes customer service

Dan Christensen joined Roland Machinery as a Territory Manager based in Cape Girardeau, Mo., a little more than a year ago. Although he is still relatively new to Roland, Dan has been dealing with customers since he was a teenager, and has a pretty good idea of what they want and need from a salesman.

"Being a good salesman is all about providing truthful and useful information prior to the sale; about delivering on all your promises; and about ensuring that top-notch product support is provided after the sale," said Christensen. "It's easy to sell one machine — the real key is to be able to get the customer to come back to you when he needs his next machine, and the next one after that. The only way to do it is by providing him with productive, reliable equipment that's backed up by responsive service. That's what all of us at Roland Machinery try to do."

A native of Bowling Green, Mo., Dan's first experience with customers came as a clerk at a farm and home store during his high school years. Upon graduation, he stayed with that company for 17 years, serving in management

positions at stores throughout the Midwest. In the mid 1990s, Dan acquired a Snap-on Tool franchise and relocated to Jackson, Mo., just north of Cape Girardeau. He later acquired a second territory as well.

"One of my Snap-on customers was Roland Machinery in Cape Girardeau, and I always admired the professionalism of the company and the people who worked there," said Dan. "When the opportunity came to go to work for Roland as a Territory Manager, it was a pretty easy decision for me."

Well-received product

Although he was new to construction equipment sales, Dan knew some contractors from his previous position. "I like meeting people and I like helping people. I also knew it would be a good opportunity because in traveling around the region in my previous job, I kept seeing Komatsu equipment so I knew it was a good product that's well-received by equipment users. I also knew Roland would provide whatever was required in terms of support and that's certainly been the case."

Dan says he's enjoyed meeting and working with many equipment users and invites anybody in southeast Missouri who might be looking for equipment to give him a call at the Cape Girardeau branch. "I would very much appreciate the opportunity to show what Komatsu and Roland can do for them."

Dan and his wife Karen have three children ages 10, 12 and 14. "All of my kids are involved in sports and school activities, and I do some coaching," said Dan. "I also love to fish and hunt, but I just don't have much time for that anymore. Keeping up with the kids takes up pretty much all my free time anymore, but I wouldn't trade it for anything." ■

Dan Christensen, Roland Territory Manager, Cape Girardeau, Mo.





ROLAND

USED EQUIPMENT SPECIALS OF THE MONTH

Manufacturer/Model	Year	Hours	Price	Location
--------------------	------	-------	-------	----------

EXCAVATORS

Komatsu PC78MR-6	'04	2,457	\$64,500	RENT! DeForest, WI
Komatsu PC50MR	'04	938	\$44,500	RENT! Springfield, IL
Komatsu PC138USLC-2	'03	4,750	\$54,500	Springfield, IL
Komatsu PC150LC-6	'01	5,500	\$58,500	Cape Girardeau, MO
Komatsu PC150LC-6	'98	9,115	\$42,500	Franksville, WI
Komatsu PC150LC-6K	'01	8,496	POR	Schofield, WI
Komatsu PC200LC-7	'05	3,800	\$94,500	DEMO! DePere, WI
Komatsu PC200LC-7	'04	5,418	\$82,500	RESERVED! Schofield, WI
Komatsu PC200LC-8	'07	Low	\$135,500	RENT! Bridgeton, MO
Komatsu PC200LC-6	'99	8,556	\$52,500	Franksville, WI
Komatsu PC220LC-6LE	'01	5,000	\$66,000	Palmyra, MO
Komatsu PC400LC-5	'93	11,769	\$65,750	DeForest, WI
Komatsu PC400LC-6	'03	3,326	\$196,000	DEMO! Schofield, WI
Komatsu PC750LC-7	'04	4,609	POR	Bridgeton, MO
Gradall XL3300	'06	476	\$182,500	Franksville, WI

DOZERS

Komatsu D39PX-21	'03	642	\$69,500	RENT! DePere, WI
Komatsu D65PX-12	'96	11,260	\$46,500	DePere, WI
Komatsu D65EX-12	'96	6,828	\$49,500	DeForest, WI
Komatsu D65EX-12	'02	3,700	\$88,750	RESERVED! Palmyra, MO
Komatsu D65PX-12	'00	9,364	\$72,000	Springfield, IL
Dressta TD9H	'04	471	\$69,500	DePere, WI

FORESTRY

HydroAxe 511EX Feller Buncher	'97	7,508	\$35,000	Escanaba, MI
Valmet 524 Forwarder	'92	8,315	\$40,000	Escanaba, MI
Fabtec 346B Forwarder	'05	3,131	\$168,000	Escanaba, MI
Valmet 840.2 Forwarder	'00	5,379	\$185,000	Escanaba, MI
Valmet 911C, Processor	'98	12,000	\$65,000	Eau Claire, WI
Prentice 120C Loader	'97		\$6,000	Escanaba, MI
John Deere 653G	'00	8,520	\$145,000	Eau Claire, WI

MOTOR GRADER

LeeBoy 685B	'04	160	\$75,000	Green Bay, WI
-------------	-----	-----	----------	---------------

WHEEL LOADERS

Komatsu WA500-1LE	'96		\$97,500	REDUCED! Springfield, IL,
Komatsu WA450-2	'93	19,900	\$39,500	Bridgeton, MO
Komatsu WA250-1	'89	9,710	\$27,500	DePere, WI
Komatsu WA120-3MC	'01	4,800	\$35,500	RESERVED! DeForest, WI

Manufacturer/Model	Year	Hours	Price	Location
--------------------	------	-------	-------	----------

WHEEL LOADERS CONT.

Komatsu WA120-3L	'00		\$37,000	Franksville, WI
Komatsu WA65	'02	2,866	\$36,500	Bridgeton, MO
Dresser 540	'87	8,643	\$19,500	Bridgeton, MO
Caterpillar 972GII	'03	7,332	\$159,500	Bridgeton, MO
Case W14B	'89		\$17,000	Schofield, WI
John Deere 544H	'00	5,579	\$65,000	RESERVED! Escanaba, MI

COMPACTION, MILLING & PAVING

LeeBoy L800T	'87		\$5,700	Bridgeton, MO
LeeBoy 8500HD	'06	2,474	\$65,000	RENT! Portage, IN
LeeBoy 8500HD	'05	2,500	\$62,000	Franksville, WI
LeeBoy 8500HD	'96	2,836	\$26,500	Bridgeton, MO
LeeBoy 8500HD	'04	1,810	\$63,500	Bridgeton, MO
LeeBoy 8515HD	'04	1,491	\$69,500	DEMO! Bridgeton, MO
LeeBoy 8500LD	'05	1,387	\$55,500	Bridgeton, MO
LeeBoy 8500LD	'04	1,823	\$60,500	Bridgeton, MO
LeeBoy 8500LD	'03	2,144	\$42,500	RENT! Bridgeton, MO
LeeBoy 8500LD	'02	3,664	\$29,500	DEMO! Bridgeton, MO
Ingersoll Rand SD105DX	'03	1,487	\$59,600	Franksville, WI
Galion P3500A		3,057	\$6,000	Schofield, WI
Ingersoll Rand DD24	'00	2,400	\$21,500	Columbia, MO
Hyster C747B	'01	3,997	\$15,500	Bolingbrook, IL
Blaw-Knox PF500	'87		\$19,000	DePere, WI
Blaw-Knox PF5510	'00	6,500	\$62,500	Bolingbrook, IL

MISCELLANEOUS

Caterpillar 953	'81		\$12,000	DePere, WI
Case 680K	'85	7,338	\$14,500	Cape Girardeau, MO
John Deere 200C LC	'02	3,000	\$80,500	REDUCED! Eau Claire, WI
John Deere 690E	'92		\$21,750	DePere, WI
Case 9020B	'96	11,500	\$36,000	Franksville, WI
Case 9040B	'99	6,411	\$42,500	Cape Girardeau, MO
Case 90XT Skid Steer	'00	3,000	\$16,500	Schofield, WI
Link-Belt LS4300C			\$25,000	RESERVED! Franksville, WI
Hitachi ZX450LC	'05	5,060	\$174,500	Bridgeton, MO
Komatsu PC40		5,300	\$15,000	RENT! Portage, IN
Dresser 210M 60-Ton Haul Truck	'89		\$69,900	REDUCED! Bridgeton, MO
Dresser 210M 60-Ton Haul Truck	'89		\$69,900	REDUCED! Bridgeton, MO
Terex TA40 Artic Truck	'03	6,000	\$94,500	Bolingbrook, IL
Terex TA40 Artic Truck	'03	6,000	\$94,500	Bolingbrook, IL
Terex TA40 Artic Truck	'03	6,000	\$94,500	Bolingbrook, IL
Tramac V55 Breaker	'02		\$36,500	DeForest, WI
Metso ST620 Mobile Screening Plant	'05	512	POR	Palmyra, MO



SPRINGFIELD, IL
(800) 252-2926
(217) 789-7711

PALMYRA, MO
(800) 274-7214
(573) 769-2056

DE PERE, WI
(866) 475-7047
(920) 532-0165

BOLINGBROOK, IL
(800) 826-9608
(630) 739-7474

COLUMBIA, MO
(800) 274-7212
(573) 814-0083

FRANKSVILLE, WI
(800) 811-6005
(262) 835-2710

MARENGO, IL
(800) 765-2635
(815) 923-4966

CAPE GIRARDEAU, MO
(800) 274-7210
(573) 334-5252

SCHOFIELD, WI
(866) 475-7016
(715) 355-9898

CARTERVILLE, IL
(800) 274-7202
(618) 985-3399

ESCANABA, MI
(800) 236-6425
(906) 786-6920

PORTAGE, IN
(888) 764-8226
(219) 764-8080

EAU CLAIRE, WI
(866) 475-7035
(715) 874-5400

BRIDGETON, MO
(800) 274-7230
(314) 291-1330

DEFOREST, WI
(866) 475-7040
(608) 842-4151

VISIT OUR WEB SITE FOR MORE USED EQUIPMENT:
www.rolandmachinery.com

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

Presorted Standard
US Postage Paid
C.P.I.

Change Service Requested



www.rolandmachinery.com



The Products The Support The Service

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

