



# INDUSTRY SCOOP

A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2010 NO. 2

## HOLCIM (US) INC. Newly opened cement plant in Ste. Genevieve County, Mo., is largest in U.S.

See article inside . . .



Michael Nixon,  
Quarry & Raw Mill  
Area Manager





## A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Positive signs  
of a recovery**



Dear Equipment User:

In recent months we've seen signs of economic improvement. The housing market seems to be stabilizing, and the second year of the stimulus is bringing an increase in actual spending on governmental projects. We're cautiously optimistic that these small steps will lead to a larger expansion of work in the near future.

Eventually, the broader economy will rebound and we'll see construction rise again. We're prepared for it, and we hope you are too.

As in the past, we at Roland Machinery can help you find the right machinery to meet your needs today and in the future, whether it's a new or used equipment purchase or a rental. If you're looking for new equipment, check out the articles in this issue of your *Industry Scoop* magazine on Komatsu's newest excavators (PC160LC-8, PC350LC-8, PC350HD-8 and PC450LC-8) and new GD655-5 motor grader.

Of course, Komatsu is not stopping there. As always, it's looking ahead for ways to lower your owning and operating costs. Many times, the changes made in new equipment are a direct result of customer input as you'll see in the Komatsu & You interview with the company's North American Vice President of Research and Development.

Komatsu has the products, and we at Roland have the know-how and expertise to keep your downtime to a minimum with our highly trained staff of expert service technicians and parts personnel. Whatever your needs may be, please don't hesitate to give us a call or stop by one of our branch locations, and let us show you how we can help.

Sincerely,  
ROLAND MACHINERY CO.

Matthew L. Roland  
President

**ROLAND  
MACHINERY CO.**

# INDUSTRY SCOOP

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Komatsu recently celebrated the production of the 930th unit of its "ultra class" 930E electric-drive truck. Learn why it has become such a popular mining truck.

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# KOMATSU



## A SALUTE TO A CUSTOMER

# HOLCIM (US) INC.

## Newly opened cement plant in Ste. Genevieve County, Mo., is largest in U.S.



Michael Nixon,  
Quarry & Raw  
Mill Area  
Manager

When you're planning the largest cement plant in the country and one of the largest in the world, nothing happens quickly. Just ask Holcim (US) Inc., which last summer opened the nation's first 4 million metric-ton-per-year (12,000 tons of clinker per day) single-kiln line plant in Ste. Genevieve County, Mo., about 50 miles south of St. Louis.

"This project started in 1996 with core-hole drilling and land acquisition," noted Michael Nixon, Quarry & Raw Mill Area Manager, Ste. Genevieve Plant. "That was completed in 1999, then it took almost six years to get all the approvals from federal, state and environmental authorities. In 2005, we started developing the 3,900-acre site (1,700 acres for the plant and quarry — the remainder serves as buffer) and began constructing the facility. Finally, late last summer, the plant was operational and we started making product — a full 13 years after first setting it in motion."

This WA900 wheel loader is one of 18 Komatsu machines Holcim purchased for quarry operations at its new single-kiln line plant in Ste. Genevieve County, Mo.



Two requirements were necessary for Holcim in its consideration of building such a large cement plant, and both of them were location-related.

"One, because limestone is the primary ingredient in the making of cement and because we plan to be here a long time (100 years or more), we needed a lot of limestone on site," Nixon explained. "In order to meet 21st century environmental emission limits, it also had to be high-quality limestone that would result in reduced air emissions. Our location here in Missouri provides us with both quality and quantity."

"The other consideration was access to customers that would make building such a large plant economically feasible," he added. "Our site here on the Mississippi River allows us to serve customers from the Twin Cities and Chicago in the north, to Houston and New Orleans in the south, in addition to nearby St. Louis. The river also allows us to bring in raw materials and ship out finished product by barge, which is a cost-effective, environmentally friendly method of transportation."

### How big is it?

A few facts and figures will help put the size of the Holcim Ste. Genevieve plant into context.

- An estimated 7 million cubic yards of material were moved during site excavation, much of which required drilling and blasting.
- It cost more than \$1 billion to build the plant, employing as many as 2,500 people during construction.
- The preheater tower is 400 feet tall, and is much larger than the typical preheater tower. The site also has 13 concrete silos, many of which are 275 feet tall.



- The 4 million metric-ton-per-year, single-kiln line is the largest made. There may only be two others in the world, both in Asia. It's about half again larger than any other kiln line in North America.
- At full capacity, the quarry operation will move 6.5 million tons per year of limestone and overburden.

### **Safety is top priority**

Despite the size and production capacity of the Holcim Ste. Genevieve facility, the work force of about 260 is fairly typical of a cement plant with a quarry. In addition to Nixon and Plant Manager Jeff Ouhl, key personnel at Ste. Genevieve include Area Leaders (quarry supervisors) David McMillian and Larry Scales.

"As might be expected from a new operation, this is one of the most highly automated and fuel-efficient plants in the world," said Nixon. "In addition, Holcim has made safety its top priority throughout the company and that's certainly the case here at Ste. Genevieve. We're very proud of the fact that since the beginning of operations, we've had no lost-time injuries. We take safety training seriously and we expect our people to watch out not just for themselves, but for one another."

(Top photo) Key production machines at the Holcim Ste. Genevieve plant are three Komatsu WA900 wheel loaders and six Komatsu HD785 haul trucks. (Inset) Holcim also uses its PC300 excavator to move materials. "Our decision to go with Komatsu equipment was based on total cost of ownership," said Quarry & Raw Mill Area Manager Michael Nixon.

Based in Switzerland, Holcim Ltd (Holcim (US) Inc.'s parent corporation) is one of the leading suppliers of cement and aggregates in the world. It has 10 cement plants in the United States and has expanded many of those in the past decade, but building a new one, a so-called "greenfield project" such as Ste. Genevieve, is rare in this day and age.

### **Thorough equipment evaluation leads to Komatsu**

In order to run its brand-new, state-of-the-art plant, Holcim decided to go with an all-new

*Continued . . .*

# Holcim plant still “ramping up”

... continued

fleet of mobile equipment to further improve operational and environmental efficiency.

“We figured we were going to need about 20 pieces, many of them, like wheel loaders and trucks, would be mining-size machines, so this was going to be a huge order, even for a large worldwide company like Holcim,” said Nixon. “Because of that, the order got a lot of focus from people throughout our organization. Locally, we put together a team to investigate and evaluate our fleet options. We spent the better part of a year studying specs, doing demos, and meeting and talking with existing users of machines we were considering. In the end, we went with Komatsu equipment from Roland Machinery Company.

“Our decision to go with Komatsu was based on total cost of ownership,” Nixon noted. “We took into account purchase price, fuel consumption, maintenance costs, warranties, resale — everything we could measure. We wanted topnotch equipment that would deliver the best value over time, and we were convinced we’d get that from Komatsu and Roland.”

The Holcim Ste. Genevieve Komatsu fleet consists of three WA900-3 wheel loaders (853 horsepower, 17 cubic yard); two D375A-5 dozers (525 horsepower); six HD785-7 rigid-frame haul trucks (100 tons); and miscellaneous other pieces including a PC300 excavator, a WA500 wheel loader, an HM400 articulated truck, an HD325 water truck and several skid steer loaders. Holcim also got

three Atlas Copco drills (an F9-11, an L8-25 and a DM45) from Roland to drill blast holes.

“We’ve been very pleased with our Komatsu machines,” said Nixon. “To date, they’ve done everything we expected of them. The machines are user-friendly. Wear has been normal and predicted. Performance and productivity have been very good. We also really like the VHMS and KOMTRAX (wireless equipment monitoring systems) that come standard on Komatsu machines. Roland uses them for error codes, meter readings and maintenance scheduling to keep our downtime to a minimum. We use them to monitor machine productivity, idle factors, fuel burn and the like. The information is very useful, and it’s free on Komatsu machines.”

## Strong dealer support

In choosing Komatsu, Nixon says it wasn’t the equipment alone that sold Holcim — it was also the level of support Komatsu and Roland were willing to provide. “In the end, the fact that Roland Machinery was the Komatsu dealer, was a huge factor for us. We checked a lot of references throughout the region and got great feedback on Roland and the level of after-sale support they deliver. In our dealings, they’ve certainly lived up to that reputation.”

Holcim went with a maintenance contract whereby a Roland technician does all PM services and reviews all Holcim-conducted preshift machine safety inspections to ensure that the equipment is running properly. Roland technician Corey Green is essentially embedded at Holcim to provide the on-site support it needs.

“Beyond Corey, the whole Roland team is behind us,” said Nixon. “Our Sales Rep Brian Lauer is great to work with, as are Bridgeton Parts Manager Ron Myers, Service Manager John Hunter and St. Louis Division General Manager Bill Mitchell. We also work closely with Corporate Vice President of Product Support Jerry Eastburn and Trainer Mike Bond, who has trained every one of our operators. Overall, we have a great relationship with Roland and Komatsu. They’ve been excellent partners. We count on them to provide the backup we need, and they’ve delivered.” ■

Holcim Quarry & Raw Mill Area Manager Michael Nixon (left) works with Roland Machinery and Sales Rep Brian Lauer on equipment issues. “We count on them to provide the backup we need, and they’ve delivered,” said Nixon.



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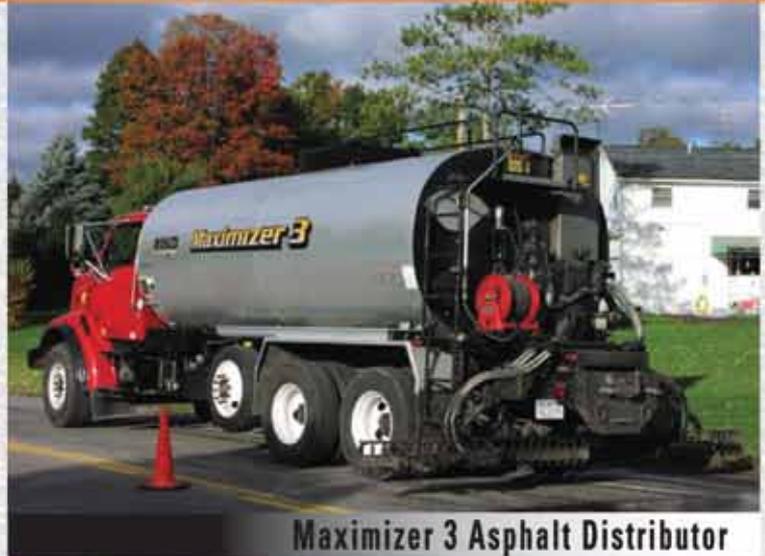
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## GUEST OPINION

# COVER YOURSELF

## Some helpful hints to ensure your construction contract leads to a profitable project

The news is everywhere that construction spending is down. Contractors face the liability issues inherent in having to cut prices while construction material costs either increase or stay the same. However, opportunities exist for a construction contractor to turn a profit, even in these seemingly dire times.

In order to do, so a contractor must plan ahead, run a project smoothly and professionally, assure that its contracts contain terms that protect it from liability as best is possible in an uncertain world, and assure prompt action to collect, should those terms be breached (whether with a lawsuit, mechanic's lien, or possibly a Miller Act claim).

One key to avoid having to pursue this last course of action is to make sure that you, as a general contractor, subcontractor or supplier, run your portion of the construction job smoothly. Good relationships with those both upstream and downstream can go a long way toward heading off problems before they blossom into legal action. The construction guidelines published by a coalition that includes the Associated General Contractors are a good starting point for advice on this topic.

Another way to avoid problems and protect yourself as a construction professional is through the use of escalation clauses in your construction documents. These clauses allow a subcontractor to pass on an increase in materials cost to a general contractor (or a GC to an owner) under certain circumstances. Absent such a clause in your contract, you (as the downstream construction company) will likely have to eat any increased costs under a fixed-price, lump-sum contract. Of course, an escalation clause is just one protection that you can build into your contracts. A

knowledgeable construction attorney can help you incorporate others.

Finally, make sure that all the details are hammered out up-front in the contract documents. Many problems will be avoided by clear contract drafting that assures all parties know the deal before the project starts. Surprises cause litigation much more often than clear contracts, even in claims situations.

Taking these relatively simple steps should help you concentrate on completing the work and making money doing it. ■

*Christopher G. Hill is a lawyer at the Richmond, Va., firm DurretteBradshaw PLC, a LEED AP and a member of Virginia's Legal Elite in Construction Law. He specializes in mechanic's liens, contract review and consulting, occupational safety issues (VOSH and OSHA), and risk management for construction professionals. Mr Hill authors the Construction Law Musings blog at <http://constructionlawva.com>.*

**Running a job smoothly and hammering out contract details are a couple ways that can help you turn a profit on any job, according to lawyer Christopher G. Hill.**



Christopher G. Hill



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## WHAT TO EXPECT

# TAKING STOCK OF THE STIMULUS

## Increased construction spending expected during second year of the economic recovery plan

A significant increase in construction spending under The American Recovery and Reinvestment Act (ARRA) is expected as the economic stimulus package heads into its second and final year. Estimates show about \$20 billion was spent for infrastructure projects during the first 12 months of the plan, only a little more than 10 percent of the total allotted.

When the \$787 billion stimulus package was passed last year, nearly \$135 billion was appropriated for various transportation and other infrastructure funding. The early focus was on “shovel-ready” projects, those that could be started within 120 days of the plan’s enactment. Spending for longer-term jobs would come later, much of it this year.

“Many projects are just now getting underway, and will be creating jobs throughout 2010 and beyond,” said Vice President Joe Biden, appointed to oversee the stimulus package. “Work on many Recovery Act projects will accelerate in the spring and summer months as weather conditions permit work on roads, bridges, water projects and Superfund cleanups.”

Though only \$20 billion has been spent, more than \$104 billion has been obligated, meaning projects are approved and waiting for construction to begin. The increased spending is expected to contribute 1.4 percentage points to gross domestic product growth in 2010. The pace of actual spending is slated to more than double, from about \$3 billion per month to more than \$7 billion.

“I think we’ll see a lot more stimulus money going into actual contracts and actual hiring in 2010 than we did in 2009,” said Ken Simonson, Chief Economist of the Associated General Contractors of America in a recent Wall Street Journal article.

### TIGER projects announced

One area of the economic stimulus package to see an increase in spending is Transportation Investment Generating Economic Recovery (TIGER), a discretionary grant program that’s different from traditional hard-bid projects. The Department of Transportation recently announced \$1.5 billion in TIGER grants for more than 50 projects throughout the country.

According to the DOT, TIGER grants target major national and regional transportation projects that are in many cases difficult to

*Continued . . .*

More than \$1.5 billion in TIGER grants, part of the economic stimulus package, were recently awarded with projects falling into sectors such as freight rail, road and bridge repair and community livability.



# Some construction job growth taking place

... continued

pursue through other government funding programs. Selected projects must foster job creation, show strong economic benefits, and promote communities that are safer, cleaner and more livable.

The TIGER grants have been popular, with states pitching for the funds. More than 1,400 applications were submitted for review, totaling nearly \$60 billion.

Key sectors for investment under the TIGER program include freight rail, road and bridge repair and community livability. Eleven national freight projects, 13 highway infrastructure projects and 22 community livability projects, which are designed to give Americans more choices about how they travel and improve access to economic and housing opportunities in their communities, were announced.

"The TIGER program takes a new, common-sense approach to investing scarce federal resources on transportation projects of national significance," said a U.S. Department of Transportation outline announcing the grants. "Unlike other federal transportation programs, TIGER funds are open to all types of projects, from roads and bridges to transit and rail. In order to receive funding, each project must show how it will help the United States meet its national goals, most importantly growing and rebuilding the economy."

Construction spending under the economic stimulus ramps up during 2010 with more money slated to be spent than during the first year of the act.



## Jobs per \$1 billion spent beat prestimulus estimates

Spending more funds under The American Recovery and Reinvestment Act is good news to an industry that's been one of the hardest hit by unemployment. Critics have pointed to the stimulus plan as a failure for not creating or saving more jobs. They've also panned government bureaucracy for provisions of the act that they say have delayed stimulus spending.

Proponents of the bill acknowledge that there have been hiccups, but overall it's made a significant contribution and will continue to provide even more positives this year. Simonson points to a federal employment report that showed heavy civil employment remained stable earlier this year, an area where the bulk of stimulus-funded construction activity was spent.

"One of the few areas of construction to see increased spending in 2009 was in highway and roads according to the latest Census Bureau figures," he noted. "Considering the massive overall declines in construction activity last year, this is a strong sign the stimulus is having a positive impact."

Citing a recent federal report, Simonson said highway projects during the past year saved or created about 280,000 construction jobs. That equates to about 15,000 jobs per billion dollars spent, better than prestimulus estimates of about 9,700. Simonson indicated the ramp-up in spending this year will also lead to increased hiring of new workers or the return of some laid-off employees.

"The good news is that 2009's delays mean significantly more stimulus-funded opportunities for contractors in 2010," Simonson said. "We expect to see many more stimulus-funded projects come on line, especially for building contractors. This work will provide a much-needed lifeline for contractors, allowing them to retain many of their workers."

"The stimulus is one of the few bright spots the construction industry experienced last year," he added. "The stimulus is saving construction jobs, driving demand for new equipment and delivering better and more efficient infrastructure for our economy." ■



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## NEW PRODUCTS

# NEW EXCAVATOR MODELS

## Heavy-duty booms offer increased durability in PC350LC-8, PC350HD-8 and PC450LC-8 models

Stress on an excavator's boom can significantly shorten its life and increase long-term owning and operating costs. That's why Komatsu took a big step in extending that life expectancy by introducing heavy-duty booms on its new PC350LC-8, PC350HD-8 and PC450LC-8 models.

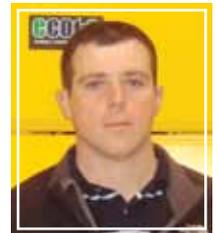
Komatsu designed the heavy-duty booms to provide increased strength and durability compared to the PC300LC, PC300HD and PC400LC, which these new machines replace. Large cross-sectional structures, thick, high-tensile-strength steel, and partition walls help the boom and arm resist bending and torsional stress, making them more durable.

"The new machines basically maintain the same performance capabilities of their predecessors in terms of horsepower and bucket capacity," noted Doug Morris, Product Manager, Excavators. "However, heavy-duty booms are now standard to increase the durability of the work equipment. As with previous models, contractors will choose the model that best suits them based on factors such as the applications in which they use them, site conditions and breakout force."

Added reliability features of the new models include a sturdy frame structure. Its revolving frame, center frame and undercarriage were designed using advanced CAD analysis technology for better durability and longer life. Components, such as engine, hydraulic pumps and motors, control valves and electronic devices, are exclusively Komatsu-manufactured for seamless integration into the machines. Metal guard rings protect hydraulic cylinders, and hydraulic hoses equipped with O-ring seals provide extended, leak-free life.

Komatsu lengthened undercarriage life with grease-sealed tracks and track links with struts, which offer superior durability. Longer track life is part of an overall effort by Komatsu to lower owning and operating costs.

"Contractors will find these new machines a little more robust in all applications, whether digging utility trenches, loading trucks, mass excavation or demolition," said Morris, who noted a PC350HD-8 model is available that combines the upper structure of a PC350 with the lower part of a PC450. "Komatsu built in additional value by using more durable



Doug Morris,  
Product Manager,  
Excavators

*Continued . . .*

### Brief Specs on the Komatsu PC350LC-8, PC350HD-8 and PC450LC-8 Excavators

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC350LC-8	77,362-79,037 lbs.	246 hp	0.89-2.56 cu. yd.
PC350HD-8	85,305-88,771 lbs.	246 hp	0.89-2.56 cu. yd.
PC450LC-8	97,372-104,058 lbs.	345 hp	1.47-3.75 cu. yd.

Heavy-duty booms on Komatsu's new excavators provide increased strength and durability compared to their predecessor models.

To see video about these new excavators, go to [www.video.cpi.com](http://www.video.cpi.com)



# New excavators feature five working modes

... continued

components that offer improved reliability, better maintenance and service intervals, and cab improvements that make the operator more productive.”

## Built-in productivity

Five working modes — Power, Economy, Lifting, Breaker and Attachment — help users get the most efficient production out of the PC350LC-8, PC350HD-8 and PC450LC-8. Using different modes, the operator can match engine speed, pump flow and system pressure to the application. For example, when high digging force isn't needed, operators can switch to Economy mode for better fuel economy and savings. Power mode provides maximum production for faster cycle times, when needed.

Operators choose modes using the self-diagnostic, multifunction, color monitor that's among the industry's most advanced diagnostic systems. In addition to mode selection, the Komatsu-exclusive system identifies maintenance items, reduces diagnostic times, indicates oil and filter replacement hours and displays error codes. When the operator turns on the machine, check-before-starting items appear, and if abnormalities are found, a warning lamp blinks and a buzzer sounds to alert the operator. During operation, continuous machine condition checks help prevent serious problems from developing, allowing the operator to concentrate on the work.

Komatsu crafted the excavator cabs with operator comfort and productivity

in mind. The new design features a wider cab, high-back seat and reduced noise and vibration levels. The pressurized cab also helps minimize outside dust from entering.

In addition, the new, highly rigid cab has a pipe-structured framework with reinforced strength for high durability and impact resistance. A larger glass area provides excellent visibility of the work area, while a skylight offers better overhead visibility. Large side-view mirrors give the operator clear views to both sides of the machine and a standard rearview camera lets him see behind the machine.

## Longer service intervals

The PC350LC-8, PC350HD-8 and the PC450LC-8 can work longer before requiring downtime for routine maintenance. High-performance filters extend replacement intervals to every 500 hours for the engine oil and filter, 1,000 hours for the hydraulic filter and 5,000 hours for the hydraulic oil. All grease points, except the bucket, are at 500-hour intervals. Large-capacity air cleaners and high-pressure, in-line filters at the pump discharge ports are standard.

Each excavator has easy service-access points, including side-by-side radiator and oil cooler modules for quick removal, cleaning and installation. Engine oil-level check, oil fill port and fuel filter have improved accessibility as does the engine oil filter and fuel drain valve. An eco-drain valve is standard and enables easier and cleaner engine oil changes. A fuel prefilter that separates water and removes contaminants minimizes potential fuel problems.

“While there are noticeable changes, we kept key elements of the previous models that are proven productive and efficient, such as the efficient, high-pressure, common-rail Tier 3 engines that provide high productivity with low fuel consumption and emissions,” said Morris. “KOMTRAX remains standard and allows owners and operators to track machine function and service intervals, among other items, which help keep downtime to a minimum. From that standpoint, users won't notice change, but in terms of other direct links to owning and operating costs, they'll see some significant improvements.” ■

Komatsu added value to its new excavators with features such as heavy-duty booms, five working modes, reinforced cabs with larger glass area and longer service intervals.





# MORE NEW PRODUCTS

## ADDED VALUE

### Komatsu's new GD655-5 motor grader cab design is among features that improve productivity

One of the keys to productivity in motor grader work is the operator's ability to see the material and the blade as clearly as possible. Komatsu enhanced that ability in the new GD655-5 with a patented hexagonal cab that provides improved all-around visibility.

"The better visibility, the better production," said Product Manager Steve Moore. "We set out to make the most comfortable, productive and efficient motor graders possible. Komatsu did that by adding features, starting with a low-noise operator platform design that's similar to the unsurpassed, award-winning cabs in our small-dozer line. Then we built on that to provide even more value."

Better visibility is only part of the value-added equation, as Komatsu increased both horsepower and operating weight by nearly 10 percent, while decreasing fuel consumption by 20 percent compared to the GD655-5's predecessor. Its new, patented, dual-mode transmission system is mounted in the front for better weight distribution and provides on-the-go, full power shifting as well as inching capability and automatic shifting in the higher gear ranges.

"The operator has total control and can run the grader in direct drive (manual mode) for tough grading, or with the lock-up torque converter (auto mode) for fine work that may require inching," said Moore. "The higher horsepower allows for better productivity at higher speeds in applications such as road building and maintenance and snow removal. The combination of manual and auto is very effective for low-speed smooth operation by virtually eliminating engine stall. Komatsu is the only manufacturer to offer that."

#### Additional control valves

Komatsu also offers two additional control valves for a total of ten, making attachment additions easier. Other new standard features include a Turbo II precleaner, right and left independent blade-lift float, front-bar-mounted lights and a toolbox with lock. KOMTRAX 2.5 is also standard, providing better maintenance tracking. Users can perform nearly all services from the ground, including fueling for faster fill-ups.

"That reduces downtime and boosts production time," noted Moore. "Another key element is a new hydraulic, variable-speed, reversible fan that minimizes dust entering the radiator, which also minimizes downtime. With the GD655-5, as well as other Dash-5 motor graders we're introducing, we set out to engineer a machine that would significantly improve productivity and profitability. More horsepower and operating weight, as well as additional standard features, add value for anyone who uses a motor grader." ■

A new hexagonal cab provides exceptional all-around visibility and is among several new features designed to improve productivity and reduce owning and operating costs.



Steve Moore, Product Manager

#### Brief Specs on Komatsu GD655-5 Motor Grader

Model	GD655-5
Net hp	218 hp
Operating Weight	38,415 lbs.
Blade Width	14 ft.

To see video about the GD655-5, go to [www.videocpi.com](http://www.videocpi.com)





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## PRODUCT UPDATE

# MORE COMFORTABLE CAB

## Redesigned work platform of the PC160LC-8 helps operators maintain productivity

A common adage in equipment says “a comfortable operator is a more productive operator.” Starting with that nugget of wisdom, Komatsu designed its new PC160LC-8 to foster an environment where operators can thrive.

The PC160LC-8 has a newly designed, larger cab (compared to the Dash-7 model) with excellent sound absorption. Noise-source reduction and a quieter Tier 3 engine, hydraulic equipment and air conditioner make the excavator’s noise level similar to a new automobile. Viscous damper mounting coupled with a highly rigid deck reduces vibration as well.

“There’s more to the equation than just noise and vibration reduction,” noted Product Manager Doug Morris. “The cab is pressurized with automatic air conditioning, an air filter and a higher internal air pressure to minimize the amount of dust that enters the cab. Operators who have used the PC160LC-8 notice right away how much more comfortable it is.”

Operators can set the temperature in the cab using the upgraded LCD monitor panel, which also allows them to set the proper working mode to match conditions. Five modes are available, including an Economy mode for lighter digging and loading, which reduces fuel consumption by 10 percent compared to the Power mode.

### Durable, easy to maintain

No matter the conditions, operators can be confident that the PC160LC-8 will get the job done. Komatsu engineered it with a boom and arms of thick-plate, high-tensile-strength steel. Designed with large cross-sectional areas and generous use of castings, working attachments exhibit long-term durability and high resistance to bending and torsional stress.

“The PC160LC-8 is the largest in what’s considered our light excavator line, but don’t let the word ‘light’ fool you. It has the strength and durability to handle substantial work loads,” said Morris. “At the same time, it’s light enough at less than 40,000 pounds to be easily transported, as well as mobile enough for maneuverability on the jobsite. It’s great in commercial and residential applications.”

Morris said with KOMTRAX as standard equipment, it’s also easy to track and maintain proper service intervals. The radiator, aftercooler and oil cooler are arranged side-by-side for quick cleaning, removal and installation. Maintenance costs are reduced with high-performance filtering materials and long-life oil that extend intervals to 500 hours for engine oil and filter, 1,000 hours for hydraulic filter and 5,000 hours for hydraulic oil. ■

### Brief Specs on Komatsu PC160LC-8 Excavator

Model	Net Hp	Operating Weight	Bucket Capacity
PC160LC-8	115 hp	36,770-37,740 lbs.	0.48-1.24 cu. yd.

The PC160LC-8 has a larger, more comfortable cab, helping keep operators productive longer. It also features an efficient engine, low fuel consumption and is easily transported.

To see video about the PC160LC-8, go to [www.videocpi.com](http://www.videocpi.com)





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## MILESTONES

# MAGIC NUMBER — 930

## Komatsu's legendary "ultra class" truck reaches a historic milestone

In 1996, Komatsu became the first equipment manufacturer to introduce an AC drive system into a large mining truck. In the 14 years since its introduction, Komatsu's 930E electric-drive truck has become the best selling "ultra class" truck in the world.

On March 1, Komatsu celebrated production of the 930th unit of its 930E series, which is designed and built at Komatsu's Peoria Manufacturing Operation in Peoria, Ill.

"The 930E represents Komatsu's genuine passion to see our customers succeed," said Don Lindell, Product Manager for mining trucks. "Based on data from real-world performance, we continue refining the features of the truck to lower the operating cost per ton."

That "real-world" data is gathered from 930Es that are operating around the world — from North and South America to Africa, Asia and Australia. The largest concentration of 930Es is in Chile, which is the world's largest copper-producing country. In fact, the massive Collahuasi copper mine in the mountains of northern Chile has more than 40 930Es, including historic unit number 930.

### A key to Autonomous Haulage System

Because of its technology and reliability, the 930E is often used in remote locations and difficult applications. It is also a key part of Komatsu's Autonomous Haulage System which allows trucks to operate without drivers, thereby improving fuel efficiency, lowering production costs and lengthening truck life.

With a payload capacity of 320 tons (276 cu. yds.), the 930E is Komatsu's second-largest

mining truck, next to the 960E. Depending on the model, it is available with 2,700 or 3,500 gross horsepower (brake power). ■



Employees at Komatsu's Peoria Manufacturing Operations pose with the 930th Komatsu 930E haul truck. All of the 930 trucks were designed and built at the plant.

The Komatsu 930E was the first mining truck with an AC drive system and is the best-selling "ultra class" mining truck in the world.



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## KOMATSU & YOU

# ALWAYS LOOKING FORWARD

## Komatsu Vice President of R&D says making quality products is a never-ending process

**QUESTION:** How does Komatsu start the research and development of a new product?

**ANSWER:** Research and development is a never-ending process. When a new machine is introduced, we're already thinking about how to improve upon it. Of course, when the machine is introduced, we're not automatically working on building the next version of it. We study its attributes and how it's performing in the applications for which it was designed. Then we look for ways to improve upon it, keeping in mind that our goals include improving our customers' costs of moving materials.

**QUESTION:** How much input do customers have in the process?

**ANSWER:** A very significant amount. Our customers are a vital part of the research and development process. After all, they're the ones using the machines, so we value their assessments of our products. In some cases, we start by surveying customers to find out what they want to see in a new machine. We marry that with what our research and development tells us, then set out to build a machine that will offer the productivity and performance our customers want to see. As we do that, we're constantly testing, retesting, and making sure that the machine meets all governmental standards and requirements.

One example is our D51 dozers with the cab-forward and Super Slant nose design. Customers told us that they wanted to be able to move more dirt at a lower cost. They indicated that improved visibility would be a significant step in the process. We took that information and incorporated it into dozers that offer excellent views all around the machine, especially to the blade and material, so the

*Continued . . .*



Ike Mochida, Vice President of North American Research & Development

*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.*

This year marks Ike Mochida's 35th anniversary with Komatsu. He joined the company in 1975 after graduating from Tokyo University with a degree in Mechanical Engineering.

His first duties were designing special applications for small and medium dozers, including safety devices. Eventually, he became responsible for the entire development process of building new dozers and was transferred to the U.S. Technical Center in Chattanooga. Two years ago, he was named Vice President of the North American Research & Development division, overseeing R&D for both technical centers (Chattanooga and Peoria) in North America.

"In the 35 years I've been with Komatsu, the company's aim has never changed," said Mochida. "It's to constantly work to design and build machines that make our customers more productive and efficient. We've done that with their input and our technological advances, which in many cases has improved their per-yard and per-ton costs. I find the process enjoyable."

Mochida also enjoys traveling the U.S., especially areas of wide-open landscape and mountains. He also likes reading and playing golf with his wife Sonoko. The couple has two grown daughters.

# Many resources used in product development

... continued

operator is more productive. Consequently, cost per yard was improved. Komatsu added to that with fuel-efficient Tier 3 engines and lower maintenance costs. The result was an award-winning, technologically advanced dozer that customers rave about. As a result,

Komatsu uses CAD and other technology in the research and development of its new products. "Technology has become an ever-increasing part of our R&D," said Ike Mochida, Vice President of North American R&D. "It streamlines things, but it doesn't replace the most important aspect of our process: customer input and ideas."



Komatsu research and development is incorporated into new products, many of which are built in three North American manufacturing plants. OEM components, such as engines, are an integral part of the process.



The D51 dozer with its cab-forward and Super Slant nose design is a result of input from customers who wanted increased productivity and improved visibility.



we've incorporated the Super Slant design into other dozer sizes.

**QUESTION: What other types of machines in North America is Komatsu focusing its R&D on?**

**ANSWER:** The emphasis in North America is multidimensional. We have three manufacturing plants that produce several machines, not only for the North American market, but globally. The Chattanooga, Tennessee, facility where I am located, produces excavators and articulated trucks. In Newberry, South Carolina, it's wheel loaders and utility machines. The Peoria, Illinois, plant focuses on mining products. Peoria is a "mother" plant, meaning all research, development, manufacturing and production of mining trucks takes place there, as opposed to a piece of the process done here and another done somewhere else. Another part of that is that all components are genuine Komatsu OEM and integrated into the design, which makes for superior quality and reliability. It creates better communication and streamlines our production when everyone involved with producing a particular machine is in the same place.

**QUESTION: How many people are involved in the process?**

**ANSWER:** It depends on the machine, but there are always several individuals working on research and development of a product. We have about 130 people in R&D, but of course they aren't the only ones involved. We work with engineering and manufacturing to assure that when a machine is in development, everyone is on the same page. Having multiple people at work on one project means we can take different views and incorporate them into the design of a better product.

**QUESTION: What's Komatsu working on now?**

**ANSWER:** As I mentioned, it's a never-ending process. Starting next year, Tier 4 engine technology is slated to ramp up, so we're working to ready our machines for that. At the same time, we're working on designs that will ensure our products continue to have more productivity, efficiency and reliability for which those machines have always been known. ■



## INDUSTRY NEWS

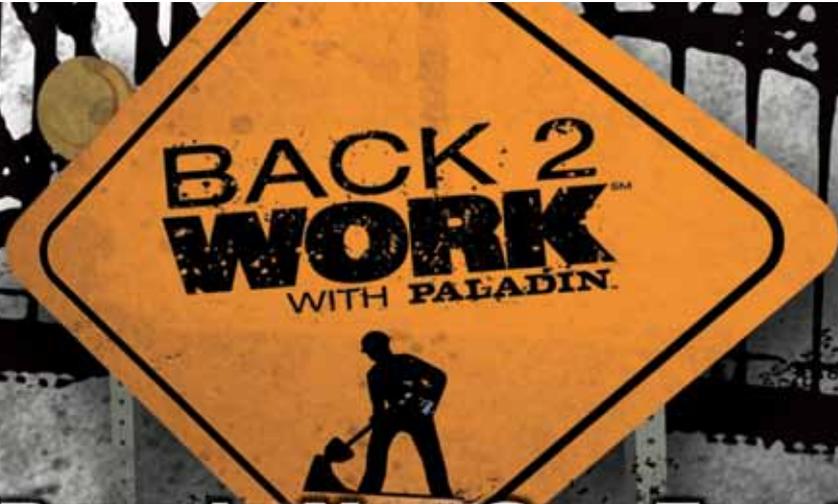
### Court ruling may have implications for general contractors

A ruling in a Mississippi Supreme Court case, *Architex Association, Inc. v. Scottsdale Insurance Co.*, could have an affect on general contractors and their insurers across the country. Architex brought suit against Scottsdale, claiming the insurance company should have paid claims after a hotel chain sought damages against Architex for work a subcontractor did that was later deemed defective.

Scottsdale Insurance denied coverage, despite Architex paying additional premiums for additional coverage that was specifically for covering subcontractors' work. The court ruled that general contractors are covered under commercial general liability policies for subcontractor work found to be defective. That

decision overturned a 2003 ruling in favor of Scottsdale by the U.S. Court of Appeals Fifth Circuit court.

"It has implications for the rest of the country because the policies being written and enforced throughout the U.S. are identical to the policies the Mississippi Court has addressed," said Mike Kennedy, General Counsel of the Associated General Contractors in an *Engineering News-Record* article. The court made it clear that the insurance carriers should be held to the terms of the policies that they choose to write, recognizing that the carriers are free to write their policies differently if they wish to exclude certain coverages." ■



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# EXPO HIGHLIGHTS

## EQUIPMENT ANSWERS

### Roland opens its doors to customers with second annual Business Solutions Expo

Hundreds of equipment users attended Roland Machinery Company's second annual Business Solutions Expo March 24 at Roland's Franksville (Milwaukee), Wis., branch. The Expo was a customer information day designed to provide "real-world" business solutions for equipment users.

All of Roland's major equipment suppliers, including Komatsu and the Wirtgen Group, had equipment displays and representatives on hand to meet with customers and answer any

questions. Many also presented seminars so customers could learn more about the equipment and value-added specialty items like Topcon laser and GPS positioning systems, Rotobec material-handling attachments and Doppstadt grinders and shredders.

"Our goal with the annual Business Solutions Expo is to bring all of our suppliers together in one place at one time as a resource for our customers," said Roland Wisconsin Division General Manager Bob Weier. "The manufacturer

Roland's Wisconsin Division hosted the Business Solutions Expo. The Wisconsin sales team includes (front row) Joe Stangel, Lynda Nitke, Jeff Geier, Mike Hakker, (2nd row) Brian Dragan, Bob Weier, Joe Roemaat, (3rd row) Eric Wisnicky, John Lyon, Tim Ryan and Ben Stanisch.



These customers take a look inside the D51 dozer.

Komatsu Product Manager Rob Warden (left) visits with Brian Otto of the Dodge County Highway Department.



Tim Matthews of Positioning Solutions Company talks to Mike and Mark Hellios of Hellios Construction (Fox Lake, Ill.) about a hand-held positioning device.





Red's Excavating received a symbolic key to the Komatsu PC200 Hybrid excavator, which the Green Bay company will use as part of a nationwide fact-finding demo. (L-R) Roland Sales Rep Joe Stangel, Komatsu Product Manager Armando Najera, Red's Excavating VP Mark Peters, Roland Wis. Div. GM Bob Weier, Red's VP Russ Peters and Roland Machinery President Matt Roland took part in the ceremony.



is the expert on the equipment and how it can be used for maximum benefit and cost-effectiveness. We want our customers to be able to meet with the manufacturer in an easy, convenient and no-pressure environment to get answers to any questions they might have."

Roland served lunch and an early dinner of burgers and brats, as well as gave out hourly door prizes. Equipment on hand included Komatsu's popular D51 dozer; a rebuilt D475 dozer from Komatsu ReMarketing; and Komatsu's newest excavators — the PC350LC-8 and the PC200LC-8 Hybrid, the world's first hybrid hydraulic excavator.

"The Business Expo is a good way for new customers to get to know Roland Machinery and for existing customers to get to know us better," said Roland President Matt Roland. "We appreciate all the people who stopped by and we look forward to helping them with their equipment-related needs in the months and years to come." ■



Attending the Expo from the City of Kenosha were (L-R) Larry LeMay, Bob Potts and Mauro Lenci.



(L-R) Ken Hinz, Town of Waterford; Jim Wolfgram, Town of Linn; and Jim Morris, City of Delavan enjoy the Expo.



(L-R) Mike Gauger and Bob Olson of Globe Contractors (Pewaukee) talk to Roland's Bob Weier.



(L-R) Eric Thoele of LeeBoy is with Brian Najdowski and Steve Woodard from the City of Beloit Public Works Department.



Lunch featured burgers and Wisconsin brats.

Rob Warden of Komatsu conducts a seminar as part of Roland's Business Solutions Expo.





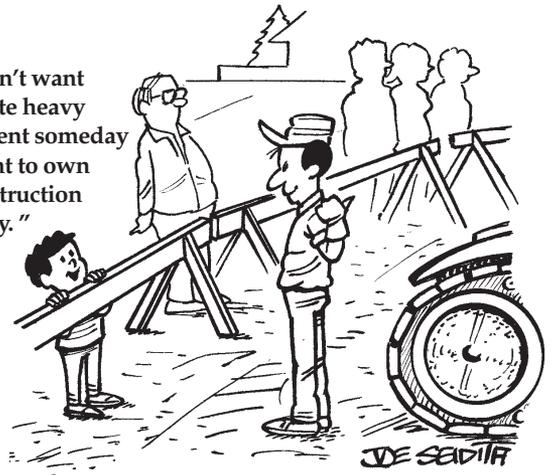
# SIDE TRACKS

## On the light side

"I was buried up to here with paperwork in the office. Thanks for digging me out so I could get back to the jobsite!"



"No, I don't want to operate heavy equipment someday ... I want to own the construction company."



"Maintenance?" ...  
I have a job for you."



## Did you know...

Komatsu was named after the city Komatsu, located in the Ishikawa Prefecture of the Hokuriku region in Japan. The actual name "Komatsu" translates into English as "little pine tree" and, according to legend, dates back to the middle of the Heian period (794-1192 AD). At that time, the monk-emperor Kazan planted a pine sapling during a tour of the Hokuriku region, and the area where it grew came to be called "sono no komatsubara" ("small-pine field with gardens"). This name is said to have been shortened to "Komatsu."

When Komatsu Iron Works separated from Takeuchi Mining Co. in 1921 to become Komatsu Ltd., the first logo that was chosen to represent the newborn company also symbolized this small pine tree. The logo underwent many modifications throughout the years, but remained faithful to its original "small pine tree" look until the late 1990s, when a major change was made and the current lettering was adopted.

Today, the Komatsu logo is a basic design that represents the Komatsu brand. It reflects the Komatsu image of reliability, stability, and strength. The well-balanced sophistication of the logo, the unique design of the letter "T" and the deep, vivid-blue color symbolize a bold corporate character and a leader in technological innovation.

## Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

- TIKJYSOC \_\_\_\_\_
- NSOMISESI \_\_\_\_\_
- CENTIHCINA \_\_\_\_\_
- SOREGUR \_\_\_\_\_
- MIWODETN \_\_\_\_\_
- REQOTU \_\_\_\_\_



## SERVICE EXCELLENCE

# CLEAN SWEEP

## Roland service technicians take first in every category at annual KATC event

Roland service technicians finished first in every category at the annual Komatsu Advanced Technician Competition (KATC) held March 2-4 at Komatsu's Training and Demonstration Center in Cartersville, Georgia. Bridgeton, Mo.-based Technician Perry Zach was the biggest winner, taking top honors in three categories, including claiming National Champion.

This year's KATC format changed, with a preliminary event held in January that qualified winners to return for the finals in March to further compete in each of five categories – Truck, Dozer, Excavator, Loader and Team Machine. Joining Zach at the finals and winning their categories were Matt Maxey (Truck), Craig Stephens (Excavator) and Adam DePeau (Loader). Along with the national championship, Zach took the Dozer and Team categories.

Contestants were judged on several criteria, including proper diagnosis and solutions to "issues" with the machine that were preset by Komatsu personnel, who also served as judges.

"I couldn't be more proud of these guys," said Mike Bond, Trainer for Roland. "To come down here and take first in every category is amazing. It illustrates that the training we do and the experience our technicians have really pays off."

Because each won their respective individual machine categories, they competed against each other for the title of National Champion on the second day of the finals. To determine the winner, technicians had to diagnose predetermined "problems" on the three machines categories they didn't compete in the first day.

*Continued . . .*



Roland service technicians won every individual and team category at the annual Komatsu Advanced Technician Competition. (L-R) National Champion and Dozer winner Perry Zach and other category winners Matt Maxey (Truck), Craig Stephens (Excavator) and Adam DePeau (Loader) show their trophies along with Trainer Mike Bond. Zach and DePeau also took top honors in the Team Machine category. In addition to individual prizes, Roland received a laptop computer for having the National Champion.

Roland Technician Perry Zach poses with the hardware he won as National Champion, including a tool chest filled with tools. He also took first in the Dozer category and teamed up with Adam DePeau for first in the Team Machine competition.



# Training benefits customers

... continued



The Roland duo of Perry Zach (in cab) and Adam DePeau won the Team Machine category, which involved diagnosing and fixing issues on a CD110R crawler carrier. Each also won his respective individual machine category.



The Loader category competition featured a WA250PZ. The winner, Roland Technician Adam DePeau, tests a system with a multimeter.



Competitors had to use all resources available, including computer-based shop manuals, as Roland Technician Matt Maxey demonstrated during the Truck (HD605-7EO) category competition. Maxey won the event.

With a judge looking on, Roland Technician Perry Zach works on fixing two issues on a D39EX-22 dozer during the Dozer category competition at the annual Komatsu Advanced Technician Competition. A perennial KATC contender, Zach won the category, as well as National Champion and Team Competition.

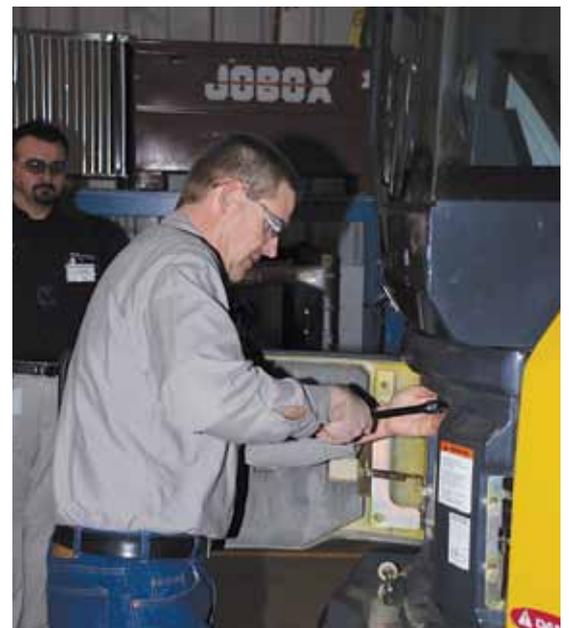


“The competition is a fair representation of what we face in the field on a day-to-day basis,” said Zach, who’s been with Roland Machinery 15 years. “There really is no way to totally prepare for the competition, because going in, we don’t know the cause of the issues. We have to rely on our training and experience.”

## Hours of training help reduce downtime

In addition to their individual achievements, Zach and DePeau teamed up to take the Team Machine category. Representing the Central Region, the pair competed against other teams on the final day of the competition when they had to diagnose and fix issues on a CD110R crawler carrier.

“Our technicians spend quite a few hours a year in direct and online computer-based training, which benefits them in the competition,” said Bond. “But, more important, are the benefits to our customers when they call on us for service. This shows our technicians are well prepared to quickly work with customers to diagnose and fix issues with minimal downtime.” ■



Technician Craig Stephens removes bolts to get at an issue with a PC35MR-3 during the Excavator category competition at KATC. Stephens won the event.



## USED EQUIPMENT SPECIALS OF THE MONTH

Make/Model	Year	Hours	Price	Location
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### ARTICULATED HAUL TRUCKS

Volvo A35C	'01	5,116	\$96,500	Schofield, WI
Moxy MT30	'95	8,828	\$37,500	Portage, IN
Komatsu CD60R-1A	'99	2,597	\$59,500	Columbia, MO

### EXCAVATORS

Komatsu PC78MR-6	'04	3,327	\$39,500	Bolingbrook, IL
Komatsu PC150LC-6	'98	9,246	\$39,500	Franksville, WI
Komatsu PC200LC-7	'05	3,921	\$82,500	Schofield, WI
Komatsu PC200LC-7	'05	3,186	\$82,500	Springfield, IL
Komatsu PC200LC-7	'04	5,418	\$68,500	Schofield, WI
Komatsu PC228UCLC-3	'01	4,587	\$75,500	Franksville, WI
Komatsu PC400LC-6	'03	3,648	\$155,000	Springfield, IL
Komatsu PC400LC-7	'06	2,554	\$199,500	Marengo, IL
Cat 311B	'96	4,080	\$27,500	Marengo, IL
Hitachi EX400LC-3	'96	14,173	\$36,500	De Pere, WI

### COMPACTION, MILLING & PAVING

Hyster Roller C747B	'01	3,498	\$14,500	Springfield, IL
Hyster Roller C747B	'06	2,412	\$14,500	Portage, IN
LeeBoy 8500	'96	2,837	\$22,500	Bridgeton, MO
LeeBoy 8500	'97	3,000	\$14,500	Bridgeton, MO
LeeBoy 8500LD	'04	2,739	\$26,500	Bridgeton, MO
IR DD24 Roller	'04	2,151	\$15,000	Bolingbrook, IL
IR SD105DX Compactor	'03	1,487	\$54,500	Franksville, WI
Rosco TRUPAC915	'05	481	\$35,000	Cape Girardeau, MO

### DOZERS

Cat D5C	'01	4,500	\$42,500	De Pere, WI
Deere 550GLGP	'96	4,861	\$29,500	De Pere, WI

Make/Model	Year	Hours	Price	Location
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Deere 550GLGP	'98	9,415	\$21,500	De Pere, WI
Deere 650G/LGP	'97	2,760	Call	Escanaba, WI
Komatsu D31E-20	'99	2,741	\$29,500	Escanaba, WI
Komatsu D31PX-21	'06	561	\$46,500	Eau Claire, WI
(2) Komatsu D475A-5	'04	REBUILT	Call	Franksville, WI

### FORESTRY

Deere 1010D Forwarder			\$170,000	Escanaba, MI
Fabrek FT-133 Harvester	'00	9,228	\$90,000	Schofield, WI
Timbco 415D	'01	11,056	\$135,000	Schofield, WI
Valmet 546F	'91		\$35,000	Eau Claire, WI
Timbco 416D/Slingshot	'00		\$48,000	Escanaba, MI
Deere 490E/Fabtek Head	'96		\$30,000	Escanaba, MI
Timberjack 608/Waratah	'98		\$49,000	Escanaba, MI

### SKID STEERS

Gehl 7810	'04	1,517	\$21,500	Springfield, IL
Takeuchi TL150	'05	2,336	\$21,500	Bridgeton, MO

### WHEEL LOADERS

Komatsu WA150-5	'05	7,551	CALL	Deforest, WI
(3) Komatsu WA250-5L	'08	>630	CALL	Franksville, WI
Komatsu WA250-5L	'05	2,834	\$78,500	Franksville, WI
(2) Komatsu WA250-6	'09	>515	\$102,500	Franksville, WI
Deere 544H	'00	5,821	\$56,500	Franksville, WI
Deere 544G	'97	7,921	\$38,500	Escanaba, MI
Dresser 530	'78		\$12,500	DeForest, WI

### TRAILERS

Interstate G46TDL	'04	1,000 mi.	\$15,500	Schofield, WI
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