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## BERGER EXCAVATING

Second generation leads this northern Chicago-area earthmoving firm into new territory

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Julie Berger-Chamberlin,  
President

Kyle Berger,  
Estimator/Project Manager



## ALTER TRADING CORPORATION

Century-old, metal-recycling firm keeps up with the times and grows into industry leader

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Jay Robinovitz,  
Senior VP and COO



## A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Innovation  
that exceeds  
expectations**



Dear Valued Customer:

Innovation is key to leading the way in the marketplace, and we believe no other manufacturer is as innovative as Komatsu. With each new emission standard, Komatsu sets the bar by not only meeting it, but exceeding expectations by designing machines that, in most cases, are also more productive and more fuel-efficient.

In this issue of your *Industry Scoop* magazine, several machines are highlighted to illustrate Komatsu's construction ingenuity and its purpose-built machinery. We believe you will be impressed. However, it's not only machine innovation that makes an impression.

Komatsu was the first manufacturer to offer a hybrid excavator and the first to offer machine-monitoring technology as complimentary on new machine purchases. It was also the first to provide complimentary scheduled maintenance — the Komatsu CARE program — on new Tier 4 Interim purchases. Our skilled technicians do all the work, using genuine parts and fluids.

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Roland Machinery is determined to be your single source when it comes to equipment. If there's anything we can do for you, please don't hesitate to call or stop by one of our branch locations.

Sincerely,  
ROLAND MACHINERY CO.

Matthew L. Roland  
President

# Industry Scoop



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# BERGER EXCAVATING

## Second generation leads this northern Chicago-area earthmoving firm into new territory



Julie  
Berger-Chamberlin,  
President



Kyle Berger,  
Estimator/Project  
Manager

Located in the northern Chicago-area suburb of Wauconda, Ill., Berger Excavating has a large equipment fleet, including about 30 Komatsu hydraulic excavators.

Berger Excavating is widely recognized as one of the leading earthmoving, site-development and underground utility contractors in the Chicago area. But there was little to indicate that would be the case back when Dale Berger started the company in 1975. At that time, the former school teacher was simply looking for a better way to provide for his family because he and his wife were about to welcome their first child into the world.

Today, that child, Julie Berger-Chamberlin, is President of Berger Excavating and her younger brother, Kyle Berger, is Estimator/Project Manager.

"The funny thing is, I don't know that either of us ever intended to work here beyond high school," said Julie, who has marketing and finance degrees, as well as an MBA. "In 1999, I accepted a job offer in New York as a financial analyst, but before leaving, I asked my dad what he thought about me coming to work for him. To this day, I don't know what was going through my mind, but he said he'd love it, so I started the next Monday."

Although a woman in construction is something of a rarity, this was not Julie's first job in the industry. In high school, she had her own business, Julie's Top Soil. "I could run a track loader and a backhoe, so I bought a pulverizer to make top soil," she recalled.

"All my girlfriends were at the beach or at the mall while I was out working in the dirt. But I wasn't planning a career. It was just a summer job to make money for college."

Kyle on the other hand, always expected to be in construction.

"I worked here summers, then I went to college and earned a degree in construction management. I was set to go to work for one of the nation's largest contracting firms, when my father asked me to come to work here. My original thought was to get experience working for that other company, then maybe come back here someday. But Dad said he and Julie needed me to come on board right away. I did, and it's worked out very well."

Dale Berger continues to be heavily involved at Berger Excavating in an unofficial capacity, and has turned most day-to-day activities over to a trusted management team headed by Julie and Kyle. Other key personnel include Dirt Superintendent Pat McCormick, Civil Superintendent Dennis Brady, and Senior Project Managers Bob Murphy and Chris Aspegren.

### Signature jobs

At one time, Berger Excavating, headquartered in Wauconda, worked exclusively in the northern Chicago suburbs, but in recent years, the company has done many jobs in downtown Chicago as well.

"Dad preferred staying close to home, but recently, as private residential work has dried up, we've gone into the city a number of times," noted Julie. "We've enjoyed being involved in some high-profile jobs there."

Those jobs include work at Loyola University, as well as foundation and underground utility work for a brand-new hospital just off Michigan Avenue. Formerly known as Children's





Berger Excavating's Komatsu excavators range in size from a PC100 up to a PC650 and include this PC300 (above) and PC308 (left). "Komatsu excavators are smooth, powerful, and reliable," said Project Manager Kyle Berger. "We rarely have any problems with them."

Memorial, it will now be the Ann and Robert Lurie Children's Hospital of Chicago.

"That job made us feel good on a number of levels," Julie observed. "Number one, it's for a great cause. But beyond that, it was a challenging job, which makes successful completion very rewarding. We take a great deal of pride in our ability to do work like that."

Despite the forays downtown, Berger Excavating's bread and butter remains in the northeastern Illinois counties of Lake and McHenry. Late last year, the company completed a \$15 million, four-lane reconstruction of Route 45 in Grayslake.

### **"Peace of mind" with Komatsu excavators**

To do that type of work successfully, Berger Excavating has a large fleet of equipment, including 30 or more hydraulic excavators.

"We use Komatsu excavators almost exclusively," reported Kyle Berger. "We get our operators involved in the decision-making process and they love Komatsu excavators. They like the speed, the smoothness and the power. And our mechanics like the Komatsus, too."

"But the single biggest factor for us in buying Komatsu excavators is peace of

mind because we rarely have any problems with them," he continued. "Maintenance and repair work is minimal. We change the oil and that's about it. The reliability and longevity are amazing — our Komatsu excavators just run and run and run. We rarely get rid of any equipment. Some of our excavators may not look that great anymore, but they all still work."

The Berger excavator fleet includes a wide range of sizes, from a Komatsu PC100 up to a Komatsu PC650, with numerous tight-tail-swing units, such as PC228s and a PC308. "We're often on sites where there's not much room and we're right up against a wall," said Kyle. "Being able to work while staying within the tracks is really beneficial on those jobs."

The company also owns a Wirtgen W 1900 milling machine. "The ability to recycle material on a road job is a big deal," said Kyle. "Our Wirtgen W 1900 lets us do that. Down the road,

*Continued . . .*



# Berger Excavating: a stand-up, can-do company

... continued

we'll probably need a larger model, but it still does an excellent job for us."

Berger Excavating has its own shop and mechanics and is able to handle most maintenance and repairs in-house. "But we rely on Roland for parts and service work that's over our heads, and they do a great job for us," attested Kyle. "They have branches all around us, which we appreciate. And we always know that we can count on our Roland Sales Rep John Ross to help us out with anything."

## Technology and Safety

Technology is key for Berger Excavating. The company was an early adopter of GPS grading. They also put a scale system on their Komatsu PC300 excavator for truck loading.

"Sometimes we have big haul-off jobs where trucks may have to go on highways for fairly long distances," said Julie. "At \$5,000 per ticket, fines for overloads are substantial. But an even bigger cost is if we underload, let's say by a yard per truck. It may not sound like much, but on

a big job the extra cost of running trucks less than full can easily be in the tens of thousands of dollars. Our scale system ensures that we maximize each truckload without going over."

The company also emphasizes safety.

"To get on a downtown hospital job, a contractor has to demonstrate a commitment to safety," said Julie. "At Berger, we *are* committed to it. All our foremen have OSHA-certified training. During the winter, we offer at least a week, and sometimes two weeks, of nonstop safety classes and open them up to everybody in the company. We conduct toolbox talks out on the job. We try to impress upon all employees that they're responsible for one another, and I think they've all bought into that."

## Growth through the years

Berger Excavating has experienced substantial growth through the years. Back in the beginning, it was just Dale. Then he hired his brother and another worker. When Julie came on board in 1999, the company employed about 65 people. It grew to about 180 by 2006. Today, employment is at about 110.

"It's obviously a different environment than five years ago," said Julie. "Today, we do roads, hospitals, schools — that type of work. True private work, such as residential subdivisions, has virtually disappeared so it's just not really a growth environment right now. We've worked hard to maintain a work load and keep on as many employees as we can.

"I think we're all hopeful that the economy will pick up in the years to come," she added. "In the meantime, we're going to keep doing what we do. I think our reputation is as a stand-up, can-do company. We treat everybody fairly and honestly. We do what we say we're going to do. We stand behind our work. With longtime customers, we still do things on a handshake.

"I think for Kyle and me, as the second generation, our goal is to continue to build on what Dad started," Julie continued. "No one in the family lives extravagantly. We put everything back into the business because it's our livelihood. We could all be doing other things, but we're here because we love this business and we want to see it succeed — for us and our employees — for many years to come." ■

The Berger Excavating management team includes (L-R) Chris Aspegren, Pat McCormick, Bob Murphy, Julie Berger-Chamberlin, Dennis Brady and Kyle Berger, all shown here with Roland Sales Rep John Ross.



Berger Excavating tends to keep its equipment a long time, rarely trading anything in. "That's one of the reasons we like Komatsu excavators," said Kyle Berger. "They run and run and run."



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# ALTER TRADING CORPORATION

## Century-old, metal-recycling firm keeps up with the times and grows into industry leader



Jay Robinovitz,  
Senior VP and COO

Founded more than a century ago from one scrap yard in Davenport, Iowa, Alter Trading Corporation has grown into one of the leading metal-recycling firms in the United States. Today, the fourth-generation family business processes more than 3.6 million gross tons of ferrous and more than a quarter-million pounds of nonferrous material annually. It employs about 1,100 people at 39 processing facilities in nine states.

Headed by President and CEO Robert S. Goldstein, whose great-grandfather, Frank Alter, started the company, Alter Trading is one of the leading recycling firms in the nation and remains privately owned.

"I believe that's significant," said Alter Trading Senior VP and COO Jay Robinovitz, who's seen both sides. "My family runs a small scrap operation in New England. I grew up doing that, then I left home to work for one of the large, publicly traded, recycling companies on the

West Coast. I was there for 18 years before Rob Goldstein recruited me to come to Alter in 2009.

"Although all companies in this industry have to meet certain requirements and standards, I prefer the attitude and mind-set of family-operated, private companies like Alter," Robinovitz noted. "To my way of thinking, it's much more customer- and relationship-oriented. To quote Rob Goldstein, 'We run a family business. You take care of my family, and I will take care of yours.'"

Alter Trading gets its scrap metal from large industrial sources as well as small businesses, vendors and the general public.

"We get about half of our material from industrial customers and the rest from a variety of other sources," noted Robinovitz. "We try to treat everybody with the same level of courtesy and respect, whether it's a large industrial customer or a small peddler with a cart. In fact, the guys with a pickup who come in every day are in many ways the backbone of our business."

After processing, Alter sells its ferrous material to steel producers, domestically and abroad. Nonferrous scrap, such as copper, aluminum, stainless steel and other metals, which the company recovers through ever-evolving, high-tech processes, typically goes to foundries and manufacturers around the globe. The scrap industry plays a vital role in the world's recycling and reuse of many commodities.

"We're very proud of the quality of our product," Robinovitz stated. "We're ISO-certified, which is the industry seal of approval regarding processes. Some people think all recycled scrap is the same, but we don't. We work hard to ensure our customers get a consistent product that always meets specifications."

From its headquarters in St. Louis, Alter Trading oversees the activities of 39 processing facilities in nine states.





## Quality product and service

Alter's emphasis on quality has served it well through the years.

"We believe our product is second-to-none, but quality also relates to the way we do business," said Robinovitz. "We've been able to establish longlasting relationships largely because of the customer service we provide. We try to always act professionally and hold to a set of values that dates back to the company's early days. It's why we have customers who've been with us 70 years or more. That type of loyalty allows us to better withstand the ups and downs of the economy over the long term, and is a real source of pride for us."

People deliver customer service, and Alter believes its people are among the best in the industry.

"Our employees are the heart and soul of Alter's success," acknowledged Robinovitz. "The Goldstein family has fostered a very positive work environment where people are respected and treated well. Because of that, the company attracts top talent, and those people tend to stay. We have many employees who've been here 30 to 40 years. They start their careers here and retire from here. Our customers see the same employees every day. It makes for a well-oiled operation and creates a strong company spirit that drives our business."



Alter Trading owns a number of new SENNEBOGEN 840D material handlers, including three at the company's scrap-processing facility in Green Bay, Wis. "One of the best things about the SENNEBOGENs is their fuel efficiency," said Maintenance Leadman Andy Doersch. "They use about a gallon less fuel per hour than the top competitor. Throughout the life of the machine, that's a nearly \$100,000 savings."

Although Alter's headquarters today are in St. Louis, most of its plants are in the Upper Midwest (Wisconsin, Iowa, Minnesota, Nebraska, Illinois and Michigan). In addition, the company also has two processing facilities in Mississippi and one in Alabama.

"Through the years, Alter has expanded by starting up new facilities and by acquiring existing ones," Robinovitz explained. "Our northern locations are a result of our history — it's where Alter got its start. Alter expanded to

*Continued . . .*



# Alter Trading gears up for the next 100 years

... continued



Andy Doersch,  
Green Bay  
Maintenance  
Leadman

the south at the request of a good customer. We're very proud that we're considered such a valued supplier that a customer asked us to follow them into a new market. I think that speaks volumes to the type of company, and type of partner, we are."

## SENNEBOGEN material handlers

To operate its plants, Alter has a large, mobile-equipment fleet that includes several dozen SENNEBOGEN material handlers, with more to come.

"We've had SENNEBOGENs for a number of years and frankly, the previous generation had an engine that gave us problems," said Robinovitz. "What impressed us was the way SENNEBOGEN responded to the issue. Rather than say, 'Tough luck, they're out of warranty,' SENNEBOGEN wanted a satisfied customer. So they made it easy for us to get into the next-generation machine, which has a better-performing engine that addressed the issue. In other words, they reacted like we do. They put the customer first."

Alter operates a large, scrap-processing facility in Green Bay, Wis., where it uses three of the company's new SENNEBOGEN 840D material handlers.

"The difference between the new 840D and the previous unit is night and day," reported Andy Doersch, Alter's Maintenance Leadman in Green Bay. "SENNEBOGEN improved the hydraulics, which made it quicker, and our operators appreciate the upgraded cab. Most significant to us however, was the engine change. Of the new machines, the oldest now has 2,500 hours on it and we've had no engine problems."

The Alter Trading plant in Green Bay also has a Komatsu PC400 with a shear to tear apart railroad cars and break down other large items.



In addition to better reliability, Doersch says the new SENNEBOGENs deliver outstanding fuel economy.

"At Alter, we track everything and we're very conscientious about it. We don't want to guess, we want to know where we're getting the best return on investment, and fuel economy is an important factor affecting that return. We've found our new SENNEBOGEN 840Ds use about a gallon less fuel per hour than comparable-size machines.

"What does that mean in dollars and cents?" asked Doersch. "Our goal is to get at least 28,000 hours out of a material handler over its life. That includes a substantial rebuild at about 18,000 to 20,000 hours. At \$3.50 per gallon, the fuel savings of our SENNEBOGENs will be worth about \$98,000 over the life of the machine — an amount that will pay for the rebuild. So yes, that gallon per hour is very significant to us."

"Beyond the machine improvements, another thing in SENNEBOGEN's favor is strong dealerships, like Roland Machinery," said Robinovitz. "That's important to us. The dealer is the face of the manufacturer at the local level, and we consider Roland Machinery, along with Product Manager Mike Myslicki, as an excellent partner for Alter Trading Corporation."

## Continued growth expected

Looking to the future, Robinovitz says he's cautiously optimistic about what lies ahead, both for the recycling industry in general and for Alter Trading specifically.

"The U.S. economy seems to be picking up and we're certainly hopeful that will continue. We're fairly confident that the strain on commodities is not going to go away. There's no way to sustain worldwide growth from virgin materials alone, which means we're going to have to do a better job of reusing products — recycling will be a key part of a growing world.

"So we believe the industry will grow and we intend to grow right along with it. We'll continue to look for opportunities where we believe we can be successful. We're investing back in our people, our equipment and our facilities to be ready, not just for the next decade, but the next century. But of course, that's nothing new at Alter. We've been around for more than a hundred years, so we're accustomed to thinking long term." ■

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# WINNING COMBINATION

## Komatsu's PC390LC-10 provides efficiency, stability in tough applications



Brian Yureskes,  
Product Marketing  
Manager, Excavators

There are times when you need a heavy-duty machine to get the job done, but you don't want to sacrifice fuel efficiency. Komatsu's new PC390LC-10 excavator fills that role by combining the horsepower and economy of its PC360LC-10 with the more robust undercarriage of a PC450LC-8.

While the horsepower is the same as the PC360, the PC390LC-10 provides additional operating weight for better lift capacity (up to 20 percent) and improved lateral stability in applications that require long arms or heavy lifting at maximum reach. Heavy-duty boom and arm designs with thick plates of high-strength steel, along with one-piece castings in the boom foot and tip and arm tip, provide long-term durability and strong resistance to bending and torsional stress.

The PC390LC-10 has two boom mode settings: Smooth Boom mode provides easy operation for gathering blasted rock or when scraping down walls, and Power Boom, which provides increased pushing force for improved digging in applications such as ditching in hard ground.

The PC390LC-10 builds upon previous heavy-duty excavators to provide a Tier 4 Interim machine that handles tough applications while remaining fuel efficient with lower emissions.

"For many years, users in tough applications — digging in hard soils or lifting at maximum reach, for instance — have relied on our heavy-duty machines such as the PC300HD and the PC350HD models," stated Brian Yureskes, Product Marketing Manager, Excavators. "The PC390LC-10 builds upon those proven platforms and enhances them with key features that make it more productive and efficient than previous models."

Efficiency starts with the Tier 4 Interim engine, featuring an advanced electronic control system that manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance. A Komatsu Variable Geometry Turbocharger and Exhaust Gas Recirculation Valve provide more precise system function, air management and longer component life.

### Better drawbar pull

Exclusive Komatsu major hydraulic components, including pumps, motors and valves, work together to further increase efficiency. The integrated design is part of the closed center load sensing system that uses variable speed matching, which allows the engine speed to adjust based on hydraulic pump output.

"The system matches the engine and hydraulics to the load condition, providing greater efficiency because the machine is not running at maximum output for a lighter load," explained Yureskes. "We've also improved the main valve and hydraulic circuit to reduce hydraulic loss. That increases efficiency and lowers fuel consumption by up to 10 percent compared to a PC350HD-8, which the PC390LC-10 replaces."

While the PC390LC-10 engine is the same as a PC360, its bigger undercarriage has larger final drives that provide up to 13 percent more drawbar





#### Brief Specs on the Komatsu PC390LC-10

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC390LC-10	257 hp	86,998-89,071 lbs.	0.89-2.91 cu. yds.

Komatsu's PC390LC-10 combines the horsepower and efficiency of a PC360 and the robust undercarriage of a PC450, providing excellent lateral stability in applications that require long arms or heavy lifting at maximum reach.

pull. Larger size-class components add reliability and longer life, and other reliability and longevity features include sealed-grease tracks and a sloped track frame that minimizes soil accumulation.

"The sloped track frame also allows for easier mud removal, and the sealed tracks mean longer life," explained Yureskes. "They are among the many features in our newer machines designed to minimize maintenance downtime and improve longevity. Also, metal ring guards on the hydraulic cylinders, face-to-face O-rings that securely seal hydraulic hose connections, and all work-equipment bushing lubrication intervals are now at 500 hours, with the exception of the arm tip and bucket linkage."

#### Reduced maintenance costs

In addition to longer component life, Komatsu increased uptime with long service intervals. Using high-performance filters and oils, engine oil and filter replacement are at 500 hours, hydraulic oil filter at 1,000 hours and hydraulic oil at 5,000 hours. Engine maintenance is easier with a new work platform on the upper structure, where Komatsu also installed handrails.

"Of course, we've reduced the owner's maintenance costs with our Komatsu CARE program that's standard on all Tier 4 Interim

machines," emphasized Yureskes. "It provides complimentary scheduled maintenance performed by skilled technicians for three years or 2,000 hours, whichever comes first. Komatsu CARE is designed to reduce ownership costs, while maintaining maximum uptime."

#### Met the challenge

Also complimentary is Komatsu's KOMTRAX remote machine-monitoring system that allows owners to track critical machine information, such as hours, location, maintenance notifications and machine utilization, through a secure Web site. Further information is provided on the PC390LC-10's large, high-resolution monitor panel, which alerts operators on ways to improve efficiency and lower fuel consumption using Eco Guidance.

"The monitor panel is easy to use and conveniently located in the spacious cab that's designed to maximize operator comfort," noted Yureskes, also pointing out the new, heated, air-suspension, high-back seat in the PC390LC-10. "We took the challenge of producing a machine that meets the Tier 4 Interim standards, which reduce emissions, and does so in a cost-effective way that provides added value to owners and operators who need efficiency in a more robust machine. The PC390LC-10 delivers." ■

# IMPROVED EFFICIENCY

## SmartLoader Logic means real fuel savings with new WA500-7 wheel loader



Rob Warden,  
Product Manager

Wheel loaders often require different amounts of torque throughout the course of a day. For example, they may need high torque for V-cycle loading, but minimal torque for traveling with an empty bucket. Komatsu's new WA500-7 with SmartLoader Logic automatically compensates for the difference to provide the optimal amount of torque based on the need.

"SmartLoader Logic uses data from sensors to control the engine torque," explained Product Manager Rob Warden. "It functions automatically, so the end result is fuel savings of up to 7 percent, compared to the Dash-6 model, while maintaining performance and production. Combine the fuel savings with the machine's already-high level of production, and per-yard and per-ton costs are reduced."

SmartLoader Logic isn't the only savings feature of the Tier 4 Interim WA500-7, which provides as standard, a large-capacity torque converter. It provides better productivity in V-cycle loading applications because the increased tractive effort does not require full throttle. The large-capacity torque converter improves hill-climbing ability, allowing the loader to upshift faster and achieve higher gear ranges and travel speeds when working in load-and-carry applications. The torque converter's lockup function activates in second, third and fourth gears for a maximum travel speed of more than 23 miles per hour.

### Ergonomic cab

Komatsu enhanced operator comfort with a redesigned dashboard and cab that include lower front glass for improved forward visibility. From the cab, operators can set the bucket cutting-edge level and dump-height positioner with the push of a button. They can also set the working mode, the hydraulic, auto-reversing fan and get Eco Guidance that offers fuel-saving tips via the large, seven-inch monitor panel.

"The new operator's cab is more ergonomic for increased comfort. The machine also features a rearview monitoring system with a separate LCD monitor as standard equipment," noted Warden. "With our complimentary Komatsu CARE program, all factory-scheduled maintenance is covered for the first 2,000 hours or three years, whichever comes first. In addition, two complimentary Komatsu Diesel Particulate Filter (KDPF) exchange units are included for the first five years or 9,000 hours. These services lower owning and operating costs for customers." ■

### Brief Specs on the Komatsu WA500-7 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA500-7	353 hp	74,626-75,453	6.8-8.2 cu. yds.

SmartLoader Logic automatically provides the optimal amount of torque based on need, reducing fuel consumption, compared to its predecessor, by up to 7 percent in the new WA500-7.



# LOADERS

From Komatsu - The Loader Experts



The WA380-7 Tier 4 Interim Wheel Loader is a class leading performer with improvements in production, fuel efficiency, operator comfort and serviceability.

- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.
- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

# KOMATSU®



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# D65-17 WASTE-HANDLER DOZERS

## Tier 4 Interim machines help landfills move more trash at a lower cost



**Bruce Boebel,**  
Product Manager,  
Dozers

The productive and efficient features of Komatsu's D65-17 Tier 4 Interim dozers are also available in purpose-built landfill packages designed to move trash more economically than ever before. Like the construction models after which they're patterned, landfill dozers come in three models, EX (standard track), WX (wide track) and PX (low-ground-pressure track).

"We have waste-handler configurations to meet various applications," said Bruce Boebel, Product Manager, Dozers. "Common among them are features designed to reduce debris entry, making the dozers easier to clean and service, which results in increased productivity."

Such features include a belly-guard seal kit that reduces the amount of material entering the engine compartment, and a tank-guard group made of thick guarding to protect rear

tanks. Both the belly and tank guarding have easy access, which simplifies cleaning.

Quick-opening, two-piece, radiator-guard doors provide easy access to the standard wide-core radiator for cleaning. A computer-controlled fan automatically reverses to keep the radiator and oil cooler clean, allowing the operator to concentrate on productivity. The operator can manually reverse the fan if desired.

Meanwhile, the operator stays comfortable, thanks to a large, quiet, pressurized cab that provides excellent all-around visibility and standard, rearview monitoring system. A new, heated, air-ride seat offers additional comfort for increased productivity.

### Blade options

With the choice of Komatsu's patented SIGMA blade, a power-angle-tilt blade or a straight-tilt blade, waste handlers can maximize productivity by matching the blade to their particular needs. Each blade comes with a trash rack that keeps material away from the front of the dozer.

"We know that many waste-handling operations work around the clock, so we kept the cab-mounted lights and moved the hood-mounted work lights to the top of the blade cylinders. Then, we placed an additional work light on each cylinder, for better night visibility," Boebel pointed out. "These productive features, when combined with our more efficient Tier 4 Interim engines, move more trash at a lower cost. We further reduced costs by offering complimentary scheduled maintenance through our Komatsu CARE program for the first three years or 2,000 hours, whichever comes first." ■



Komatsu's D65-17 waste-handler dozers are purpose-built with added guarding for working in tough conditions such as landfills. Blade options include SIGMA, power-angle-tilt and straight-tilt to match the user's need and maximize productivity.

# D65-17

From Komatsu – The Dozer Experts



Komatsu has once again made a great machine even better. The new D65-17 increases productivity and operator comfort while lowering operating costs. All designed to improve your bottom line.

- Efficient Komatsu Tier 4 Interim engine and automatic shift transmission with lockup torque converter maximize productivity while saving fuel.
- PLUS (long life) undercarriage is standard, further reducing our already low operating costs.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

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# A WELL-ROUNDED LEADER

## Rod Schrader steps into CEO/Vice Chairman role for Komatsu America

**QUESTION:** What are your responsibilities as CEO/ Vice Chairman of Komatsu America?

**ANSWER:** There are several elements that make up Komatsu America, including our construction and utility division, mining division, parts division and forestry and forklift divisions. My responsibilities include all functions that fit across those groups, as well as the nuts and bolts of our financial results. One key role I see is as a collaborator who's making sure our organization is working together for the common cause of serving our customers. Throughout the company, no matter what role they play, the thought I want at the top of everyone's mind every day is, "What are we doing today to serve our customers?"

**QUESTION:** You've held several leadership positions with Komatsu. How has that prepared you for your current role as CEO?

**ANSWER:** Very well. Each position has its own uniqueness, so having served in construction, mining and utility gives me a well-rounded background in all aspects of the company. Those perspectives are a good foundation from which to work. One common aspect of the various positions I've held includes talking with and listening to customers. I have a very good understanding of where they're coming from, what challenges they face and what will help them be more productive and profitable. We take that knowledge and use it to build better machinery that's more reliable and efficient.

**QUESTION:** What do you believe are Komatsu's strengths?

**ANSWER:** One major strength is our distributor network, which provides our customers with equipment, parts and service

*Continued . . .*



[www.RolandIndustryScoop.com](http://www.RolandIndustryScoop.com)



**Rod Schrader,**  
CEO/Vice Chairman

*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.*

Walk into Rod Schrader's office and one of the first things you'll notice is a plaque that reads, "Good News is No News, Bad News is Good News, No News is Bad News." Schrader, Komatsu America's new CEO/Vice Chairman, says the phrase is very relevant to the company's success.

"What it boils down to is listening to the customer," said Schrader, who moved into his new position April 1. "The second two lines are the most profound for me. Bad news is good, because if we know the bad, we can find the root causes and put actions into place to fix it. I encourage our employees and customers to present us with the bad news. The third line, 'No News is Bad News,' suggests we're not hearing the voice of the customer. We're either not out there listening to or communicating with them. Going to customers' workplaces to listen and see the facts, enables us to provide solutions to improve our customers' operations."

Schrader has spent a good deal of time listening to customers during his 25 years with Komatsu, the past seven as Executive Vice President/General Manager of Komatsu America's Mining Division. He's also been a product manager, Director of Marketing, Vice President of Product Marketing and President of Komatsu Utility Corporation. He's been a member of the Komatsu America Corporate Board since July 2010.

"I've seen all sides, so to speak," said Schrader, an Illinois native. "What's common throughout is that Komatsu cares about the customer, whether it's a guy with a mini excavator digging utility lines or a large mining company with a fleet of our largest trucks. My goal is for Komatsu to be known as the best in the equipment industry when it comes to serving the customer."

Schrader and his wife, Kim, have three children (twins Hannah and Logan who are freshmen in college and Connor, who's still in high school). He enjoys golf, yard work and jogging.

# Komatsu — innovative and always striving to improve

... continued

support from trained personnel. We believe we have the best in the business, and my goal is to continue to provide them with the support they need to grow their business, train their people and offer the tools they need to be most effective at serving customers in their markets.

Another is being an innovative leader in equipment and product support. For example, we were the first to manufacture a hybrid machine, now in its second generation,



At Komatsu, customer input is one important aspect of improving products, as well as parts and service capabilities, according to CEO/Vice Chairman Rod Schrader. He encourages customers to visit Komatsu manufacturing plants and provide feedback.

Komatsu CEO/Vice Chairman Rod Schrader says products and service, such as Tier 4 Interim excavators and trucks with KOMTRAX 4.0 and Komatsu CARE, are why Komatsu is an innovative leader in productive, reliable and efficient equipment.



before any other manufacturer commercially introduced its first. Our Tier 4 Interim machines have been very well-received because we not only met the standards, but did so with more productive and efficient machines. Along with that, we're the first to offer complimentary service with our Komatsu CARE program on those Tier 4 Interim machines. We were the first manufacturer to offer free machine monitoring with our KOMTRAX system. Items such as those add value that can lead to better per-yard costs, less fuel usage and more profit.

Finally, we're always striving to improve. For the past several years, we've collected a large volume of data through KOMTRAX. For the most part, we've been reactive in using it. Now, we're more proactive by taking that information and using it two ways: to help our customers identify ways to better utilize their machinery, save fuel and plan for scheduled maintenance; and for our distributors to better stock their parts inventory and contact customers to schedule services.

**QUESTION: What do the markets look like today?**

**ANSWER:** The trends continue to go up and strengthen. Mining remained fairly strong, even during the worst of the recession, and we believe that's going to continue for some time. From a construction standpoint, we saw an increase in year-over-year sales during our previous fiscal year, which indicates a recovery. We're optimistic that this year will be even better. ■



Helping customers understand how to better utilize their machinery is one aspect of Komatsu's support. CEO/Vice Chairman Rod Schrader says data collected through KOMTRAX offers ways to decrease fuel usage and idle time as well as use equipment in the most efficient mode for the task at hand.

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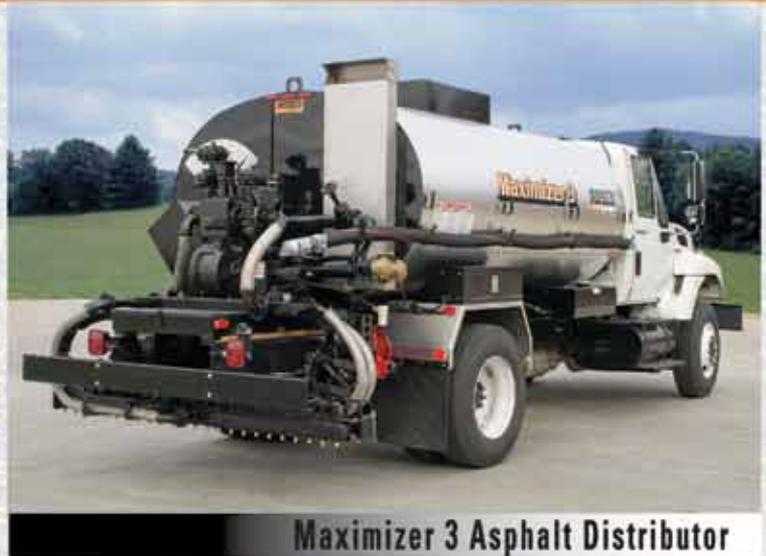
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# COMPLIMENTARY TIER 4 SERVICES



Komatsu CARE for Komatsu Tier 4 Interim models is a new, complimentary maintenance program designed to lower your cost of ownership and improve your bottom line. It provides factory-scheduled maintenance on the machines for the first three years or 2,000 hours, whichever comes first. This includes up to two exchange Komatsu Diesel Particulate Filters. Be sure to contact your Komatsu distributor for all the details.

Once again, Komatsu leads the industry. No other construction equipment manufacturer offers a complimentary maintenance program like this.

**It's what you've come to expect from the service experts at Komatsu.**

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# KOMATSU CARE MAKES A DIFFERENCE

## Complimentary services convince oil-field contractor to purchase PC240LC-10 excavators

When Courtney Construction purchased four new Komatsu Tier 4 Interim PC240LC-10 excavators last year, they first demo'd one against a competitive brand. Production-wise, the two machines matched up very well, according to Senior Manager Chance Courtney.

"What tipped the scale in Komatsu's favor was the Komatsu CARE program," said Courtney, part of the two-generation family business that offers site work and trenching in oil-field construction. "We're very aggressive about our equipment maintenance. With Komatsu CARE we were assured that routine services would be done on time by our distributor's technicians. We saw it as a major cost savings."

The Komatsu CARE program offers complimentary service on all new Tier 4 Interim machine purchases and rentals for the first three years or 2,000 hours, whichever comes first. Also included are two Komatsu Diesel Particulate Filter exchanges for the first five years or 9,000 hours (parts only). A trained distributor technician performs all work, using genuine Komatsu parts and fluids.

### Distributor commitment

Courtney tracks hours and other critical machine data through Komatsu's KOMTRAX remote machine-monitoring system. So do Komatsu and his distributor, which worked with Courtney to set up services on the 54,000-pound-plus excavators that feature a digging depth of 24 feet.

"The distributor technicians came to our jobsites, and in our line of work, locations can be remote," said Courtney. "They scheduled a time convenient to us and covered the

services, including travel time to the site, with no out-of-pocket expense to our company."

The Tier 4 Interim PC240LC-10 excavators were Courtney Construction's first Komatsu purchases since its founding in 2001. "The Komatsu CARE program showed us the value Komatsu places on customer satisfaction after the sale. As we look at future purchases, Komatsu will definitely be a part of the equation." ■



**Chance Courtney,**  
Senior Manager  
Courtney Construction

The Komatsu CARE program, which provides complimentary service on new Komatsu Tier 4 Interim equipment purchases and rentals, ensures the machines receive all regular maintenance services for the first three years or 2,000 hours.



# PRODUCT SUPPORT LEADER

## New Directors of Product Support help ensure Roland Machinery meets customers' needs



**Brett Anderson,**  
Director of Product  
Support, Northern  
Division

If you're an equipment owner, chances are product support is right at the top of your list of important things. Why? Because you know every machine you own is going to require maintenance, and likely repair, at some point during its life. And because each hour it's not working is money out of your pocket, when a machine does go down, you want it fixed and back in service as soon as possible.

"At Roland Machinery, product support is our No. 1 priority," said President Matt Roland. "We understand the importance of equipment uptime. We also understand that how we respond to our customers' need for parts and service is going to determine how they view us — as a good partner or as a company that comes up short. We never want to come up short."

Roland's commitment to market-leading product support is not new, but it is evolving.

"Over time, equipment changes, support programs change and customers' expectations change," explained Roland VP Product Support Jerry Eastburn. "As profit margins shrink and project time lines become compressed, customers are more demanding than ever about getting maximum uptime from their equipment. As a product support provider, we can't just stand back and do what we've always done. We've got to be better. And at Roland, we're committed to being better — better than we were and better than the competition."

To ensure that Roland meets its customers' high expectations regarding product support, the company recently overhauled its product support management team. Three Directors of Product Support have been appointed to oversee parts and service efforts and personnel at the regional level. The purpose of the

realignment is to ensure that Roland meets customers' needs in the most responsive, efficient and cost-effective way possible.

The three Regional Directors are Greg Modglin in the Southern Division (Missouri and Carterville, Ill.); Karl Franson in the Chicago Division (Marengo and Bolingbrook, Ill., and Portage, Ind.); and Brett Anderson in the Northern Division (Wisconsin and Escanaba, Mich.)

### Meet the Directors

Brett Anderson has a diverse background that includes many years working for contractors as a mechanic and fleet manager, as well as holding field service technician and service manager positions for the predecessor to Roland Machinery in Wisconsin. For the past two years, Brett's been General Manager of Product Support in Roland's northern division.

"In this new position, I'll try to coordinate everybody's activities to achieve the highest level of product support in Wisconsin and the U.P. of Michigan. I believe the phrase that best describes Roland's product support services is 'second to none.' Our staff, our capabilities, our attitude — I absolutely believe we're better than our competition and I'd love the opportunity to prove that to all equipment users in the northern region.

"How are we superior? We're price-competitive, we stick to our quotes and our people are professionals. Most of all, we care more so we try harder. The goal is to provide value and, by doing that, earn a long-term relationship with a customer. Whether they need maintenance, repair, RAMP contracts, lube service, block labor pricing — whatever makes the most sense for customers and their operations — that's what we'll do."



**Karl Franson,**  
Director of Product  
Support, Chicago  
Division



**Greg Modglin,**  
Director of Product  
Support, Southern  
Division



For Karl Franson, being Director of Product Support for the Chicago Region will mean double duty, as he is also Service Manager at the Bolingbrook branch. Karl's background includes working with a major heavy equipment manufacturer in parts, service and marketing, and later as a service manager and VP Product Support for an equipment distributor.

"My emphasis will be continuous improvement of parts availability, making sure all our customers know about our lube service and its benefits, and improving communication between our Chicago-area branches so customers receive the promptest, best service. We're available 24/7 and like all of our divisions, we support all makes of equipment, not just the machines we sell."

In his new capacity as Southern Division Director of Product Support, Greg Modglin will work out of the Bridgeton (St. Louis) branch. He too has a diverse background that will serve him well. He spent his first 14 years in the aggregate mining industry and later worked as Parts Manager for an equipment distributorship before becoming Parts and Service Manager at Roland's Cape Girardeau branch last year.

"I understand our customers' product support needs because I was a customer. When a machine goes down on a job, the loss can be thousands of dollars per hour. So I get it when a customer becomes upset over a lackadaisical attitude from a service provider. I



Field Service Technician Paul Bosdech checks out a mining truck at a Vulcan Materials Quarry in Oshkosh, Wis. "We're confident our three regional Directors of Product Support will help make us even more responsive and efficient at meeting customers' needs," said Roland VP Product Support Jerry Eastburn.

can assure all Southern Division customers of Roland Machinery that they will get our best effort every time. We'll provide fast response, well-trained and knowledgeable technicians who make repairs quickly and cost-effectively, and absolute honesty in all our dealings. One thing I've learned in life is to never make promises I can't keep, so if we say we're going to do something, customers can bank on it."

### Give us a call

Feel free to contact Brett, Karl or Greg, or your Roland PSSR or local service manager, if you have any questions about what Roland Machinery has to offer regarding product support.

"We have a great product support team and we believe these three new Directors of Product Support will help us focus our efforts even more effectively," said Matt Roland. "If you haven't been happy with your service provider, or if you'd like some ideas that may help you lower your equipment owning and operating costs, give us a call. We'd love to talk to you." ■



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# KOMATSU FINANCIAL

## The finance arm of Komatsu America consistently offers low rates and top service

If you're a contractor purchasing a piece of Komatsu equipment and you plan to finance the purchase, you basically have three choices: your bank, an independent finance company or Komatsu Financial.

"I believe we are far and away the best option for financing Komatsu equipment and I can list at least half a dozen specific reasons why," said Tim Tripas, VP Operations for Komatsu Financial. "But it really comes down to one thing. As the finance arm of Komatsu America, we have a vested interest in you continuing to choose Komatsu equipment in the future. Therefore, we're more motivated than anybody else to ensure that you have a positive financing experience."

What goes into ensuring a positive financing experience? First and foremost, low rates.

"Komatsu Financial is what's known as a 'captive' finance company," said Tripas. "We finance exclusively for Komatsu. As a result, we have a special relationship with the manufacturer and we're able to offer rates that are significantly below market. Our rates are routinely lower than the competition on the vast majority of Komatsu products, and on top of that, we often have special rates as low as zero percent on select products.

"For example, right now we're offering 'Zero for 60' (0% for 60 months) on the HB215LC-1 Hybrid hydraulic excavator for a limited time. Why? Because it's a unique machine to the North American market and Komatsu wants to give customers an incentive to try it out. Zero percent can save thousands of dollars over the life of a loan. For any Komatsu product where a special interest rate is not offered, Komatsu Financial

offers financing with extremely competitive market rates."

Because it's not financing airplanes, cars or medical devices, Komatsu Financial knows its specific job (financing Komatsu equipment) far better than anybody else. Tripas calls it the "triple play of market expertise, customer expertise and equipment expertise." With this knowledge, Komatsu Financial brings plenty to the table for Komatsu equipment purchasers, such as:

- More flexibility, both up front and through the life of the loan;
- Ability to react quickly to changes in the marketplace and to unforeseen changes in customers' situations;

*Continued . . .*



**Tim Tripas,**  
VP Operations  
Komatsu Financial

**Komatsu Financial rates are routinely lower on most products, including a current offer of zero percent for 60 months on the new HB215LC-1 Hybrid excavator.**



# Komatsu Financial — market, customer and equipment expertise

... continued

- A willingness to take more risk than other lenders;
- Superior customer service provided for the entire life of the loan;
- Streamlined credit review for most transactions;
- Limited financial disclosure requirement;
- Simple and direct documentation (no automatic, cross-collateralization agreement);
- A consistent credit review and approval process;
- Deals that are typically approved in four hours or fewer (as compared to a day or two);
- Never any prepayment penalty.

Tripas says another significant advantage of using Komatsu Financial for your Komatsu equipment purchases is that it preserves your banking line of credit for other things, such as acquisitions, that will help you grow your business.

## Financing used machines, parts and leases

Komatsu Financial not only offers financing for new Komatsu equipment, it also offers financing for Komatsu certified used machines, Komatsu used machines, parts and service performed by a Komatsu-trained technician offered through your Komatsu distributor.

"If instead of buying a new or used piece of equipment, you prefer to fix what you have by putting on a new undercarriage, rebuilding an engine, or whatever — we'll finance that for you too," said Tripas. "Just about anything you

want to buy from your Komatsu distributor, we can finance it for you."

If you prefer leasing to purchase or rental, Komatsu Financial has some of the most favorable lease programs in the equipment-finance industry, with terms from 12 to 60 months.

"I believe we're one of the few lenders in the industry that offers a standard 12-month term on a lease," said Tripas. "We're willing to custom-quote a lease to meet a customer's specific need for a unique job or application. We also offer a feature where, when your lease gets down to the final six payments, Komatsu Financial will allow you to trade it in with no pretrade penalty if you buy a new piece of Komatsu equipment and finance it through KF."

## Save the deal, help the customer

As all contractors know, there are often speed bumps on the road to building a successful business. Perhaps you experience unforeseen problems on a job, or there are weather issues, or you have difficulty collecting payment for services. Tripas says at Komatsu Financial, the mind-set is to help customers get past those bumps to the smoother road ahead.

"Komatsu distributors often take the position that they're in partnership with their customers and the only way they both succeed is by working together. At Komatsu Financial, we feel the same, so we're going to do everything we can to help them along. Our unofficial motto is, 'Save the deal, help the customer.' We are more motivated to ensure the long-term success of the customer than a third-party lender is."

Obviously, the past several years have been challenging ones for the construction industry overall, and that includes equipment manufacturers. But Komatsu and Komatsu Financial see the industry rebounding.

"In 2008, and especially 2009, the market was down," observed Tripas. "But we saw a considerable increase in volume in 2010, and 2011 continued that upward trend. Overall, we're optimistic about the industry continuing to gradually improve, and our goal at Komatsu Financial is to grow right along with it." ■

In addition to financing new, used and leased Komatsu equipment, Komatsu Financial offers financing for parts and service from Komatsu distributors.



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## \$500 million in TIGER grants available

Transportation Secretary Ray LaHood announced more than \$500 million in TIGER (Transportation Investment Generating Economic Recovery) grants. The grants are available for surface transportation projects that show a significant impact on the nation, a metropolitan area or region.

Projects are evaluated on criteria, such as safety, economic competitiveness, livability and short-term job creation, to determine if they qualify. They are awarded on a competitive basis. It's the fourth round of such funding, which has provided \$2.6 billion for projects thus far, with projects in all 50 states and Puerto Rico.

The program has been popular, with the Department of Transportation receiving more

than 3,300 applications requesting more than \$95 billion.

LaHood also announced recently that nearly \$41 million will be spent on 58 projects in national parks, forests and preserves to provide safe, convenient access for visitors. It will be used to modernize aging transportation infrastructure

"Our nation's scenic parklands and protected areas are national treasures attracting millions of visitors each year," said LaHood. "It's vitally important to preserve and protect these lands for today's visitors as well as future generations by investing in safe, accessible and environmentally sustainable transportation." ■

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### PAVING

Blaw Knox PF510, '93, 2,721 hrs .....	\$11,500
LeeBoy 1000D, '03, 1,475 hrs .....	\$19,500
LeeBoy 8500LD, '03, 3683 hrs .....	\$19,500
LeeBoy 8500LD, '04, 2,739 hrs .....	\$26,500
LeeBoy 8500LD, '05, 3200 hrs .....	\$19,500
LeeBoy 8510LD, '06, 306 hrs .....	\$74,500
LeeBoy 8515B, '09, 1260 hrs .....	\$59,500
Vogele SUPER 700, '07, 80 hrs .....	SCALL

### MILLING

Wirtgen W1900, '06, 3902 hrs .....	SCALL
Wirtgen W2000, '03, 2,996 hrs .....	SCALL
Wirtgen W2000, '96, 9,346 hrs .....	SCALL
Wirtgen WR2000, '11, 334 hrs .....	SCALL
Wirtgen WR2500S, '07, 3,100 hrs .....	SCALL

### OFF ROAD TRUCKS

Komatsu HD785-5, '01, 22,508 hrs.....	SCALL
Komatsu HD785-5, '01, 25,415 hrs.....	SCALL

### BACKHOE LOADER

Komatsu WB140-2N, '04, 2,805 hrs .....	SCALL
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Cat D4G, '06, 691 hrs .....\$72,500



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### COMPACTION

Bomag BW124DH3, '04, 1108 hrs .....	\$22,500
Cat C563, '94, 5,794 hrs .....	\$31,500
Hamm HD14VV, '08, 816 hrs .....	\$32,500
Hamm HD14VT, '09, 1,083 hrs .....	\$32,500

### DOZERS

Case 850K XLT, '04, 2,646 hrs .....	\$47,500
Cat D4G, '06, 691 hrs .....	\$72,500
Cat D5C, '97, 6931 hrs .....	\$26,500
Komatsu D37P-5, '94, UKN hrs .....	\$18,500
Komatsu D37P-5, '98, 2,624 hrs .....	\$21,500
Komatsu D39P-1, '97, 6,189 hrs .....	\$27,500
Komatsu D39EX-21A, '05, 1,176 hrs .....	\$57,500
Komatsu D51PX-22, '08, 2,436 hrs .....	\$129,500
Komatsu D61EX-15, '05, 4,778 hrs .....	\$114,500
Komatsu D65EX-15, '05, 5,312 hrs .....	\$129,500
Komatsu D65PX-15E0, '06, 3,199 hrs.....	\$146,500
Komatsu D65PX-12, '96, 4,969 hrs .....	\$49,500
Komatsu D155AX-5, '03, 6,809 hrs .....	\$224,500

### EXCAVATORS

Case CX240B, '07, 4810 hrs .....	\$114,500
Fuchs MHL350B, '05, 9931 hrs .....	\$149,500
Komatsu PC88MR-8, '09, 1195 hrs .....	\$92,500
Komatsu PC138USLC-8, '09, 2,363 hrs .....	\$104,500
Komatsu PC138USLC-2E0, '07, 4377 hrs .....	\$69,500
Komatsu PC138USLC-8, '07, 3935 hrs.....	\$77,500
Komatsu PC270LC-7, '04, 4,608 hrs .....	\$124,500
Komatsu PC300LC-7, '02, 4,887 hrs .....	\$134,500
Komatsu PC300LC-7E0, '06, 4,609 hrs .....	\$144,500
Komatsu PC300LC-7E0, '07, 1,230 hrs .....	\$189,500
Komatsu PC400LC-8, '07, 2,811 hrs .....	\$239,500
Komatsu PC750LC-7, '05, 4,517 hrs.....	SCALL
Sennebogen 850M, '07 .....	SCALL

### SHREDDERS, TROMMELS

Doppstadt SM617, '09, 290 hrs .....	SCALL
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Sennebogen 850M, '07 .....SCALL

Doppstadt SM720, '09, 235 hrs .....	SCALL
Doppstadt SM726, '09, 257 hrs .....	SCALL

### WHEEL LOADERS

Cat 980G, '03, 15,594 hrs.....	\$124,500
Komatsu WA200-5, '05, 617 hrs .....	\$97,500
Komatsu WA320-6, '08, 3961 hrs .....	\$126,500
Komatsu WA380-5, '06, 4965 hrs .....	\$132,500
Komatsu WA400-5L, '04, 7,169 hrs .....	\$94,500
Komatsu WA400-5, '05, 6887 hrs .....	\$89,500
Komatsu WA400-5, '05, 8218 hrs .....	\$89,500
Volvo L220E, '03, 15,335 hrs .....	\$49,500

### FORESTRY

Deere 548E, '91, 15,300 hrs.....	\$32,000
Deere 653/Slingshot Heat, '97 .....	\$25,000
Fecon FTX90L, '05, 630 hrs .....	\$72,000
Franklin 132XL Forwarder .....	\$14,000
Franklin 3000/Stroke Head, '92 .....	\$9,800
Valmet 415EX/380, '07, 5275 hrs.....	\$198,000
Valmet 840.2/6, '06 .....	\$165,000
Valmet 840.3/8, '06, 9,592 hrs .....	\$180,000
Valmet 911.3/370.2, '04, 10,511 hrs .....	\$168,000



Fuchs MHL350B, '05, 9931 hrs .....\$149,500

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