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JOHNSON & SONS PAVING CO.

This southeastern Wisconsin paving firm has grown rapidly by 'taking care of people'

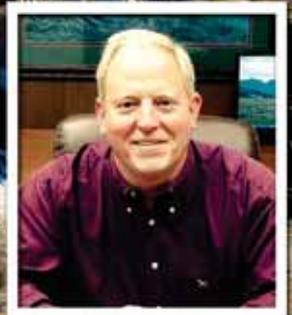
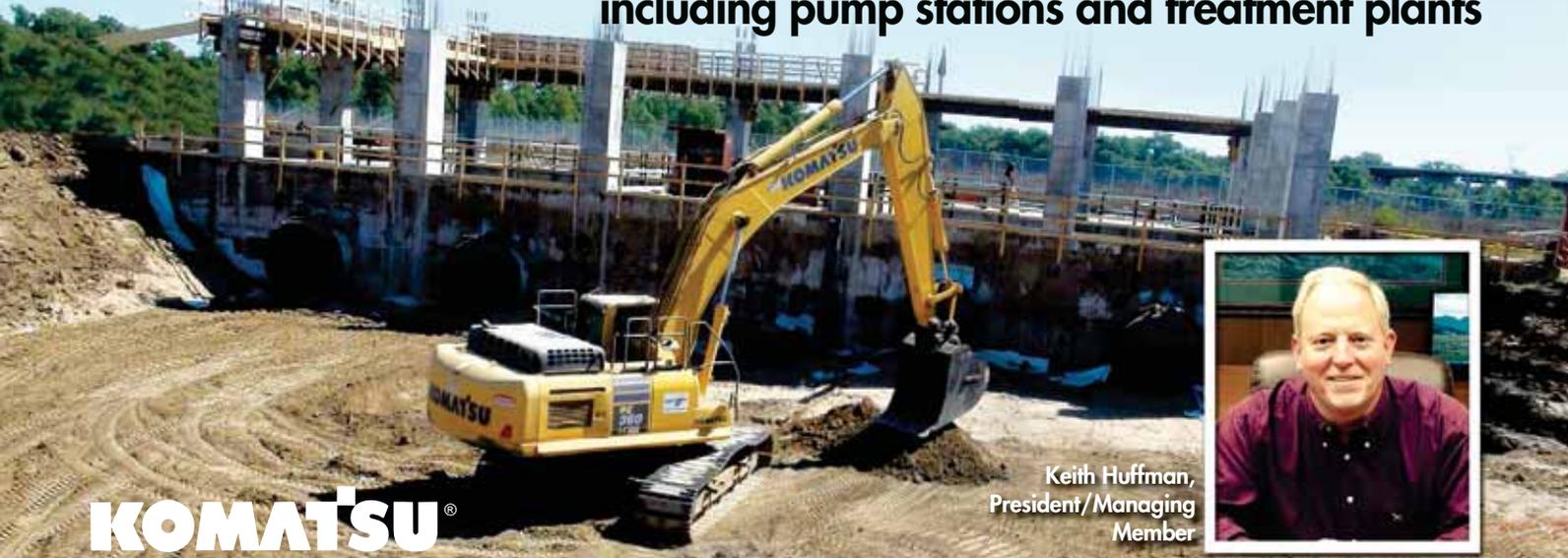


Jason Johnson,
Owner



HUFFMAN CONSTRUCTION

Missouri firm self-performs a wide range of civil work, including pump stations and treatment plants



Keith Huffman,
President/Managing
Member

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

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keep your
expenses low**



Dear Valued Customer:

Komatsu introduced its first Tier 4 Final machine during CONEXPO-CON/AGG in early 2014. Since then, it has unveiled numerous new products that meet the governmental regulations for reducing emissions, and do so more efficiently and productively than ever before.

Komatsu continues to roll out Tier 4 Final products such as its new construction-sized D61-24 dozers and WA380-8 and WA470-8 wheel loaders. Added features and enhancements make these machines among the best in the industry for their size classes. You can read about these in this issue of your Roland Industry Scoop magazine.

Komatsu's Tier 4 Final machines are also among the best in terms of owning and operating costs. Komatsu is determined to keep your expenses low, so when it began introducing Tier 4 equipment it upped the ante by providing complimentary scheduled maintenance through Komatsu CARE for the first three years or 2,000 hours. Our skilled technicians, here at Roland Machinery, perform the service at convenient times and locations to ensure your downtime is kept to a minimum.

We can also service your utility-sized equipment such as the PC45MR-5 and PC55MR-5 tight-tail-swing excavators, which are also featured in this issue. These smaller machines meet the Tier 4 Final standards without the added selective catalytic reduction, diesel exhaust fluid and diesel particulate filter required on construction-sized and larger machines. These are not covered by Komatsu CARE, but we have maintenance programs available that can keep your costs low.

Whether you own brands we carry or competitive equipment, we can help ensure all your machines – new or old – remain productive and efficient. We would be happy to work with you on your entire fleet's maintenance and repair needs.

If there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



IN THIS ISSUE

HUFFMAN CONSTRUCTION

This Missouri firm self-performs a wide range of civil work including pump stations and treatment plans. Read more about Huffman inside.

JOHNSON & SONS PAVING CO.

See how this Lannon, Wisconsin, paving firm has grown rapidly by "taking care of people."

INDUSTRY OUTLOOK

Read why the U.S. Departments of Transportation, Labor and Education believe highway construction will be among the industries needing a larger workforce in the future.

GUEST OPINION

Learn how promoting the positives of a career in construction could help meet the challenge of finding future workers.

DOING IT BETTER

Study the enhancements – including the new H mode – that help the Komatsu D61-24 dozers exceed the productivity of previous models.

PRODUCT IMPROVEMENT

Komatsu's new Dash-8 construction/quarry loaders feature high breakout force and lower fuel consumption. Read about them inside.

CUSTOMER TESTIMONIAL

See how the Komatsu PC210LCi-10, the world's first *intelligent* Machine Control excavator, creates savings for U.S. SiteWork.

NEW PRODUCTS

Take a look at the PC45MR-5 and PC55MR-5 tight-tail-swing excavators, the newest additions to Komatsu's Tier 4 Final lineup.

FORESTRY NEWS

Read about the next generation of Komatsu wheeled harvesters and how they are designed to increase production and performance.

SAVINGS BY DESIGN

Find out how Komatsu's Parallel Link Undercarriage System (PLUS) can help reduce undercarriage costs and provide up to twice the wear life on the D155AX-8 and other dozers.

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HUFFMAN CONSTRUCTION

Missouri firm self-performs a wide range of civil work, including pump stations and treatment plants



Keith Huffman,
President/Managing
Member

After graduating from the University of Missouri with a civil engineering degree and working for another construction firm, Keith Huffman started full time at Huffman Construction – the Poplar Bluff, Missouri, firm that his father, Mike, started in 1972. Having largely been an engineering and commercial/industrial general contracting firm, the company began pursuing heavy/civil projects after Keith’s arrival in the early 1990s.



Bryce Huffman,
Mechanical,
Electrical and Process
Coordinator

“I prefer large heavy/civil jobs,” said Keith, who is President and Managing Member of Huffman Construction. “Growing up working during the summer on construction projects, I had the opportunity to work on a few heavy/civil jobs, so it was a natural fit when we started pursuing more of them.

“Today, we’re a general contractor and a majority of our work is pump stations and treatment plants,” he said. “We also do a fair amount of manufacturing work, and some large, design-build projects, such as a hospital in Poplar Bluff and a large addition to an ice cream plant in Sikeston, Missouri.



Josh Russom,
Operations Manager

“We’re probably best-known for pump and plant work for municipalities and the Corps of Engineers. I think one of our greatest strengths is our ability to self-perform all aspects of those jobs – from earthwork, to site utilities, to concrete, to mechanical and electrical.”

“Self-performing means we’re in control of project quality, cost and schedule,” added Operations Manager Josh Russom.

Huffman Construction works throughout a multi-state territory. Large jobs have included treatment plants in Branson, Missouri, and Garden City, Kansas, and pump stations in Jefferson City and Charleston, Missouri.

One of Huffman’s largest projects to date is the Grand Prairie Pump Station in DeValls Bluff, Arkansas. The pump station is 50 feet deep, and the building that is to be constructed on top of the pump station will stand three stories high. It will have two 10-foot pipes and six massive pumps – four 4,160-volt, 5,600-hp 360 CFS pumps and two 4,160-volt, 1,500-hp 100 CFS pumps – all of which will be able to pump a total of 736,082 gallons of water per minute.

“It’s a large project that’s important to a lot of people, and it makes us feel good to be a part of it,” said Huffman. “We get a lot of satisfaction from doing work like this, and we take pride in our ability to complete it.”

Dedicated employees

To do work like Grand Prairie, Huffman relies on a talented and veteran group of employees. In addition to Russom, key personnel include Mechanical, Electrical and Process Coordinator Bryce Huffman; Office Manager Ann Eggers, who, according to Huffman, “is involved in everything we do”; and several superintendents such as longtime employees Jack Holifield and Gene Jackson.

This Huffman operator uses a Komatsu WA250 wheel loader to move dirt at a current job.





Huffman Construction uses Komatsu PC360 excavators at its projects, including this large pump station the company is building in DeValls Bluff, Arkansas. "Other than backhoes and cranes, we're Komatsu across-the-board," said Operations Manager Josh Russom. "We need machines that start every time we turn the key, and we get that with our Komatsus."

"Our company has always been based around our superintendents and their capabilities," said Huffman. "Jack and Gene have both been here more than 30 years. We have several others who are also very skilled and versatile. I would put our employees up against any others in the industry."

"Our superintendents – and all our employees, really – take ownership of their jobs," added Russom. "They want to do a great job for Huffman Construction and for the project owner. We have total faith in them to do what needs to be done on a job, whether or not we're on-site with them."

Komatsu across-the-board

In order to complete its large civil projects in a timely manner, Huffman Construction primarily turns to Komatsu equipment from Roland Machinery. The company uses its Komatsu PC360 excavators, WA250 wheel loaders and D65 or D61 dozers to expedite its work at each project.

"Other than backhoes and cranes, we're Komatsu across-the-board," said Russom. "We've tried other brands, but we think Komatsu is the best. We need machines that start every time we turn the key, and we get that from our Komatsus."

"As good as the equipment is, it's the support from Roland that keeps us coming back," said Huffman. "Our Sales Rep, Dan Christensen, takes excellent care of us. From finance, to rental, to parts and service, they're always there for us. On the rare occasion when we have an issue, or perhaps need some rental rates to help



(L-R) Roland Sales Rep Dan Christensen, Huffman Construction President Keith Huffman, Operations Manager Josh Russom, Superintendent Jack Holifield and Roland PSSR Randy Mouser meet at a jobsite. "The support we get from Roland keeps us coming back," said Huffman. "From finance, to rental, to parts and service, they're always there for us."

bid a job, Dan and Roland respond right away. We also recently began using them to do our routine maintenance services. We really appreciate everything Roland does for us."

Striving to be the best

Huffman Construction has grown steadily and is continuing to do so.

"We're not trying to be the biggest; instead, we strive to be the best at what we do," said Huffman. "That allows us to be confident in our abilities. We put together good estimates, and we have good people to do the work."

"I also think we're in good shape for the future," he added. "Unlike many construction companies, we're fortunate to have some good, young talent. We have several foremen in their 20s who are going to be able to run their own jobs soon, which will allow us to bid more jobs going forward. As long as we maintain our workforce and continue to do the quality of work that our customers expect, I'm optimistic about what's in front of us." ■



Ann Eggers,
Office Manager



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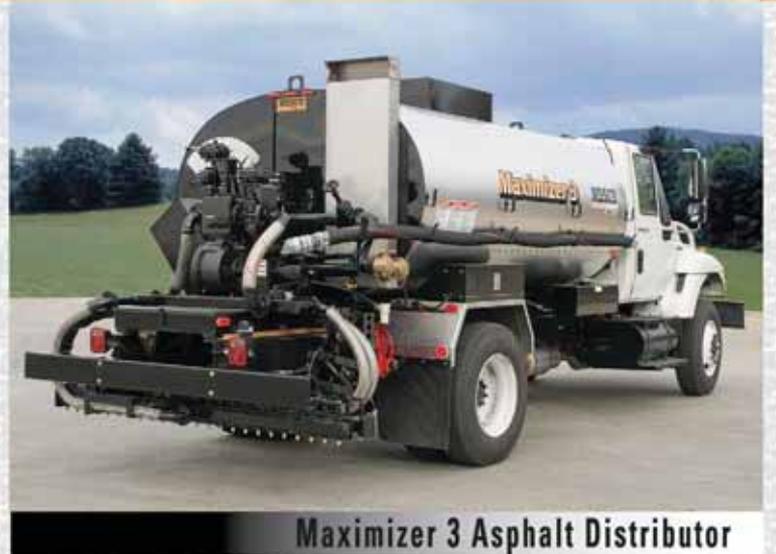
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JOHNSON & SONS PAVING CO.

This southeastern Wisconsin paving firm has grown rapidly by 'taking care of people'

Make no mistake, Jason Johnson enjoys his job as owner of Lannon, Wisconsin-based Johnson & Sons Paving Co. He enjoys the smell of asphalt, the way a new or renovated parking lot looks, and the sense of satisfaction from a job well done. Oh, and he loves, "playing with equipment." Those were all factors in why he started Johnson & Sons, but they aren't his primary motivation for running the business.

"My main purpose as a business owner is to take care of people; specifically my employees and my customers," Johnson explained. "Of course, I want my business to make money. It has to make money. But to be able to help people while doing something I love – that's what it's really about for me. By taking care of employees and letting them know that they'll do well if the company does well, I feel like I'm getting the best workers and getting their best effort all of the time. As for customers, if we take care of them, they'll come back to us – and they'll let others know about us. So, taking care of others is what I focus on every day."

It's certainly been a successful formula for Johnson & Sons. The company did its first job in May of 2014. Today, it has almost 30 employees. Johnson says his philosophy came from meetings he had with other business owners prior to starting Johnson & Sons. He also credits his family. In fact, the business may never have happened without the help of his mother, Roberta.

"I'm a civil engineer by education," Johnson noted. "I had worked in the industry for 15 years and been on some large and interesting construction projects. I had dreamed of owning my own company and didn't want to be just a one-man-band operating out of my garage, but I didn't have the money for more than that.

My mom pushed me, and she's the one who put together the business plan that allowed me to get bank financing. Also, my wife, Sarah, is absolutely crucial to our success because of the support she provides."

Johnson & Sons works throughout southeastern Wisconsin doing parking lots and other small- to medium-sized paving jobs, primarily for private businesses. Johnson appreciates all of his employees, especially Superintendent Dan Cappaert, Paving Crew Foreman Cliff "CJ" Ferkans, and Salesmen Greg Marcotte, Jacob Prokop, Jeff Johnson and Greg Krahn.

"We do milling, grading, paving and patching," said Johnson. "If a project requires some excavation and storm sewer work, we'll do that, too. I think our calling card is quality work and top customer service. We work with

Continued . . .



Jason Johnson,
Owner



Discover more at
RolandIndustryScoop.com

This Johnson & Sons Paving crew uses the company's LeeBoy 8616B paver to rehab a parking lot for Lakeview Specialty Hospital in Waterford, Wisconsin.



Rapid growth in one year for Johnson & Sons

... continued



Scan to watch a time-lapse video of Johnson & Sons resurfacing

a parking lot for Wisconsin Steam in Waukesha.

customers on their schedules – not ours. Do they want to minimize disruption by doing ten spaces at a time, or do they want us to shut down the parking lot and do the whole thing in a day? Whatever they want – that’s what we’ll do. We put customers first and try to keep them happy. By doing that, we hope to build long-term relationships.”



Roberta Johnson, Business Development

Jason Johnson (right) is with his sons (L-R) Jaden, Harley and Lincoln, who give a thumbs up to the LeeBoy 8616B paver.



Wirtgen, LeeBoy and Roland

Johnson turned to Roland Machinery and Sales Rep Aaron Strade for a number of Wirtgen Group products to start his business. His equipment fleet includes two Wirtgen mills (W 150i and W 50), two Hamm rollers (HD 12 and HD 10) and a Vögele Super 700 paver. He also owns a LeeBoy 8616B paver.

“The LeeBoy is our primary large paver, while the Super 700 is for paths and smaller jobs. Both are working well for us, giving us good productivity and laying an excellent mat. The Hamm rollers are great at achieving proper density with a minimal number of passes,” said Johnson. “There was never a question as to what mills I would own. Wirtgen mills are No. 1 in the industry for a reason – they’re highly productive and built to last. They have more than met my expectations.”

“In addition to the quality of the equipment, I have total trust and faith in Roland and Aaron to take care of me if any problems arise,” he added. “You can’t afford to be on your own in this business. You need support from your equipment dealer and we get that from Roland. When we have an emergency, they understand it’s urgent and respond right away, which we appreciate.”

Dreams and aspirations

At this point, the only son involved in Johnson & Sons is 16-year-old Andrew, who works summers on a crew. But Johnson has three other sons – Jaden (6), Lincoln (4) and Harley (2) – who he hopes will join him in the business one day. As for what the business will be at that time, Johnson says he doesn’t know.

“We have dreams and aspirations. We hope to continue to grow, but exactly what that means remains to be seen,” he said. “I have no interest in the low-bid world of highway work where you throw out numbers – get the job or don’t – then move on. That’s not my idea of a good time. I like our niche, working with customers and building lasting relationships. I think we’re in the process of earning an excellent reputation as a company that does quality, on-time work. As long as we keep doing what we’re doing, I’m optimistic that our services will be in demand in the years to come.” ■



Johnson & Sons uses Hamm HD 12 (left) and HD 10 rollers for its compaction needs.



Superintendent Dan Cappaert oversees milling operations. Johnson & Sons Paving Co. uses a Wirtgen W 150i mill. “There was never a question as to what mills I would own,” said President Jason Johnson. “Wirtgen mills are No. 1 for a reason – they’re highly productive and built to last.”



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TRANSPORTATION CAREERS

Report shows highway construction among leading industries needing a larger number of new workers

U.S. Secretary of Transportation Anthony Foxx emphasized the importance of addressing the expected growth of the transportation industry in a joint report released by the Departments of Transportation, Labor and Education. The report predicts that more than 400,000 openings were, are and will be created between 2012 and 2022. In addition to creating well-paying jobs for a number of workers within the industry, the report states that a thriving transportation industry can benefit other sectors and improve the quality of life for all Americans.

“Careers in the transportation industry can lift Americans into the middle class or help them stay there, and this report concludes that there will be more job opportunities in the near future,” said Foxx. “We want to fill all these new positions, so industry and government must increase recruitment and

help young people get the skills, training and apprenticeships they need to gain entry into these careers.”

The report, “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries: highway construction and maintenance, transit and ground passenger, trucking, rail, air and maritime. In total, the industry is projected to need an additional 417,000 workers during the 10-year period to accommodate its growth.

Highway construction and maintenance positions led the way – especially maintenance, which had about 141,000 openings. It was followed by labor, which will have to fill nearly 89,000 jobs. Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers. Rounding out the list were paving, surfacing and tamping operators at nearly 20,000; carpenters at more than 15,000; cement masons and concrete finishers at 12,875; and construction managers at 6,882.

The report “Strengthening Skills Training and Career Pathways Across the Transportation Industry,” looked at six transportation industries, including trucking and highway construction and maintenance. In total, transportation is projected to add 417,000 jobs between 2012 and 2022.



Regional growth

The joint report examined several key areas of the transportation industry to collect data: current industry employment and worker distribution by age, sex, race and ethnicity; projected industry and occupational job openings based on net job growth and separations; job openings by career area; top occupations by sector, based on long-term projections; geographic “hot spots” for future transportation jobs; wages and education/work experience/training requirements for



high-demand transportation jobs; and annual job openings compared to educational program completions.

“Between 2012 and 2022, the average employment growth rate of 11 percent across transportation industries is similar to that of the entire country (10.8 percent) and of the infrastructure industry (11 percent) – which includes transportation, logistics, water, energy, telecommunications and public works,” according to the report. “Net transportation job growth will occur in all but two states. The fastest growth will occur on the West Coast, the Gulf Coast, the upper Mid-Atlantic, several Mountain States and the Midwest.”

It further states that much of the regional transportation job growth is driven by growth in the large metropolitan areas within those regions. The highest number of job openings in transportation, including all six industries, will likely be generated in New York City, Dallas, Los Angeles, Houston and Chicago.

Pathways to getting a job, moving up

For every future central-services or construction job opening in the transportation industry, there will be an estimated two jobs in maintenance and 21 in operations. The jobs in greatest demand are semi-skilled and skilled jobs in operations and maintenance. Thirteen of the 20 most in-demand transportation jobs pay above the median wage and have strong benefits.

However, one major takeaway from the report was that there are too few workers to accommodate the industry’s growth, and many projected jobs will require education beyond high school. The report indicated that projected annual openings are 68 percent larger than the number of students who are completing related educational programs. It highlights a significant skills gap that must be addressed to meet the expected demand, according to the report.

“While a high school diploma and demonstration of math and language proficiency is sufficient to gain access to many entry-level jobs in transportation, training through some combination of career and technical education programs, apprenticeships or on-the-job learning, is required to attain mastery,” said the report. “In some transportation crafts, there is a need to earn post-secondary certificates or other industry-recognized credentials prior to entering work.”

The report identifies several pathway models, including career and technical education programs beginning in high school and continuing into post-secondary education and apprenticeship. Two other pathways mentioned were pre-apprenticeship programs for disadvantaged youth and adults, which would prepare an underrepresented population for entry into skilled positions, and significant training at the workplace to help people move from novice to skilled practitioners in their crafts. ■

Highway construction and maintenance will have about 141,000 openings, according to the report “Strengthening Skills Training and Career Pathways Across the Transportation Industry.”

It was followed in the industry by labor, which will need to fill 89,000 jobs.

Large numbers are also needed in categories such as operating engineers and other construction equipment operators; heavy and tractor-trailer drivers; first-line supervisors of construction trades; and extraction workers.

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BRIDGING THE SKILLS GAP

Promoting the positives of construction could help meet the challenge of finding future workers

Organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. With a growing shortage of skilled craft professionals comes increased budgets and extended schedules. The greatest problem in filling these positions is finding qualified workers with both the technical and interpersonal skills to meet the needs of today's job market.

According to Manpower Group, a lack of available applicants is the most common reason why employers have difficulty filling jobs, and more than a third of employers acknowledge that this is a high-priority problem. In fact, for the fourth consecutive year, the skilled crafts have been the hardest jobs to fill globally.

Part of the reason for the skills gap is society's view of craft professions. Coached by parents, teachers and other adult authorities to seek the perceived security of a four-year degree, our younger generation lacks skills and understanding of craft training. In order to show young people the value of construction careers, the National Center for Construction Education and Research (NCCER) began a recruitment and image-enhancement initiative called Build Your Future, and declared October as Careers in Construction Month. Throughout the month, industry and education partner locally to host career events that introduce students to rewarding construction careers. This year, the NCCER created the "I BUILT THIS" video contest to give aspiring craft professionals and their instructors an opportunity to showcase their construction projects.

Another way in which industry and education have joined forces to close the skills gap is through NCCER's Construction Career Pathways initiative. Construction Career Pathways connects

industry and education to provide students with careers by highlighting best practices and providing practical resources to help educate and drive collaboration. Through this collaboration, career and technical education programs continually deliver industry-relevant construction craft training while providing students with job opportunities when they graduate. Students also receive the comprehensive training that is in demand by today's employers – such as technical skills, academic skills and employability skills – with an understanding of how these skills transfer directly to the real world.

The skills gap remains a very real threat to the productivity, opportunity and prosperity of our industry. Through the collaboration of organizations like NCCER and others, the construction industry is prepared to face these challenges. We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts. It is up to all of us to make sure that these opportunities are promoted so we can create a sustainable pipeline of craft professionals for generations to come. ■



Dan Belcher,
Director of Workforce
Development,
NCCER

This article is reprinted with the permission from "Breaking Ground: The NCCER Blog" at blog.nccer.org. Dan Belcher is Director of Workforce Development for the National Center for Construction Education and Research (NCCER) and his role includes informing and updating government, workforce industry and education sponsors about NCCER.



NCCER Director of Workforce Development Dan Belcher says organizations pay a high price in productivity, opportunity and prosperity when they can't find workers to fill critical jobs. "We must continue to introduce young people to the opportunities of valuable, rewarding and well-compensated employment in the crafts," said Belcher.

HIGH SPEED DOZING

'H mode' among enhancements in Komatsu's new D61-24 dozers



Jonathan Tolomeo,
Komatsu Product
Marketing Manager,
Crawler Dozers

Komatsu's new D61-24 dozers features a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work.

When a manufacturer introduces a new machine, your expectation is that it will meet or exceed the production and efficiency of the model it replaced. Komatsu continues to exceed those expectations with innovative products such as its new Tier 4 Final D61-24 dozers. The new dozers feature improved blade response and durability, in addition to faster work equipment speed.

Komatsu added a new H mode (High engine idle speed) that helps maintain ground speed when heavy blade loads might otherwise slow down the machine. The setting allows the dozer to detect subtle changes in load, so it is suitable for power-intensive work. As with previous models, the D61EX-24 and D61PX-24 feature both E mode (Economy) and P mode (Power). E mode is for general dozing, while P mode provides powerful operation and maximum production in heavy-load and uphill work.

"The D61-24 is excellent for finish grading on projects such as infrastructure and highway construction; commercial and residential site prep; golf courses; and other applications," said Jonathan Tolomeo, Komatsu Product Marketing Manager, Crawler Dozers. "Customers frequently comment how powerful and well-balanced the D61-24 dozer is, especially on steep slopes. It also has the horsepower and blade capacity for heavy dozing, if required. In fact, the D61-24 has the highest horsepower compared to competitive dozers in its size class."

Finish grading operations are aided by the dual-mode foot pedal. When set to D mode (Decelerator), the pedal will slow down both the dozer's travel speed and its engine speed. When set to Brake mode, the pedal slows only the travel speed. Engine and work equipment speed remains fast and responsive for maximum productivity.

"Giving operators the ability to match the machine to the application and working conditions continues to be a hallmark of Komatsu equipment," said Tolomeo. "Operators can easily select the proper mode using the large LCD monitor in the cab."

Improved visibility

Komatsu improved visibility to the sides and rear of the blade in its super-slant nose design D61-24 by moving the cab forward and by making it wider, taller and deeper. ROPS and FOPS certified, the cab provides superb sealing that helps reduce noise and vibration, and minimizes dust entry.

"We believe the D61-24 is a great all-purpose machine that fits well in a wide range of applications, and we encourage anyone looking for a productive dozer with low owning and operating costs to try one out," said Tolomeo. ■

Quick Specs on Komatsu's D61-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D61EX-24	168 hp	40,830 lbs	4.41 cu yds
D61PX-24	168 hp	42,902 lbs	4.98 cu yds



MORE EFFICIENT MATERIAL MOVEMENT

New Dash-8 construction/quarry loaders feature high breakout force, lower fuel consumption

Multiple machines for multiple tasks equates to higher owning and operating costs. That's why a wheel loader that can handle several applications on one jobsite is a great choice. Komatsu has numerous options to choose from, including new Tier 4 Final WA380-8 and WA470-8 models that feature high breakout force and enhancements that make them more efficient than their predecessors.

Komatsu Product Manager Rob McMahon says the WA470-8 is perfect for companies looking for a mid-sized construction/quarry loader. "The WA470-8 has an outstanding combination of stability, breakout power and tractive effort. Whether you're moving gravel, transporting pipe, charging hoppers or working with landscape or aggregate materials, it's the machine you want on your worksite. Available machine arrangements specifically adapted

for logging and waste-handling applications extend the machine's versatility.

"The wheelbase and overall width were not changed for the WA470-8, however the tip load ratings and speed of the boom-raise function was increased. This contributes to enhanced machine stability and faster cycle times," added McMahon. "Where operators and owners will particularly notice the difference is in efficiency. The WA470-8 features enhancements that reduce fuel usage as well as make the operating environment more comfortable, leading to reduced fatigue and greater production."

The WA380-8 is the smallest of Komatsu's construction/quarry loaders, but remains productive in a variety of applications.

Continued . . .



Rob McMahon,
Komatsu Product
Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu's WA380-8 and WA470-8 Wheel Loaders

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA380-8	191 hp	40,523-40,929 lbs	3.5-4.3 cu yds
WA470-8	272 hp	53,352-55,579 lbs	5.0-5.75 cu yds

Both new wheel loaders feature Komatsu's SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.



WA380-8



WA470-8



Advancements make Dash-8s powerful and efficient

... continued

“With one of the highest breakout forces in its class and excellent balance, the WA380-8 is made for tough digging tasks,” said Craig McGinnis, Komatsu Product Marketing Manager. “It’s ideal for carrying pipe, sand and other aggregates; site cleanup and support; digging into piles; and backfilling.”

SmartLoader Logic

Both new wheel loaders feature Komatsu’s SmartLoader Logic software combined with a lockup torque converter that activates in second, third and fourth gears. Together, the system provides optimal engine torque for improved acceleration, hill climbing, fuel savings and a higher top speed.

The Tier 4 Final engines on the Dash-8 models are variable-geometry turbocharged and aftercooled, and they use up to 6-percent-less fuel compared to the previous Tier 4 Interim models. The engines use an advanced electronic control system to manage air-flow rate, fuel injection, combustion parameters and after-treatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

A Selective Catalyst Reduction assembly further reduces NOx emissions using diesel exhaust fluid (DEF). Komatsu designed the machines’ Diesel Particulate Filter (KDPF) and other after-treatment components in conjunction with the engine for efficiency and durability.

Komatsu’s new Dash-8 Tier 4 Final loaders offer the ability to perform multiple tasks with one machine, lowering owning and operating costs. Both the WA380-8 and the WA470-8 feature high breakout force and more efficient engines that lower fuel consumption.



Enhanced operating environment

Several in-cab enhancements and features are built-in to the new Dash-8 models:

- Air-suspension, high-backed seat that softens machine vibrations for operator comfort;
- Seat-mounted electronic pilot control levers with F-N-R switch for operator convenience and reduced fatigue;
- KOMTRAX telematics system and monitor that provides key machine metrics such as KDPF status, DEF-level data and fuel consumption, as well as performance information collected and sorted by operator ID;
- Auto-Idle Shutdown to reduce idle time and save fuel;
- Auxiliary jack and two 12-volt ports;
- Seven-inch, full-color, high-resolution monitor with Ecology Guidance to support more efficient machine operation;
- Dedicated rearview monitor.

Komatsu also makes maintenance convenient with a swingout cooling fan that has wider fin spacing and a standard auto-reversing fan for easy cleaning. Gull-wing engine doors provide quick access for daily checks, and additional hinged panels at each side give fast access to regeneration components.

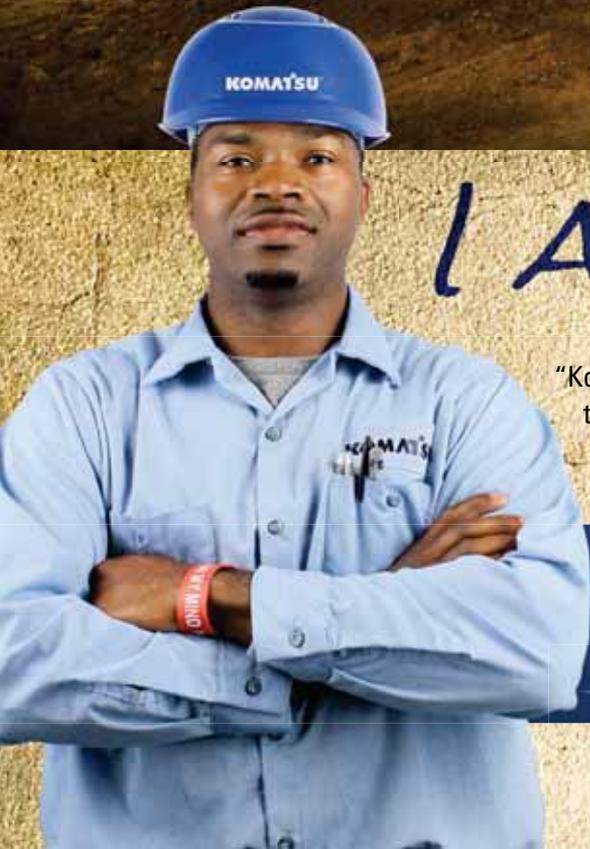
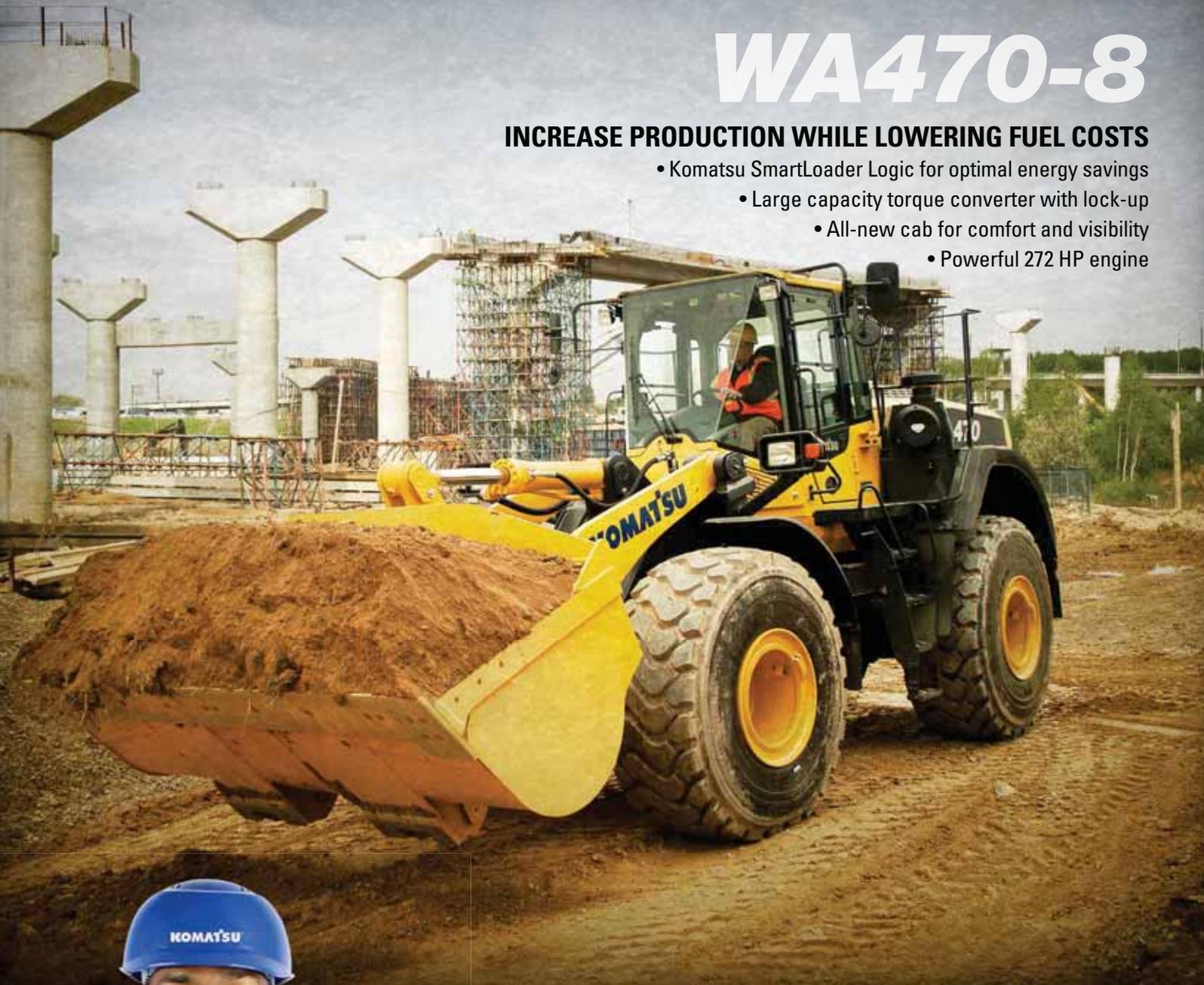
The Dash-8 loaders and all other Komatsu Tier 4 Final construction-sized machines – whether rented, leased or purchased – are covered by the Komatsu CARE program for the first three years or 2,000 hours. Komatsu CARE includes complimentary scheduled factory maintenance and a 50-point inspection at each service, up to two KDPF exchanges and up to two DEF tank flushes in the first five years.

“With specified labor, fluids and filters covered by Komatsu during this period, Komatsu CARE lowers ownership costs, raises resale value and improves uptime and availability,” said McGinnis. “We encourage anyone looking for solid, all-around wheel loaders with excellent performance in a variety of tasks to demonstrate these new machines and see the difference for themselves.” ■

WA470-8

INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
- Large capacity torque converter with lock-up
- All-new cab for comfort and visibility
- Powerful 272 HP engine



I AM KOMATSU

OLANJUWON LUKIE / ASSEMBLER / NEWBERRY, SC

"Komatsu loaders are tough. The loaders I assemble here in South Carolina are built to high standards. I know because my team and I meet and exceed those standards every day. Our goal is to build you a product that will handle the jobs you throw at it and keep coming back for more. And that's why I AM KOMATSU."

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006

CUSTOMER TESTIMONIAL, U.S. SITEWORK

LIMITING OVEREXCAVATION

Site preparation company sees savings with Komatsu PC210LCi-10 *intelligent* Machine Control excavator

As its name implies, U.S. SiteWork is a company that provides turnkey site packages that involve everything from clearing and grubbing to curb and gutter and paving. Its projects generally involve moving large volumes of earth, either as part of mass excavation and grading, soil stabilization, utility installation, foundation digs or all of the above.

“We’re a full-service company with the experience and resources to take care of a wide range of customers,” said President/Project Manager Scott Kerzman. “We can breakout our services, or provide a comprehensive package. Our goal is outstanding customer service so that whenever we finish a project, the customer’s thought is, ‘Why would I call anyone else to do my work when U.S. SiteWork knocked out our job problem-free, on time, on budget, fairly and honestly.’”

From the first project on which U.S. SiteWork used the *intelligent* Machine Control PC210LCi-10 excavator, it saw time and material savings. “We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly,” said General Superintendent Rory Paggen.

In order to ensure that happens, U.S. SiteWork invests heavily in reliable, productive and efficient Komatsu equipment, including a new PC210LCi-10 excavator. The world’s first *intelligent* Machine Control hydraulic excavator can be used from rough-cut to finish grade with simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won’t allow it.

“We used the PC210LCi-10 to dig foundations for a transformer station and large apartment complexes, and it worked perfectly,” said General Superintendent Rory Paggen. “We definitely see the benefits of less time to reach final elevation and less material costs associated with overexcavation. Normally, on trenches with fairly steep slopes, we would dig with an excavator, then use a skid steer to smooth them out. With the intelligent excavator, we load the file with the plan, and it accurately puts it to target without the need for another machine. The savings are obvious.”

Integrated technology

As with Komatsu’s *intelligent* Machine Control dozers, which U.S. SiteWork also uses, the technology that drives the PC210LCi-10 is factory-integrated into the excavator.

“We’re proponents of GPS grading, and aftermarket systems are good, but Komatsu’s integrated technology is simply head-and-shoulders better,” said Paggen. “The fact that we can use it from start to finish lowers our per-yard costs and virtually eliminates staking. It reduces O&O expenses because we don’t have masts or cables to install and remove or get damaged.” ■



Discover more





PC210LCi-10

INTRODUCING THE FIRST AUTOMATED EXCAVATOR

- Auto stop improves speed and cycle times
- Auto grade assist allows precision tracking
- Depth protection prevents over-digging
- Easy touch screen controls



I AM KOMATSU

JASON ANETSBERGER / KOMATSU ENGINEER

How do you improve both excavating efficiency and precision? Managing advanced sensor types and hydraulic control logic to make life easier, the operator is automatically limited from digging below grade and assisted in quickly pulling a precise surface. The *intelligent* Machine Control system is factory installed and engineer integrated. And that's why I AM KOMATSU.

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005

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NEW COMPACT EXCAVATORS

Komatsu adds to its Tier 4 Final lineup with the more efficient tight-tail-swing PC45MR-5, PC55MR-5 models

Early last year, Komatsu kicked off its Tier 4 Final lineup with the tight-tail-swing PC88MR-10 excavator that bridged the gap between compact and construction-sized machines. Komatsu has introduced several larger machines since, but its latest offering includes two compact models – PC45MR-5 and PC55MR-5 – that use less fuel with no loss of productivity compared to their predecessors.

Both excavators feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications.

“The PC45MR-5 and PC55MR-5 are designed for versatility, maneuverability, comfort and low operating costs,” said Desmond Jarvis, Komatsu Product Marketing Manager. “For most confined-area jobsites with construction, utility, landscaping and similar applications, this is the right tool for the job.”

The excavators have 38-horsepower Tier 4 Final engines that use up to 5-percent-less fuel. The after-treatment system requires no diesel exhaust fluid. The Komatsu diesel particulate filter and other after-treatment components are also specifically designed to work in harmony with the engine for added efficiency and longer life.

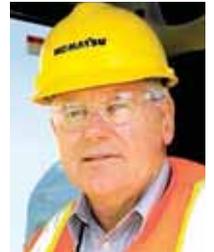
Versatility for a wide range of applications

Komatsu made several features and improvements standard on the PC45MR-5 and PC55MR-5, including enhanced working modes that allow operators to match engine speed and pump delivery to the application. New E mode (Economy) and auto-idle shutdown help save fuel and reduce machine wear. The 3.5-inch, high resolution LCD monitor with Ecology Guidance helps operators monitor machine performance to maximize fuel efficiency.

Standard auxiliary piping for attachments and thumb mount provisions on the arm provide job versatility in applications ranging from digging to demolition work. In all working environments, the high-strength, X-Track frame deters dirt and debris buildup, saving operators valuable machine cleanup time.

“These excavators allow operators to get in close without worrying about hitting something with the counterweight, and be confident that they can get the work done with high productivity,” said Jarvis. “They are a terrific fit for anyone who wants excellent production on even the most confined jobsite.” ■

Komatsu’s new PC45MR-5 and PC55MR-5 feature a tight-tail-swing radius, swing booms and convex doors that hug the machine, helping them when working in limited-space applications, including construction, utility and landscaping, among others.



Desmond Jarvis,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu’s PC45MR-5 and PC55MR-5 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC45MR-5	38 hp	10,737-11,001 lbs	0.07-0.21 cu yds
PC55MR-5	38 hp	11,354-11,618 lbs	0.07-0.24 cu yds

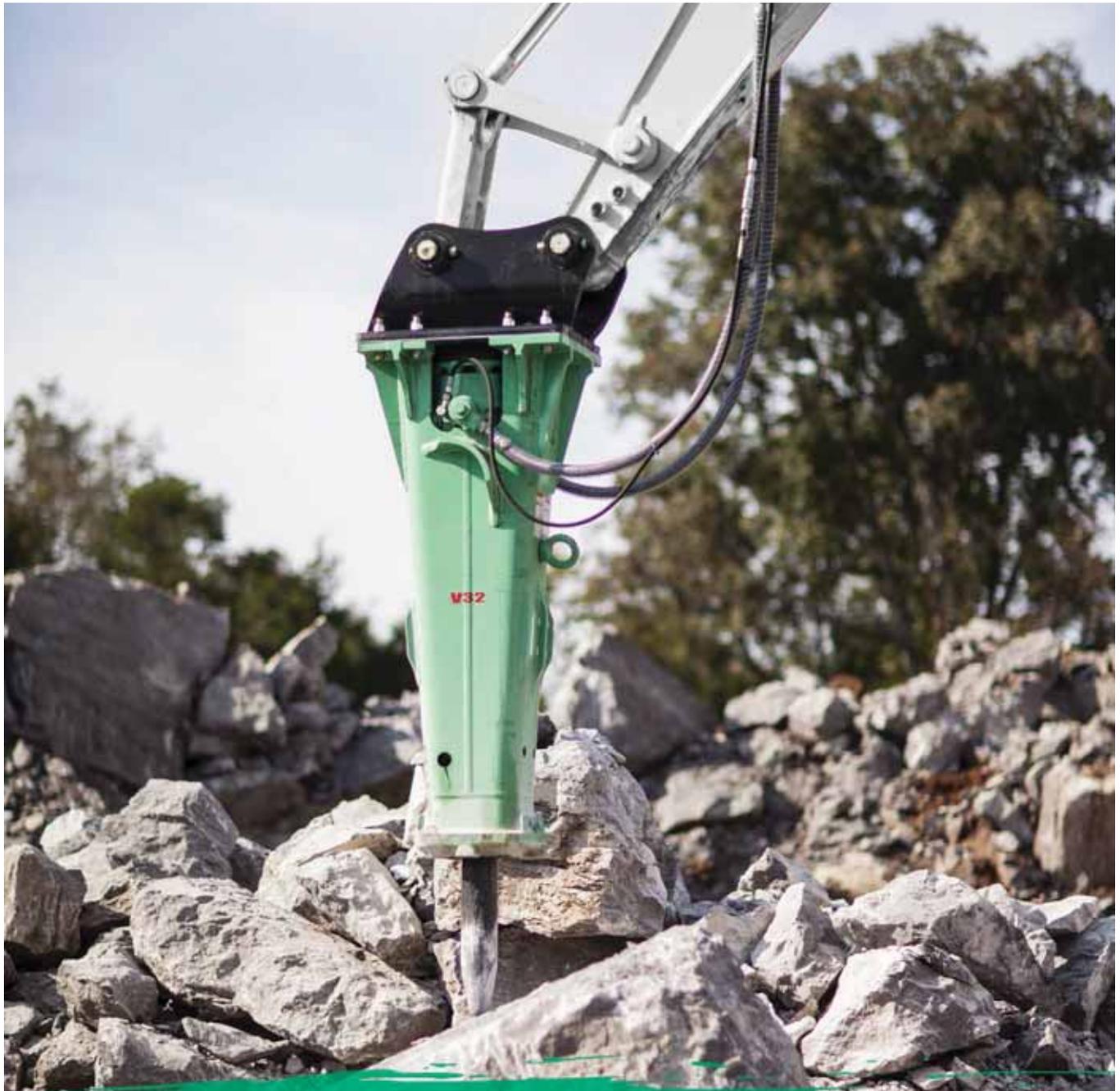


PC45MR-5



PC55MR-5





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FIRST-IN-THE-FOREST

Komatsu's next generation harvesters feature a host of improvements that benefit your bottom line

Komatsu strengthened its wheeled harvester lineup with four new models – 901, 911, 931 and 951 – representing a new generation that features breakthrough improvements in operator comfort, convenience, performance and productivity. Each is powered by a Tier 4 Final engine that provides high-torque, high-capacity cooling systems and reduced fuel consumption.

Increased operator comfort and convenience begins with a totally new cab design and operating environment that increases the front-line-of-sight visibility by 62 percent upward and 17 percent downward. The modern design features first-class ergonomics, high-end automotive fit and finish, and a MaxiXplorer control and information system with seven new software options and a more powerful computer.

Next-generation technology improves performance and productivity. The harvesters feature new H-series parallel cranes with greater lift capacity, 360-degree cab/crane rotation and four-way cab/crane leveling. An innovative 3PS three-pump hydraulic system design produces significantly greater hydraulic work flows, and a new Hydrostatic Transmission generates more torque.

Outside the cab, 16 powerful LED lights provide double the illumination to the harvesting head. All daily maintenance checks and fills can be performed at ground level or from inside the cab. The harvesters feature a highly functional and sleek new design, including a one-piece hood that opens rearward to fully expose the entire engine compartment for easy service access. All filters are vertically mounted and easy to change.

“This first-in-the-forest lineup is Tier 4 Final and a whole lot more,” said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. “From operator comfort and convenience to machine performance and productivity, these harvesters are the new benchmark in the category. Each model can be equipped with a variety of Komatsu harvesting heads to meet specific application needs.” ■



Steve Yolitz,
Manager,
Marketing Forestry

Komatsu's new Tier 4 Final harvester lineup features four models that increase production and performance while lowering fuel consumption. The new models feature H-series parallel cranes with greater lift capacity, and an innovative three-pump hydraulic system design that produces significantly greater hydraulic work flows. A totally new cab substantially improves visibility.



Discover more

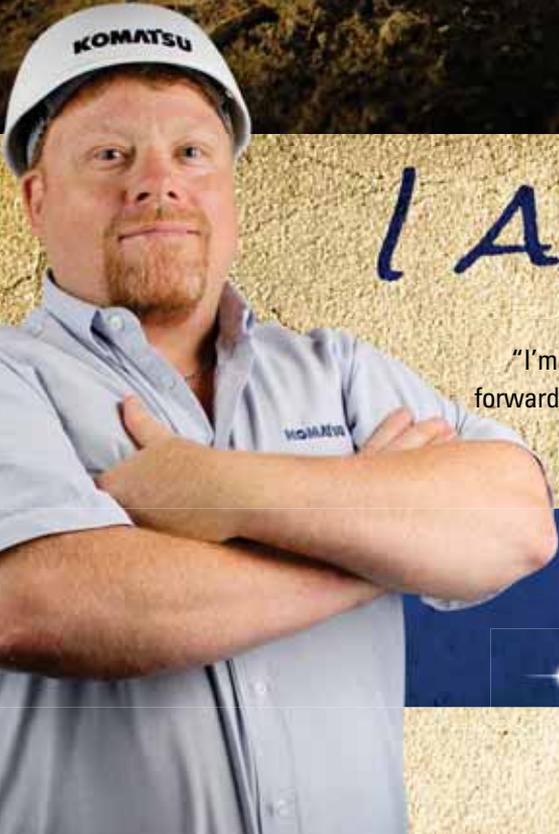


D61PXi-23



PUSHING AHEAD WITH *INTELLIGENT* MACHINE CONTROL

- Automated operation from rough dozing to finish grade
- *intelligent* Machine Control dozing mode and load control features
- No cables between machine and blade
- A factory-installed integrated system



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CODY GASTON / KOMATSU DOZER DESIGN ENGINEER / CHATTANOOGA, TN

"I'm proud that our Komatsu dozer designs are always breaking new ground, like our forward cab small dozers and now our *intelligent* Machine Control equipment with integrated technology. But it's a team effort and it takes dedicated team members to build in the quality it takes to meet our customers' demands. And that's why I AM KOMATSU."

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009

REDUCE UNDERCARRIAGE COSTS

Komatsu's PLUS offers up to twice the wear life, and is now available for D155AX-8 dozers

Since Komatsu introduced PLUS (Parallel Link Undercarriage System) several years ago, it has proven to extend the life of a dozer undercarriage. The revolutionary design limits wear and the need for pin and bushing turns. It also significantly reduces costly undercarriage repairs and replacements – generally 50 percent of per-hour operating costs over the life of a dozer.

Komatsu recently added PLUS as an option on the new D155AX-8 dozer, with 24-, 26- and 28-inch shoe widths available. Each is made with extreme service shoes for maximum wear life and durability to provide up to twice the life of a conventional undercarriage, lowering maintenance and repair costs by up to 40 percent in certain applications.

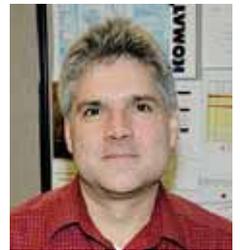
“Applications for PLUS range from high-impact, rocky ground conditions to low-impact, abrasive, sandy worksites,” said Chuck Murawski, Komatsu Product Manager, Dozers. “This has enabled PLUS to become standard equipment on other Komatsu models.”

Eliminates pin, bushing turns

The PLUS undercarriage features a rotary design, so it's not necessary to turn the pin and bushings. It uses oil-lubricated bushings that rotate freely, unlike fixed bushings used on conventional undercarriage systems. Links have increased wear material and depth hardness, as well as a strutted design for extended life and added strength. All link assembly components can be field-replaced individually, as opposed to replacing an entire undercarriage system. Sprockets are segmented for simple replacement and designed to minimize material packing.

For added peace of mind, the PLUS assurance program covers leakage and breakage due to defects or workmanship for three years or 4,000 hours, whichever occurs first.

“Supplemental wear-life coverage is available through our local distributors,” said Murawski. “PLUS started as an option on some of our mid-sized dozers, but it quickly became standard because owners saw their undercarriage maintenance and repair costs significantly reduced. It's a great option on the larger D155, so we encourage users to talk with their distributors about putting PLUS on those dozers.” ■



Chuck Murawski,
Komatsu Product
Manager, Dozers



Komatsu's PLUS system eliminates pin and bushing turns, reducing undercarriage maintenance and repair costs. It is now an option for the D155AX-8 dozer.



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GIVING YOU STRONG OPTIONS

John Arapidis says rental, used equipment through Komatsu and its authorized distributors make sense

QUESTION: What does the Rental & Used Equipment group offer customers?

ANSWER: Komatsu and its distributors are committed to offering our customers the highest quality machinery in the marketplace, including rental and pre-owned equipment offered through Komatsu ReMarketing, which was combined with our rental operations in April 2013 as part of our overall circulation strategy. The Rental & Used Equipment group offers great alternatives to buying new. Between them are a variety of machines in the used category, such as late model units coming off rent. Many of the pre-owned machines are Distributor Certified Used, and numerous used Tier 4 machines are designated as Komatsu CARE Certified Equipment.

QUESTION: How is Komatsu CARE Certified Equipment different from Distributor Certified Used?

ANSWER: When Komatsu established ReMarketing, it set a new standard for certified used equipment with the Distributor Certified Used designation. Distributors continue to offer the standardized inspection, certification and technician training through the ReMarketing program for machines acquired through customer trade-in and lease returns. They also keep their rental fleet fresh by offering the latest-model machines – so as they add new models, old ones can be moved into their used market. This is especially true of Komatsu Tier 4 machines.

Komatsu CARE complimentary maintenance is standard on most new Tier 4 machines that are leased or purchased. That means specially trained distributor technicians perform a 50-point inspection every 500 hours for the first

Continued ...



**John Arapidis,
Vice President, Rental &
Used Equipment**

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.

John Arapidis considers himself a “28-year rookie” when it comes to his tenure with Komatsu America. “I say I’m still a rookie because, hopefully, I’m learning something new every day,” said Arapidis, Vice President, Rental & Used Equipment. “I’ve taken that approach since I joined the company in 1987.”

Arapidis joined Komatsu after graduating from Loyola University in Chicago. He has held several positions throughout Komatsu America, including working in finance, mining, rental, utility equipment and ReMarketing. While working at Komatsu, he earned an MBA from the Keller School of Management. Before moving into his current role, he was Director of Sales & Marketing, West Region, for new equipment. As Vice President, Rental & Used Equipment, Arapidis oversees a group that was formed in April 2013 and includes Komatsu ReMarketing.

“Each position involved, and involves, working closely with customers,” said Arapidis. “I’ve always found that very enjoyable. Nothing is more satisfying than helping people find the right equipment to match their needs, so they can be productive and profitable.”

John and his wife, Sherri, enjoy traveling and exploring the beautiful cities of the world. He’s also a classic car and motorcycle enthusiast.

Komatsu-certified equipment provides peace of mind

... continued

three years or 2,000 hours. Our distributors have records showing these services and inspections. Only units that have met all of the Komatsu CARE requirements are eligible for the Komatsu CARE Certified Equipment designation. The machines must also meet or exceed ReMarketing's already rigorous inspection process that includes mechanical and diagnostic operations, as well as interior and exterior appearance standards. Only then

All scheduled service on new and rental Komatsu Tier 4 equipment is covered for the first 2,000 hours or three years through the Komatsu CARE program. Certified technicians perform all of the work, which includes a 50-point inspection with each service interval.



John Arapidis, Vice President, Rental & Used Equipment, says one of the benefits of choosing rental and used equipment through Komatsu's ReMarketing program is peace of mind. "Customers can be assured that the machine has been well maintained by their Komatsu distributors' technicians, with records to back it up," said Arapidis.



can a machine be labeled as Komatsu CARE Certified Equipment.

We believe this gives customers added confidence that they are buying the best-made and maintained machines in the world. To make that easier, our distributors offer financing, extended maintenance and warranty options on all types of used equipment.

QUESTION: Does this mean customers should avoid older machines?

ANSWER: Absolutely not. Our ReMarketing machines are more than a piece of equipment with a new paint job. There are still a lot of Tier 3 – and older – machines available that will suit a variety of needs. Those have been inspected, repaired if necessary, and may also come with financing and warranty options.

With the certification process that Komatsu America offers for both Distributor Certified and Komatsu CARE Certified Equipment, we want to clearly demonstrate that we can provide a valued product in the marketplace and differentiate ourselves with the best alternatives to buying new.

QUESTION: How should customers go about checking availability of rental and ReMarketing machines?

ANSWER: The first contact should be with their local distributor. Generally, they will find all the answers they need there. If they want to see machines that are offered through ReMarketing, they can check www.komatsuused.com.

QUESTION: What do the rental and used markets look like going forward?

ANSWER: Those markets have been strong the past years, and we expect that to continue to be the case. While customers are buying more new machines today, they are still cautious and augmenting their fleets through rentals and used pieces. It's smart economically. As an equipment supplier, we want to continue the successful relationships we have with Komatsu customers through our distributors in order to help them achieve their goals. ■

Highway Administration finalizes standards for tunnel inspections

The U.S. Department of Transportation's Federal Highway Administration (FHWA) recently published the final rule for national standards that will serve as the foundation of the nation's first standardized tunnel inspection program. It will be modeled after the FHWA's bridge program established nearly a half-century ago to ensure the safety of the nation's bridges.

"This important step to keep our nation's tunnels safe for the traveling public is unprecedented," said U.S. Transportation

Secretary Anthony Foxx. "Establishing national standards will help us maintain a high level of quality and uniformity in tunnel inspections nationwide."

To support the implementation of the standards, FHWA has developed guidance documents and manuals. The agency will offer training to state and local engineers on how to conduct highway tunnel inspections, including on what elements to inspect and how to code and record the results. ■



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PAVING IN LESS TIME

Wirtgen's AutoPilot stringless system makes slipform projects with its SP 15 machines even more efficient



Erik Smydra,
Stringless Machine
Control Specialist,
Wirtgen America



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RolandIndustryScoop.com

When it comes to versatility on paving monolithic profiles, Wirtgen set the standard with slipform pavers such as its SP 15 and Tier 4 Interim SP 15i models. They are true multipurpose machines that lay curb and gutter, barrier, sidewalk, V-ditch, special applications and slabs. Both can be quickly configured on-site for left- or right-side pouring, have maximum paving widths of 6 feet, and maximum barrier/parapet placement height of 4 feet 3 inches.

Wirtgen's new AutoPilot stringless paving system for poured-in-place concrete profiles – designed exclusively for its slipform pavers – has helped make those standard-bearers even more efficient. AutoPilot is a GPS-based system that ensures the highest precision and optimum efficiency, regardless of whether the job calls for straight profiles or highly complex curved paths.

Wirtgen's SP 15 slipform paver with a GPS-based AutoPilot stringless paving system for poured-in-place concrete profiles ensures the highest precision and optimum efficiency on any job. The system bypasses the need to establish a digital terrain model.

"The system creates a virtual stringline, and the machine runs off that," explained Erik Smydra, Stringless Machine Control Specialist with Wirtgen America. "There are no trip points or strings to knock down or pins to set. Users can either import shapes from a CAD file or use a field rover to shoot hubs and input the data. The machine starts paving from there."

Intuitive operation, increased production

Wirtgen's proprietary AutoPilot control system gives construction companies a distinct competitive edge, because it bypasses the need to establish a digital terrain model. Programming is completed with a rover pole to capture coordinates or by simply using the jobsite plans, eliminating the need for a surveyor.

The system uses a computer that is integrated into the machine, as well as a control panel that allows intuitive operation. For course control, two machine-mounted GPS receivers communicate with an additional GPS reference station positioned on-site. For precise grade control, a laser, ultrasonic sensor or total station is used.

"It saves a significant amount of time because a crew doesn't have to come to the jobsite ahead of time to set pins and lines," said Smydra. "That makes paving any job faster and more efficient, and it especially pays for itself on tight radii with the elimination of setting all the pins necessary for those pours. Theoretically, you could shoot hubs in the morning, import the files and be paving the same day – increasing the number of feet poured compared to traditional methods." ■



USED EQUIPMENT SPECIALS

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Wirtgen W2000, '08, 7,798 hrs\$199,999



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**KOMATSU
REMARKETING**



Wirtgen W120F, '07, 4,816 hrs\$199,000

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Komatsu D51PX-22, '07, 5,510 hrs.....	\$114,500
Komatsu D51PX-22, '08, 4,247 hrs.....	\$114,500
Komatsu D61PX-15E0, '07, 4,771 hrs.....	\$95,000
Komatsu D61PX-23, '13, 1,529 hrs.....	\$216,599
Komatsu D65EX-15, '06, 2,301 hrs.....	\$144,500
Komatsu D65EX-15E0, '07, 3,934 hrs.....	\$149,500
Komatsu D65PX-15E0, '07, 4,704 hrs.....	\$149,500
Komatsu D65WX-15E0, '07, 3,959 hrs.....	\$157,000
Komatsu D155AX-6, '11, 3,694 hrs.....	\$265,000
Komatsu D275AX-5, '03, 23,015 hrs.....	\$99,500

FORESTRY

Deere 759J, '14, 1,186 hrs.....	\$435,000
Ponsse Ergo Harvester, '05, 13,239 hrs.....	\$160,499
Valmet 415EX/Rolly II, '05, 10,092 hrs.....	\$102,000

MATERIAL HANDLERS

Cat 365CL-MH, '08, 10,428 hrs.....	\$137,500
Gehl RS8-42, '03, 3,594 hrs.....	\$37,500
Komatsu P400LC-8MH, '08, 6,095 hrs.....	\$219,500

OFF HIGHWAY TRUCKS

Komatsu HD465-7, '06, 18,843.....	\$219,500
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SCRAPERS

Deere 9560R, '12, 2,000 hrs.....	\$333,000
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MILLING

Wirtgen W60, '08, 628 hrs.....	\$144,900
Wirtgen W120F, '07, 4,816 hrs.....	\$199,000
Wirtgen W600, '03, 2,403 hrs.....	\$59,500
Wirtgen W2000, '08, 7,798 hrs.....	\$199,999
Wirtgen W2100, '04, 8,538 hrs.....	\$209,500

COMPACTION

Bomag BC61RB, '00, 15,862 hrs.....	\$49,900
Bomag BC1172RB, '05, 15,531 hrs.....	\$89,900
Bomag BW205AD, '02, 3,520 hrs.....	\$21,500
Hamm HD14VV, '09, 0 hrs on engine.....	\$25,799
Hamm HD120HV, '03, 2,690 hrs.....	\$32,999
Hamm HD12VV, '04, 4,113 hrs.....	\$11,799
Stone WP4100 Double Drum, '09, 1,018 hrs.....	\$14,599
Volvo DD24 Roller, '11, 1,032 hrs.....	\$28,499

PAVING

Cat AP-1000B, '03, 5,781 hrs.....	\$53,399
Leeboy 8500T, '06, 5,859 hrs.....	\$20,799
Leeboy 1000D, '05, 2,322 hrs.....	\$19,499
Mauldin 1750C, '98, 3,618 hrs.....	\$19,799

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Komatsu HM300-2, '07, 6,500 gal.....	\$290,499
Komatsu HM300-2, '07, 6,500 gal.....	\$299,499

WHEEL LOADERS

Cat 950H, '06, 15,188 hrs.....	\$69,500
Deere 544K, '13, 792 hrs.....	\$159,000
Deere 544K, '13, 1,023 hrs.....	\$159,000
Deere 624K, '13, 948 hrs.....	\$166,000
Deere 624K, '13, 905 hrs.....	\$166,000
Komatsu WA200PZ-6, '14, 385 hrs.....	\$115,000
Komatsu WA250PT-5L, '06, 10,576 hrs.....	\$47,999
Komatsu WA270-7, '15, 97 hrs.....	\$152,399
Komatsu WA270-7, '15, 137.5 hrs.....	\$152,399
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Komatsu WA320-7, '14, 81 hrs.....	\$165,000
Komatsu WA380-6, '11, 2,094 hrs.....	\$179,500
Komatsu WA380-7, '13, 1,385 hrs.....	\$185,000
Komatsu WA400-5L, '05, 10,968 hrs.....	\$72,999
Komatsu WA450-6, '07, 8,069 hrs.....	\$99,599
Komatsu WA500-6, '09, 9,628 hrs.....	\$207,299
Komatsu WA500-6, '09, 8,621 hrs.....	\$211,399
Komatsu WA500-6, '10, 7,378 hrs.....	\$225,499
Terex TL300-2, '08, 2,441 hrs.....	\$69,500

CRUSHING/SCREENING

Kleemann MSD190D Screen, '13, 688 hrs.....	\$255,000
Kleemann MC110Z Crusher, '13, 714 hrs.....	\$475,000
Metso LT 1415, '06, 7,401 hrs.....	SCALL

SKID STEER

Case 450CT, '07, 2,942 hrs.....	\$19,999
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EXCAVATORS

Atlas Copco MB1200 Hydraulic Hammer, '05, Rebuilt & Painted.....	\$21,799
Case CX135SR, '11, 2,350 hrs.....	\$104,500
Case CX160, '05, 6,579 hrs.....	\$45,599
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Cat M318, '96, 6,440 hrs.....	\$39,500
Deere 225C LC, '04, 7,029 hrs.....	\$62,667
Deere 350DLC, '07, 5,837 hrs.....	\$109,500
Deere 350DLC, '07, 6,832 hrs.....	\$109,500
Kobelco SK330LC, '03, 11,889 hrs.....	\$37,333
Kobelco SK485-9, '12, 3844 hrs.....	\$184,599
Komatsu PC138USLC-8, '11, 1,142 hrs.....	\$124,500
Komatsu PC138USLC-8, '11, 3,218 hrs.....	\$104,500
Komatsu PC160LC-7, '05, 5,926 hrs.....	\$78,599
Komatsu PC200LC-7, '03, 8,114 hrs.....	\$79,500
Komatsu PC200LC-7, '03, 7,248 hrs.....	\$59,500
Komatsu PC200LC-7, '04, 7,640 hrs.....	\$89,500
Komatsu PC200LC-8, '11, 4,465 hrs.....	\$107,200
Komatsu PC210LC-10, '14, 978 hrs.....	\$197,280
Komatsu PC220LC-6, '98, 19,095 hrs.....	\$37,100
Komatsu PC220LC-8, '06, 9,084 hrs.....	\$96,500
Komatsu PC228USLC-1, '99, 4,400 hrs.....	\$54,500
Komatsu PC300LC-7, '06, 6,261 hrs.....	\$102,499
Komatsu PC300LC-7 w/Shear, '06, 7,463 hrs.....	\$265,000
Komatsu PC300LC-7E0, '06, 7,736 hrs.....	\$110,000
Komatsu PC300LC-7E0, '07, 4,714 hrs.....	\$157,500
Komatsu PC300LC-8, '07, 6,031 hrs.....	\$106,999
Komatsu PC300LC-8, '09, 4,686 hrs.....	\$121,299
Komatsu PC360LC-10, '12, 1,148 hrs.....	\$264,500
Komatsu PC400LC-7, '06, 10,541 hrs.....	\$76,500
Komatsu PC400LC-7E0, '07, 10,905 hrs.....	\$92,500
Komatsu PC400LC-7E0, '07, 10,448 hrs.....	\$99,500
Komatsu PC490LC-10, '13, 2,977 hrs.....	\$268,999
Komatsu PC490LC-10, '12, 3,136 hrs.....	\$265,000
Komatsu PC490LC-10, '12, 4,306 hrs.....	\$245,000
Komatsu PC490LC-10LR, '10, 4,720 hrs.....	\$289,500
Komatsu PC600LC-7, '05, 10,328 hrs.....	\$199,500
Komatsu PC600LC-7, '05, 6,202 hrs.....	\$195,700
Komatsu PC600LC-8, '06, 10,478 hrs.....	\$199,500
Komatsu PC650LC-3, '89, 20,397 hrs.....	\$36,200
Komatsu PC750LC-7, '04, 7,839 hrs.....	\$185,000
Volvo EC220DL, '13, 2,151 hrs.....	\$134,500



Cat AP-1000B, '03, 5,781 hrs\$53,399



Komatsu PC490LC-10, '13, 2,977 hrs\$268,999

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