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## COUNTY CONTRACTORS, INC.

Diversification and flexibility keep this Quincy company moving forward



Dion Neisen,  
President



## KAJACS CONTRACTORS INC.

Poplar Bluff utility contractor expands territory to land bigger projects



Mike Persons,  
CEO



**KOMATSU**<sup>®</sup>

## A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**It's  
showtime**



Dear Valued Customer:

We look forward to the upcoming CONEXPO-CON/AGG, the world's premier construction exposition. As always, the triennial event is expected to be bigger and better than ever as manufacturers unveil the latest and greatest in equipment and technology.

Once again Komatsu will showcase the innovative products and support capabilities that make it the world-class leader in construction equipment. This issue of your Roland Industry Scoop magazine features a preview of the show with information about Komatsu's display areas. We hope to see you March 7-11 in Las Vegas.

Of course, our other manufacturing lines will prominently display products at CONEXPO-CON/AGG as well. If you attend the show, we highly encourage you to stop by their booths, too. We know you will enjoy visiting with them and seeing what they have to offer.

Komatsu continues to introduce new Tier 4 Final machines that increase your production and efficiency, and you can read about several of them inside as this issue highlights the broad range of equipment our leading manufacturer produces. There are articles on a new dozer, wheel loader, truck, excavator and more.

Thoughts of CONEXPO-CON/AGG have us looking forward to what we hope is a great 2017 construction season for you. If you are interested in any of the machines featured here, or ones you see in Vegas, let us know.

As always, 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

### KAJACS CONTRACTORS INC.

Meet the people behind KAJACS Contractors Inc., a rapidly growing utility contractor based in Poplar Bluff, Missouri.

### COUNTY CONTRACTORS, INC.

Discover how the ability to shift focus and adapt to market demand leads to success for this Quincy, Illinois, contractor.

### INDUSTRY EXTRAVAGANZA

Preview CONEXPO-CON/AGG 2017, which is set to showcase innovative products that will shape the future of the construction industry.

### PRODUCT NEWS

Check out how the PC138USLC-11 excavator supplies a productive punch on today's jobsites.

### NEW PRODUCT

Take a closer look at the all-around functionality of the WA270-8 wheel loader as it powers through wide-ranging applications.

### PRODUCT INNOVATION

Komatsu's D155AXi-8 RC dozer offers high productivity through a combination of radio operations and *intelligent* Machine Control. Find the details inside.

### HANDS-ON EXPERIENCE

Ride along as customers test drive the latest Komatsu products at Las Vegas Demo Days.

### FORESTRY NEWS

See why the Comfort Bogie system enables the 931XC harvester to deliver superior handling capabilities.

### PRODUCT SPOTLIGHT

Learn how Komatsu's largest truck, the electric-drive 980E-4, stands up to rugged mining conditions.

### KOMATSU & YOU

Get to know Dan Funcannon, Komatsu Vice President and General Manager of the Mining Division, who says that design and quality manufacturing ensure product longevity.

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# KAJACS CONTRACTORS INC.

## Poplar Bluff utility contractor expands territory to land bigger projects



Mike Persons,  
CEO

Since opening its doors in 1993, KAJACS Contractors Inc. has made a name for itself in the southern regional markets by completing water and sewer jobs on time and up to customers' standards. During that time, it found the most value with projects that feature large-diameter distribution lines. In order to land more of those contracts, the company hit the road.

"We decided to pursue transmission and distribution jobs with large-diameter pipe, and there weren't enough of them in our area to keep us busy, so we expanded," recalled CEO Mike Persons. "We had to go where the work was. It was a gamble, but it's paying off."

KAJACS' primary markets have always been Missouri, Tennessee, Arkansas and Mississippi. Recently it expanded to Oklahoma and Alabama with plans to move into the Dallas/Fort Worth Metroplex and the northern markets

as well. Persons says the company will continue to expand as long as the job makes sense.

### Right jobs, right people

KAJACS performs a range of utility projects for municipalities and other government agencies. However, it also handles dirt work – including grading, excavating and directional boring – and highway assignments. The diversification is important to KAJACS' success.

"Right now, nearly 80 percent of our work is utilities, but if it were reversed, I wouldn't have a problem with that," he said. "We are set up to take advantage of opportunities year-by-year. You have to follow the opportunities."

Knowing the location of the prime projects has become a skill that KAJACS honed during the last 24 years. The company developed a process to help make the most informed decisions possible before bidding on a job.

"We try to do as much homework as we can before moving forward," explained Persons. "Instead of eyeballing a site or digging some holes with large machinery, we use surveying and technical equipment as well as software to get a clear picture of what we would be dealing with. It saves us a lot of time and money."

For a company that specializes in large assignments, information is an advantage. KAJACS recently started a \$5-million project in White Oak Bayou near Little Rock, Arkansas, where it is installing three miles of 36-inch sewer interceptor at a depth of 18 feet. The contract also requires the company to perform a 600-foot, 36-inch bore underneath Interstate 40. Without sufficient information going into the bid process, Persons believed the project would not be a success.

This KAJACS operator preps a jobsite using a Komatsu PC300LC for a pipe-installation project.





KAJACS uses its Komatsu PC400LC excavator as well as a PC490LC excavator on rent from Roland Machinery Company to lay 2,500 feet of 120-inch pipe in DeValls Bluff, Arkansas. The company specializes in projects that require the installation of large-diameter distribution lines.

In addition to selecting the right jobs, employing top-notch people has also been an integral part of KAJACS' accomplishments. The company has 70 employees and experiences very little turnover, something that Persons attributes to the company's cross-training program.

"We know that good workers are very hard to find, so we develop them," said Persons. "Of the 13 supervisors on staff, all but two started working in a ditch for us. We have several employees who have been with us for 20 years. People appreciate knowing that advancement opportunities exist."

Persons credits his management team for the company's success both in completing projects and building a staff. The team includes Chief Financial Officer Sheila Calvert, CPA; Vice President Rodger Williams II, PE; as well as Project Managers/Estimators Rick Prosser, PE, and Ethan Hoggard. Persons' son, Aron, is the President and operates the company's Little Rock office.

### **Komatsu and Roland**

When KAJACS needs an excavator to complete a project, it turns to one of its 17 Komatsus from Roland Machinery Company and Sales Rep Dan Christensen. KAJACS' excavator fleet ranges in size from a PC78 to a PC400.

"Komatsu excavators have repeatedly proven themselves to us," shared Persons. "They have the handling and power to perform a variety of jobs. On top of that, they are extremely fuel-efficient and dependable. They can take the punishment we give them."

The fleet range allows KAJACS to match its excavators to applications and maximize efficiency.



Roland Sales Rep Dan Christensen (left) keeps the KAJACS team supplied with Komatsu equipment.

"Once we win a job, we start building an equipment list," said Persons. "We take several factors into consideration – size of the pipe, depth, location – and it's always a Komatsu excavator."

Persons and his team are also fans of Roland Machinery and the services it provides, including Komatsu's telematics system, KOMTRAX.

"Everyone at Roland does an excellent job for us," proclaimed Persons. "Dan is always just a phone call away if there is an issue. If we need anything, he takes care of it right away."

"KOMTRAX is also very helpful for us," he added. "Now that we're farther away for work, being able to bring up a machine on KOMTRAX without any extra equipment or software saves us significant time and money. Our mechanics use it to work with operators and fix the problem quickly."

### **The road ahead**

While expansion is the newest trend at KAJACS, Persons says he expects the company's core values to endure.

"We will remain committed to teamwork, integrity and safety," promised Persons. "They got us to this point, and without those values, growth wouldn't be possible. The sizes and locations of our projects may change, but our values won't." ■

## A SALUTE TO A CUSTOMER

# COUNTY CONTRACTORS, INC.

## Diversification and flexibility keep this Quincy company moving forward



Dion Neisen,  
President

Contingency plans are commonplace in the construction industry. Weather, budgets, illness or unforeseen elements of a project can force a company to change its original plan and formulate a new strategy on the fly. For County Contractors, Inc., President Dion Neisen, the ability to develop a “plan B” has helped his company succeed throughout the years.

Neisen was working for Sparks & Wiewel Construction in the early 2000s when its owners decided to retire. With the prospect of unemployment looming, Neisen took matters into his own hands and started County Contractors with two of his colleagues.

“We purchased some equipment from Sparks & Wiewel and hired some of their people to build our staff,” recalled Neisen, who has since bought out his original partners. “As the years went on, we continued to grow and find success.”

At its start in 2004, County Contractors focused on road and bridge construction, an area in which Neisen specialized early in his career. The company experienced modest growth in its first two years, but after landing a \$1.5-million bridge contract in West Point, Illinois, in 2006, the company found itself in a position to really expand.

“That was our first large project,” said Neisen. “We were a new company, but everyone on our staff had more than 20 years of experience, so we knew we could handle it. We did everything we could to get enough bonding to bid on it, and we were fortunate to win it. Completing that job put us on the map, and it gave us the chance to add more crews. It really kick-started the company.”

Since then, County Contractors has routinely completed up to \$10 million in projects annually while operating within a 200-mile radius of Quincy. It has 20 employees and supplements the staff with local union workers when needed. Neisen credits his people with the company’s success.

“Without great employees, we wouldn’t be here,” noted Neisen. “Tim Woodward and brothers Jeff, Steve and Jon White are all Superintendents who do an awesome job for us. Chief Financial Officer Ginger Whittaker and Estimator Chris Kauffman handle the office, which I appreciate because that allows me to keep working in the field.”

### Shifting focus

While bridge projects and the roadwork associated with them remain the core of the company, changes in the local economy and state budgets have forced Neisen to develop a plan B.

“Recently, there haven’t been many large bridge projects coming up for bid,” he explained. “We still do a few small county bridges, but we’ve needed to go after other jobs to make up for that. Fortunately, we’ve been lucky enough to keep plugging away.”

County Contractors has diversified to stay busy until more bridge and road projects become available. The majority of the contracts the company landed, such as sidewalks, parking lots, box-culvert installations and smaller sewer

Dion Neisen operates the newest addition to his equipment fleet, a Komatsu D39PX dozer. “We are big fans of the Komatsu dozers,” said Neisen. “They have performed very well for us, and I can’t wait to buy more.”





A County Contractors operator uses the company's Komatsu PC360LC excavator to complete a project in Winchester, Illinois. The company has 17 Komatsu excavators in its fleet and appreciates their versatility and efficiency.

jobs for municipalities, were extensions of its road and bridge business. However, it also took on other unique projects, like a rock-crushing job on a barge in the middle of the Mississippi River, which it completed in late 2016.

"Our focus will always remain with bridges and roads, but until they come back, we will do what we have to," said Neisen. "They are our specialty, but as we do more of these other jobs, we become increasingly comfortable with them. The diversification has been good for us and will be helpful going forward."

### **Roland relationship**

While Neisen has developed many back-up strategies throughout his career, his original equipment plan remains intact. Komatsu machines from Roland Machinery Company are his staple.

"The relationship began a long time ago," recounted Neisen. "I used Komatsus before I started County Contractors, and I also worked with Roland. It's a stand-up company with great people. That's why I've continued with them and use Komatsu."

A longtime friendship with Sales Rep Jim Seals has only furthered the bond. "Jim and I played on the same high school basketball team, and we were employed at Sparks & Wiewel together. Jim began at Roland as a Service and Parts Manager when we started County Contractors. We always turned to Jim for help and had him work on our Komatsu machines. I know him, and I trust him."

Komatsu excavators are the key machines for County Contractors as it has 17 pieces ranging from a PC35MR to a PC360.



The relationship between Roland Sales Rep Jim Seals (left) and County Contractors President Dion Neisen goes beyond equipment sales as the two attended high school together and later worked for the same construction company.

"We love Komatsu excavators," proclaimed Neisen. "They can handle everything from loading dirt to lifting forms, and they do a great job. They are fast, efficient and smooth in any application."

Neisen also has three Komatsu dozers, including the D39PX and D51EX dozers he purchased in 2016. "We are big fans of the Komatsu dozers," he shared. "They have performed very well for us, and I can't wait to buy more."

### **Making plans**

When Neisen contemplates the future of County Contractors, he knows to expect the unexpected. While his goals for the next decade will inevitably change, he hopes one thing remains constant – a team of excellent employees.

"I'll give my staff credit every day," he stated. "If it wasn't for them, I'd have nothing. I don't know how much longer I'll be involved – or what I'm going to do when I retire – but I do know that I want to reward the people who are here. My hope is to move County Contractors into more of an employee-owned operation. They deserve it." ■

# IMAGINE WHAT'S NEXT

## CONEXPO 2017 showcases innovative new products that will shape the future of construction



Visit Komatsu at:  
North Hall, Booth N10902  
Gold Lot, Booth G4183

It's often said that demolition is the first step to new construction. In May 2015, crews razed Las Vegas' famed Riviera Hotel and Casino, paving the way for an expanded CONEXPO-CON/AGG. Held every three years at the Las Vegas Convention Center – right next door to where the Riviera stood – the event is scheduled for March 7-11, 2017.

CONEXPO-CON/AGG will be the first trade show to use the new space, building on what is already the largest international gathering in the Western Hemisphere for the construction-related industries. It also earned the top spot on Trade Show Executive's prestigious Gold 100 trade-show rankings. The largest show in the U.S. of any industry in 2014 – the last time the event was held – it featured more than 2.35 million net square feet of exhibit space, 2,100-plus exhibitors and approximately 130,000 attendees.

Nearly every time the triennial show is held it's bigger than the previous one. That's expected to continue with CONEXPO-CON/AGG 2017. All major areas of the construction industry will be represented in the more than 2.5 million square feet of exhibit space that will house 2,500-plus exhibitors. Almost 700 of the exhibitors are new in 2017. Event organizers expect increased attendance as well.

### Technology and more technology

Those visiting will notice a heavy emphasis on cutting-edge innovation. CONEXPO-CON/AGG continues to provide attendees with access to the newest products from every key construction-related sector, including asphalt, aggregates, concrete, earthmoving, lifting and utilities.

To showcase the focus on technology, the theme for the 2017 exhibition is "Imagine What's Next." This theme reflects the vision for the show as it fully embraces applied technologies that help construction companies reduce downtime, maximize efficiency at jobsites and minimize waste, while increasing bottom-line profits and enhancing safety.

"Technology is critical to the future of the construction industry and CONEXPO-CON/AGG has always been a show that helps industry executives keep pace with the latest in new equipment and product innovations," said Rich Goldsbury, CONEXPO-CON/AGG 2017 show Chairman. "But, as the industry is being transformed by technology, our attendees understand the importance it has on the bottom line. It is our responsibility and privilege to connect them with the most cutting-edge innovations in safety, equipment and operations that are reshaping the future."

Record attendance is possible at CONEXPO-CON/AGG, scheduled for March 7-11, 2017, at the Las Vegas Convention Center.





Komatsu will prominently display its *intelligent* Machine Control dozers and excavators, including the PC490LCi-11, in the outdoor Gold Lot (Booth G4183). There, it will also highlight its SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions.

CONEXPO-CON/AGG brings the Imagine What's Next theme and technology focus to life with a new 75,000-square-foot Tech Experience pavilion dedicated entirely to presenting emerging construction innovations that are driving change and process improvements across the industry. Located in Silver Lot 3, it will feature items such as wearables for health, safety and productivity; the latest skills for careers; and new materials to enhance the nation's infrastructure, according to the Associated Equipment Manufacturers (AEM), the lead sponsor of the show.

"With the Tech Experience, CONEXPO-CON/AGG is advancing to a new level of thought leadership in our industry," said Sara Truesdale Mooney, Show Director and Vice President, Exhibitions and Business Development for AEM. "Attendees will explore three key zones: the worksite of the future, jobs of the future and the infrastructure of the future."

CONEXPO-CON/AGG is co-located with the International Fluid Power Expo (IFPE),

and the two shows are teaming up to unveil the world's first, fully functional 3-D printed excavator and the first large-scale use of steel in 3-D printing, known as additive manufacturing. In addition, attendees can watch as a second excavator is printed live on the show floor.

"We know our members look forward to seeing the industry's most innovative technologies at CONEXPO-CON/AGG and IFPE each show year, and 2017 will not disappoint," said John Rozum, IFPE Show Director. "We're thrilled to bring such a significant technological and first-of-its-kind achievement like the 3-D printed excavator to the show. It will serve as a platform to demonstrate how the latest innovations and applied technologies are changing the future of the construction industry."

### **Komatsu spotlights SMARTCONSTRUCTION**

Komatsu introduced a significant leap in machine technology three years ago

*Continued . . .*

# Learning sessions to focus on technology trends

... continued

with its *intelligent* Machine Control dozers. The Komatsu lineup now includes eight models, including a radio-controlled version of its D155AXi-8, as well as three excavators (PC210LCi-11, PC360LCi-11 and PC490LCi-11). Komatsu will display most of its *intelligent* Machine Control equipment at the company's outdoor exhibit space in the Gold Lot (Booth G4183), as well as a new machine featuring hybrid technology.

The outdoor area will also feature Komatsu's SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions provided by Komatsu. In addition to training and support, offerings include surveying/inspection, 3-D modeling, jobsite-data solutions and setup, as well as optimized operation consultation.

Attendees flock to Komatsu's display at the 2014 CONEXPO. The company will have two exhibit areas at the 2017 show, with standard Tier 4 machines indoors in the North Hall (Booth N10902) and *intelligent* Machine Control equipment outdoors in the Gold Lot (Booth G4183).



Indoors in the North Hall (Booth N10902), Komatsu will prominently feature its standard Tier 4 machines. Among them will be excavators, ranging from utility to production-sized models; Dash-8 wheel loaders; multiple dozers and trucks; plus a motor grader. The 22,000-square-foot space will also have a presentation area; a company store with apparel, die-cast models and other logoed merchandise; as well as a photo opportunity spot.

## Learning sessions

At this year's expo, educational opportunities abound with a record 143 sessions across 10 tracks. One specifically focuses on technology and will highlight industry innovations and future growth opportunities in the tech field – drones, autonomous machines, 3-D imaging, smart apps, gamification, big data and the Internet of Things (IoT).

Additional tracks will offer the latest trends and best practices for aggregates; asphalt; concrete; cranes; rigging and aerial lifts; earthmoving and site development; equipment management and maintenance; business practices; workforce skills; and safety.

"Education is a critical component of CONEXPO-CON/AGG, and we encourage attendees to take advantage of the convenience of so many learning opportunities available. They'll be able to work smarter because of the knowledge they gain," said Goldsbury.

Registration for sessions can be completed prior to the conference at the CONEXPO website ([www.conexpoconagg.com](http://www.conexpoconagg.com)). Single session, one-day passes and full-session passes are available.

"We're honored to be among the most trusted resources for industry professionals from around the world, and we feel tremendous pride as we take the exhibition to the next level of technological breakthroughs by delving into the future of the construction industry," said Truesdale Mooney. ■



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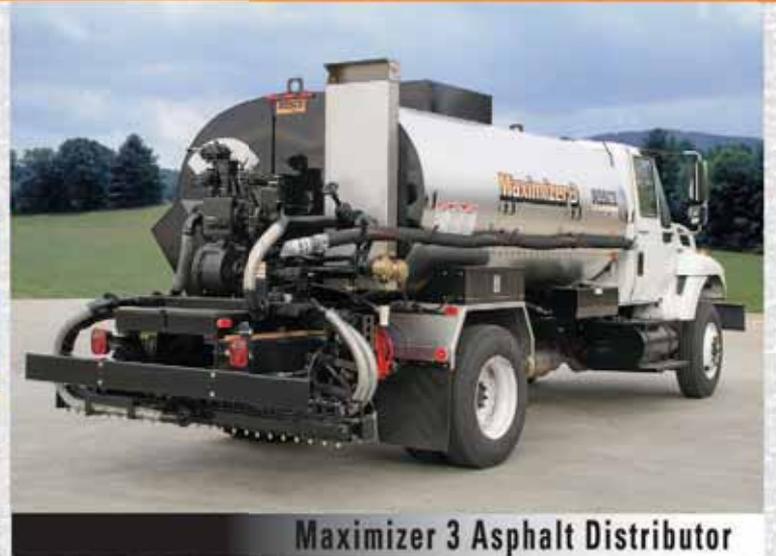
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019

# NEW COMPACT EXCAVATOR

## Good lift capacity, tight-tail-swing radius are combined with advanced technology in the PC138USLC-11

Upgrades, updates and enhancements. Each new model that Komatsu produces has them, and the PC138USLC-11 Tier 4 Final excavator is no exception, with productive features that provide excellent lift capacity, stability and performance in a compact model design that fits a variety of applications.

“The PC138USLC-11 is the perfect machine for contractors on highway, bridge and other roadwork jobs,” said Kurt Moncini, Komatsu Senior Product Manager. “It’s easy to transport, versatile and the tight tail swing fits easily within one lane of traffic. Even though it’s compact, the excavator has a robust counterweight and can be an effective tool on large, open jobsites, too.”

The 7,630-pound counterweight provides excellent lift capacity, equal to or better than conventional models in the same size class. The contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight.

“If the tracks can fit through an area, then there is enough space for operators to swing without worrying about hitting an obstruction,” said Moncini. “That gives them confidence to work in congested areas, close to power poles or transformers and up against, or even inside of a building.”

Like other Tier 4 Komatsu machines, the PC138USLC-11 features Komatsu hydraulic technology that matches engine speed and hydraulic pump output for optimal performance. Operators can also match the machine to the materials and the job at hand with six working modes, including Power, Economy and Attachments. An enhanced attachment control stores up to 10 attachments in the monitor panel, with adjustable flow

control. Two-way attachments also run in Economy mode for greater efficiency.

### Improved telematics

Komatsu upgraded its telematics technology to cellular, ensuring that when work is performed inside a building, KOMTRAX information remains available. Operators can view it through an updated monitor panel that also incorporates a standard, rearview-camera output that’s always available on the screen.

“Ground-level access to service points are all located on one side, including fuel, engine oil and air filters,” said Moncini. “That saves time, which can be better spent in production. It’s a terrific all-around machine that’s built for great production, even in less-than-ideal conditions. The PC138USLC-11 would be a valuable addition to any fleet.” ■



Kurt Moncini,  
Komatsu Senior  
Product Manager



Discover more at  
[RolandIndustryScoop.com](http://RolandIndustryScoop.com)

### Quick Specs on Komatsu’s PC138USLC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC138USLC-11	97.2 hp	34,731-37,669 lb	0.34-1.00 cu yd

Komatsu’s new Tier 4 Final PC138USLC-11 features excellent lift capacity, stability and performance in a compact model designed to fit a variety of applications. If the tracks can fit through an area, then there is enough space so that operators can swing without worrying about hitting an obstruction.



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booths  
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010

# VERSATILE WHEEL LOADER

## The new WA270-8 powers its way through a wide variety of applications

High production, greater fuel efficiency and improved operator comfort are all traits found in Komatsu's new WA270-8 wheel loader, which fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.

"Whether you're lifting, digging or changing attachments on the fly, the WA270-8 is compact enough to squeeze between farm buildings, yet has the power to tackle jobs often planned for bigger machines," said Frank Nyquist, Komatsu Product Specialist. "It's one of the most versatile machines Komatsu offers."

The WA270-8 features a proven, fourth-generation hydrostatic drive train with variable traction control. It has multiple working modes, including an S-mode that provides excellent traction control to reduce wheel slip. This setting is especially useful in snowy, icy or slippery conditions. Creep mode in first gear is easily controlled via a knob on the console, and allows the operator to dial in a travel speed from 1 to 8 miles per hour.

The WA270-8's new Tier 4 Final engine lowers fuel consumption by up to 3 percent in V-cycle loading and 2 percent in load-and-carry applications, compared to its Tier 4 Interim predecessor. The selective catalytic-reduction (SCR) system and other aftertreatment components help the engine with efficiency and longevity. More than 98 percent of the Komatsu Diesel Particulate Filter (KDPF) regeneration happens passively, with no action required of the operator and no interference with machine operation. The SCR system lowers nitrogen oxide emissions and is designed to last for the life of the machine.

### From farms to construction sites

A more comfortable cab with a new, high-back, heated seat softens machine vibration for greater operator comfort. Operators can check vital machine metrics, including KDPF status, diesel exhaust fluid level, fuel consumption and performance information on the 7-inch LCD color monitor.

"Our advanced KOMTRAX system enables fleet managers to track highly detailed information, such as fuel burn in one type of material versus another, or to monitor fuel usage on a specific job or by operator," Nyquist noted. "It's a great tool that helps owners get the most out of the WA270-8." ■



Frank Nyquist,  
Komatsu Product  
Specialist

### Quick Specs on Komatsu's WA270-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA270-8	149 hp	28,208-29,079 lb	2.5-3.5 cu yd

Komatsu's new wheel loader fits a wide range of construction, landscaping, agriculture and other applications. Its parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used for virtually any job, from pallet handling to hard digging.



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# MARRIAGE OF TECHNOLOGIES

## New radio-control dozer combines remote operation and *intelligent* Machine Control



Sebastian Witkowski,  
Komatsu Product  
Marketing Manager

From time to time, earthwork companies take on projects in less-than-ideal conditions. Grading must be completed, but site hazards need to be addressed. Komatsu has a solution with its new D155AXi-8 Radio Control (RC) dozer with *intelligent* Machine Control.

“The D155AXi-8 RC dozer is ideal for applications where customers may want to remove the operator from the machine, yet maintain high levels of efficiency and productivity,” said Sebastian Witkowski, Komatsu Product Marketing Manager. “This dozer meets customer demands in those applications, while utilizing Komatsu’s proven, automated, rough-cut-to-finish-grade technology.”

Operators can control the D155AXi-8 RC dozer while inside the cab or with a remote transmitter that has a range of approximately 330 feet. Operators must maintain line of sight, and they can check the status of the machine through the cab-top lights.

Witkowski pointed out that for many operators, the ability to feel the machine’s response to blade load is an important factor in effective dozing. This is difficult for a radio-control application where the operator is separated from the machine, but the D155AXi-8 RC is unique among radio-control dozers thanks to the *intelligent* Machine Control that automates operation from heavy dozing to fine grading. This model has the ability to sense and control blade load, optimize the start of the cut and minimize track slip just like other Komatsu *intelligent* Machine Control dozers.

An automatic gearshift transmission and lock-up torque converter work together to select the optimal gear range, depending on jobsite conditions and load. These two features are designed to provide maximum operation efficiency. The electronically controlled transmission locks up the torque converter to transfer engine power directly to the transmission, eliminating horsepower loss and increasing fuel efficiency.

“The D155AXi-8 RC is extremely effective working in hazardous conditions or next to a high wall,” Witkowski explained. “Komatsu has a long history with radio-control equipment and now several years of solid experience with its *intelligent* Machine Control products. Both are proven to provide excellent production. The D155AXi-8 RC is a perfect marriage of these two advanced technologies.” ■

### Quick Specs on Komatsu’s D155AXi-8 RC Dozer

Model	Horsepower	Operating Weight	Blade Capacity
D155AXi-8 RC	354 hp	102,060 lb	12.3 cu yd

Komatsu’s new D155AXi-8 RC dozer combines radio-control grading with *intelligent* Machine Control. Operators can run the D155AXi-8 RC dozer from within the cab or with a remote transmitter that has range of approximately 330 feet, and the status of the machine is always available by checking the cab-top lights.



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015

# DEMOS IN THE DESERT

## Hundreds of customers test drive the latest machines at Komatsu's Las Vegas Demo Days



**Bob Post,**  
Komatsu Director  
of Marketing  
Communications

Komatsu welcomed more than 350 people to its Las Vegas Demo Days in October 2016. The event featured six days of demonstrations and all of Komatsu's *intelligent* Machine Control excavators.

In total, Komatsu had 27 machines available for customers to operate: three *intelligent* Machine Control excavators (PC210LCi, PC360LCi and PC490LCi); eight additional excavators (PC55MR, PC88MR, PC138USLC, PC228USLC, PC210LC, PC270LC, PC360LC

and PC490LC); six wheel loaders (WA270, WA320, WA380, WA470, WA500 and WA600); four *intelligent* Machine Control dozers (D51PXi, D61PXi, D65PXi and D155AXi); three additional dozers (D39PX, D61PX and D65EX); two trucks (HM400 and HD605); and a GD655 motor grader.

"It's important for attendees to get the best feel possible for our machines at Demo Days," explained Komatsu Director of Marketing Communications Bob Post. "We put the equipment in real-life applications with rocky soils. For the *intelligent* Machine Control equipment, we uploaded plans so customers could get a chance to operate with full automation. We want everyone who comes to one of our Demo Days to see exactly what a machine can do and go home with all of their questions answered."

Komatsu traditionally hosts two Demo Days at its Customer Center in Cartersville, Georgia, each year. The Las Vegas event was planned to make it easier for customers in western states to attend. ■

Demo Days attendees operate an array of Komatsu wheel loaders. Six loaders, ranging in size from a WA270 to a WA600, were part of a 27-machine fleet available for demo at the Las Vegas event.



A Komatsu PC490LCi – the world's largest *intelligent* Machine Control excavator – loads an HM400 articulated haul truck at Komatsu's Demo Days in Las Vegas.



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Las Vegas Demo Days gave customers a chance to operate Komatsu's *intelligent* Machine Control dozers.

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# NEW KOMATSU HARVESTER

## Unique Comfort Bogie system provides maneuverability and superior handling in challenging terrain

Forestry work often involves navigating challenging terrain. Komatsu's 931XC (eXtreme Conditions) eight-wheel-drive (8WD) harvester stands up to the task with a unique double Komatsu Comfort Bogie system that provides maximum maneuverability and productivity on steep, rough or soft terrain.

The 931XC builds upon the proven 931 six-wheel-drive (6WD) platform with its innovative hydraulic pump system, best-in-class ergonomic cab, four-way cab/crane leveling and 360-degree cab/crane rotation. What sets it apart from other 8WD harvesters is the unique drive system that starts with Komatsu's proven articulated frame joint, rear-swing axle with +/- 16-degree left/right oscillation and the high-oscillation Comfort Bogie front axle. The trademark Komatsu Comfort Bogie is added to the rear-swing axle to provide excellent uphill/downhill and left/right oscillation.

"The Comfort Bogie drive system gives the 931XC superior handling characteristics as the harvester follows the terrain more closely than 8WD machines with a fixed rear-axle design," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "This 8WD system dramatically reduces rear ground pressure, resulting in 54 percent lower psi with tracks and 23 percent lower psi with tires compared to the 6WD 931 model."

### Lighter footprint with powerhouse abilities

Yolitz points out that the lighter tire footprint reduces the need for tracks and chains, potentially increasing fuel economy.

Additionally, the 931XC has 12 percent more tractive effort, 1.8 inches of additional ground clearance and 14 percent greater crane slewing torque.

"Combine those features with the 8WD double Comfort Bogie drive system, and the 931XC becomes a harvesting powerhouse able to take on nearly any terrain a forestry contractor may face," said Yolitz. "To further enhance its abilities to work in tough conditions, it features heated batteries, diesel exhaust fluid, engine coolant and hydraulic oil systems, which improve cold weather starting." ■



Steve Yolitz,  
Manager,  
Marketing Forestry,  
Komatsu America

Komatsu's 931XC's unique double Comfort Bogie system provides maximum maneuverability and productivity on steep, rough or soft terrain. The new eight-wheel-drive system dramatically reduces ground pressure compared to the six-wheel-drive model: 54 percent lower psi with tracks and 23 percent lower psi with tires.



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# KOMATSU'S LARGEST TRUCK EVER

## New electric-drive 3,500-hp mining truck with built-in management system delivers 400-ton payloads

Mining customers asked for a bigger truck and Komatsu answered the call with its largest ever model, the new 980E-4. The 3,500-horsepower electric-drive 980E-4 brings to market a true 400-ton payload, increasing productivity and efficiency in a mining operation. The 980E-4 is an optimal match for today's large loading tools, typically loading in three to five passes (55 to 99 cubic yards). Paired with Komatsu's PC8000 mining shovel, the 980E-4 is a superb production machine.

"Building on the foundation of the 960E, Komatsu was able to expedite the development of this new truck, while maintaining our strict standards of design, testing and product quality," said Komatsu Product Manager Tom Stedman. "We have every confidence this new model will reliably deliver high productivity."

A payload management system (PLM IV) allows mines to track payloads, cycle times, load counts, frame torque and much more. Businesses can store more than 20,000 downloadable records of data, while using PLM IV to monitor truck production and prevent overload conditions.

Komatsu designed the 980E-4 to improve truck performance and lower per-ton costs. Its features include a powerful 18-cylinder diesel engine that's comparable to other trucks in the 400-ton class for speed on grade, while maintaining a high stall torque capacity for mines with soft underfoot conditions. The AC electric-drive system enables efficient operations even in deep-pit applications.

Drivers will appreciate the excellent vehicle control and handling that comes from a high-capacity retarding package that provides longer life and improved horsepower for downhill descents. The electric, dynamic

retardation force maintains constant downhill speed or decelerates without the frequent use of brakes.

### Meeting rugged conditions head on

To combat rough conditions, the 980E-4 uses a continuous horse-collar and ladder-type frame that provides long life and long-term reliability. A new dump body incorporates high-tensile strength and abrasion-resistant steel, giving it a rugged-chassis construction that's able to withstand the rigors of off-road hauling.

"For several years, many of our customers have been asking Komatsu for a 400-ton electric-drive rear dump truck with the reliability of our flagship model, the 930E," said Stedman. "With the release of the 980E-4, we now have a product to meet this market demand." ■



Tom Stedman,  
Komatsu Product  
Manager



Discover more

### Quick Specs on Komatsu's 980E-4 Mining Truck

Model	Horsepower	Operating Weight	Payload Capacity
980E-4	3,500 hp	1.3785 million lb	400 ton

Komatsu's new 980E-4 mining haul truck with a 400-ton payload capacity has features that improve performance, vehicle control and handling, as well as combat rugged and other less-than-ideal conditions.



# BUILT FOR THE LONG HAUL

## Dan Funcannon says mining truck design and quality manufacturing ensure durability and dependability



**Dan Funcannon, Vice President  
and General Manager of the  
Mining Division**

*This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.*

In his role as Vice President and General Manager of the Mining Division, Dan Funcannon is responsible for the sales and support of Komatsu mining products in North America, as well as its 200-ton and larger mining trucks globally. He moved into the position last fall. Funcannon joined Komatsu in 1994 as a design engineer and has held roles of increasing responsibility within research and development.

Most recently he was Director of Engineering, overseeing all engineering activities related to large mining trucks. Funcannon directed new product research and development projects, including AC-drive haul trucks; autonomous technology adoption into large mining trucks; and innovations to improve safety, quality, reliability and productivity.

"I started my career with a third-party company that Komatsu used for contract engineers," Funcannon recalled. "Then, I was hired directly by Komatsu and began working in the structural engineering group, which is responsible for all major structural components of our mining trucks – the frame, axle housing and bodies – referred to as the backbone. I was involved with design, testing and quality confirmation for the structural components."

Funcannon is a native of Peoria, Illinois, where Komatsu manufactures mining truck products and houses the Research and Development Group behind the design of electric dump trucks that are 200 tons and larger. He graduated from Bradley University in Peoria with a Bachelor of Science degree in mechanical engineering.

"In the past few years Komatsu has shifted its focus to a customer-centered approach instead of simply serving as an equipment manufacturer," said Funcannon. "That means we communicate more with customers at their sites, listen to their needs and input and then implement their recommendations into the design and manufacture of new products as well as strong support systems. It has strengthened relationships and helps us better meet customers' needs."

**QUESTION:** As head of the Mining Division you oversee operations at the Peoria Manufacturing Operation (PMO). What products does that facility produce?

**ANSWER:** PMO produces one mechanical truck, the HD1500, for the North American market. We are also responsible for six electric-drive models globally, ranging from the 200-ton-capacity 730E-8 to the recently introduced 980E-4. At 400-ton-capacity, the latter is now our largest truck ever.

In some cases, we manufacture more than one version of a product. For example, our 830E and 930E trucks have both standard and autonomous (driverless) models, and our 860E and 960E products have trolley versions, which operate using overhead electrical lines.

In Komatsu terminology, PMO is a mother plant, which means it also houses the Research and Development Group for the products manufactured there. That group is responsible for developing Komatsu's electric dump trucks.

**QUESTION:** Why should a mine consider using Komatsu trucks?

**ANSWER:** Bottom line, we make high-quality and reliable trucks that are built to last and meet customers' total cost of ownership goals. We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability. In fact, when customers talk to us about purchasing new units, we are frequently asked to guarantee that their availability will be at or above 90 percent throughout the life of the trucks. We're confident in providing that guarantee because of our robust designs, quality manufacturing process and world-class support through our distributor network.



Komatsu's Peoria Manufacturing Operation designs and builds 100-ton to 400-ton trucks, including the popular 930E.

**QUESTION: Where does each product fit?**

**ANSWER:** That's dependent on customer need. Many of our Ultra-Class products, which are 300-ton-capacity or larger, are put to work in copper or coal mines. Smaller-sized trucks are heavily used in iron, but some of those mines may go to a larger size, depending on several factors.

**QUESTION: How does Komatsu help determine what trucks a mine needs?**

**ANSWER:** We have an Applications Engineering Group that works closely with customers to evaluate their mines and production requirements, and then makes recommendations. The group looks at loading areas and equipment, haul roads, distance to a crusher or stockpile, material and a whole host of other determining factors.

We go beyond simply recommending machinery. We also have a Mining Optimization Group that helps identify ways to maximize production and do it more efficiently and cost effectively. The ultimate goal is to help our mining customers keep their per-ton costs as low as possible.

**QUESTION: The mining industry has experienced a downward trend in the past few years. What do present and future conditions look like?**

**ANSWER:** There are some signs that the markets have bottomed out, and hopefully that is the case. Commodity prices have risen a little. I think there is cautious optimism that things might pick up in 2017 and that there will be incremental improvement. ■



Dan Funcannon says Komatsu products are manufactured with superior quality and robust designs, "We have numerous examples of trucks running 60,000, 75,000, 100,000 hours and beyond with outstanding availability."



Vice President and General Manager of Komatsu's Mining Division Dan Funcannon says, "We make high quality and reliable trucks that are built to last and meet customers' total cost of ownership goals."



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# MINING THE FUTURE

## Komatsu announces agreement to acquire mining equipment manufacturer Joy Global Inc.

Komatsu and Joy Global announced an agreement in which Komatsu will acquire Joy Global, Inc., a leading mining equipment manufacturer based in Milwaukee, Wisconsin. The companies are working to finalize the transaction by mid-2017.

“Our customers are sharing very positive feedback about the agreement,” said Tetsuji (Ted) Ohashi, President and CEO of Komatsu Ltd. “We are working closely with Joy Global and relevant authorities to move the process forward.”

Ted Doheny, President and CEO of Joy Global, Inc. agreed, noting industry recognition of the complementary nature of the two companies’ product and service offerings.

“Many of our customers and other business partners see the benefit of combining companies: a broader offering of products, systems and solutions across a wider scope of mining and construction applications,” Doheny said. “Both companies believe in having the best products, offering direct service, being operationally excellent, and having the best people in the world.”

Joining Joy Global with the Komatsu Group will offer several benefits to customers, including:

- A broader line of industry-leading mining and construction equipment for drilling, earthmoving, loading and hauling systems, as well as solutions for both underground and surface mining. Joy Global’s best-in-class rope shovels, for example, pair well with Komatsu’s best-in-class large electric dump trucks.

- Enhanced global customer support through the companies’ mutual commitment and expertise in direct sales and service directly connected via embedded personnel in the mines and electronically connected with world-class fleet management systems.

“The synergistic collaboration between the companies will drive our innovation and enhance our capacity to provide quality products and solutions that improve the safety and productivity of mining operations,” Ohashi said. “We will, together, strive to become an even better, more invaluable partner for our customers.”

“The combination of two world-class companies offers exciting opportunities to enhance and expand the solutions and services we provide customers,” Doheny said. “With strengthened capabilities and a continued focus on solving our customers’ toughest challenges, we look forward to working together to advance the mining industry.” ■

President and CEO of Komatsu Ltd. Tetsuji (Ted) Ohashi (left) and President and CEO of Joy Global, Inc. Ted Doheny meet at MINExpo INTERNATIONAL® 2016 in Las Vegas. Joy Global is the largest independent manufacturer of underground-mining machines.



## TECHNOLOGY DRIVES SERVICE

### With evolution of Tier 4 machines, Komatsu continues to expand service and support offerings



Doug Morris,  
Komatsu Director of  
Product Marketing



Discover more

Komatsu enhanced its Komatsu CARE offerings to keep pace with Tier 4 technology advancements.

The evolution of technology has led to the creation of advanced machines with efficient engines and lower emissions.

“As technology continues to move forward, so do our service offerings,” said Komatsu Director of Product Marketing Doug Morris. “Technology and emissions standards are frequently updated, and it can be challenging for customers to stay on top of it all. Our goal is to minimize the impact of those changes.”

One way that Komatsu helps customers stay abreast of upgrades in technology and emissions standards is through the Komatsu CARE service program. Komatsu introduced this plan when it launched Tier 4 Interim machines in 2011.

The goal of Komatsu CARE is two-fold: deliver a value-added service and provide an opportunity for owners to become more familiar with the latest engine technology through regular interactions with factory-trained service technicians. Today, engines have advanced to Tier 4 Final technology, which includes a Selective Catalytic Reduction (SCR) system that uses Diesel Exhaust Fluid (DEF).

In response to these changes, Komatsu enhanced the Komatsu CARE program.

Now, in addition to three-year or 2,000-hour complimentary maintenance and two Komatsu Diesel Particulate Filter exchanges during the first five years, Komatsu CARE addresses the SCR/DEF system as well. This includes replacing the DEF tank breather element every 1,000 hours and changing DEF pump filters every 2,000 hours on select machines. The program also covers two factory-recommended services of the SCR/DEF system in the first five years, where technicians will flush the DEF tank and clean the strainer every 4,500 hours (for engines with a gross horsepower of 174 or higher).

“We recognized that along with the SCR, there were also maintenance points that needed to be included in the Komatsu CARE program,” noted Morris. “When we introduced Komatsu CARE, our goal was to increase value to the end user. These enhancements to the program ensure that we will be able to do that.”

### Data sophistication

Komatsu’s telematics system, KOMTRAX, was also upgraded with a cellular-based communication method, giving customers better coverage than with the satellite-based method the system previously employed.

“With a cellular-based system, customers have the ability to communicate information faster than before and with more reliable coverage,” explained Morris. “However, we still offer an ORBCOMM satellite communication kit for customers who work in areas with low cellular coverage.

“As customers and distributors become more sophisticated in how they use the data, we are continuously working to improve the system to make it more valuable for them,” said Morris. “The more data we are able to offer our customers, the more efficient they can become, and that’s our goal.” ■



## Outlook foresees construction growth throughout 2017

Dodge Data & Analytics' 2017 Construction Outlook report points to positive signs for the year, with nearly all sectors growing or remaining level, with the exception of the electric-power and gas sectors. The report predicts a 5-percent increase in total construction spending, led by single-family housing, which is expected to rise by 12 percent.

Institutional buildings may increase as much as 10 percent, followed by manufacturing and commercial buildings, as well as public works, all of which may rise 6 percent, according to the report. Multifamily housing will remain flat, while construction related to electric utilities and gas plants could plunge by nearly 30 percent.

"On balance, there are a number of positive factors which suggest the construction expansion has room to proceed," said Robert Murray, Chief Economist for Dodge Data & Analytics. "The U.S. economy in 2017 is anticipated to see moderate job growth, market fundamentals for commercial real estate should remain generally healthy, and more funding support is coming from state and local bond measures. Although the global economy in 2017 will remain sluggish, energy prices appear to have stabilized, interest-rate hikes will be gradual and few, and a new U.S. president is in place." ■



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Komatsu D61PX-23, '14, 2,367 hrs	\$179,000
Komatsu D65EX-16, '11, 2,234 hrs	\$165,000
Komatsu D65PX-15E0, '06, 11,070 hrs	\$59,000
Komatsu D65EX-15E0, '07, 3,934 hrs	\$149,500
Komatsu D65WX-15E0, '07, 3,959 hrs	\$157,000
Komatsu D275AX-5, '03, 23,015 hrs	\$99,500

### FORESTRY

Hydro-Ax 411 EX, '98, 7,547 hrs	\$35,000
Komatsu 911.4, '09, 7,544 hrs	Call
Komatsu 911.4, '11, 6,132 hrs	Call
Komatsu 911.4, '10, 5,225 hrs	Call
Komatsu 911.5, '13, 6,160 hrs	Call
Komatsu 931.1, '14, 4,000 hrs	\$425,000
Komatsu XT430-2, '14, 6,365 hrs	\$265,000
Ponsse Ergo Harvester, '05, 13,239 hrs	Call
Ponsse HS10 Cobra, '99, 20,995 hrs	\$64,900
Ponsse Buffalo, '02, 22,200 hrs	\$119,000
Ponsse Ergo HS16, '99, 17,676 hrs	\$79,900
Valmet 911.1, '02, 22,196 hrs	Call
Valmet 941.1, '08, 11,309 hrs	\$225,000

### MATERIAL HANDLERS

Cat 365CL-MH, '08, 10,428 hrs	\$137,500
Komatsu P400LC-8MH, '08, 6,095 hrs	\$219,500
Sennebogen 825M D, '13, 17 hrs	Call

### OFF HIGHWAY TRUCKS

Komatsu HM400-2, '11, 7,475 hrs	\$199,000
Komatsu HM400-2, '11, 7,670 hrs	\$199,000
Komatsu HD465-7, '06, 18,843	\$219,500
Komatsu HD605-7E0, '08, 20,247 hrs	\$130,000

### WATER TRUCKS

Komatsu HM300-2 6,500 Gal, '12, 7,764 hrs	\$255,000
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Komatsu PC220LC-8, '07, 7,739 hrs..... \$79,000

### MILLING

Wirtgen W60, '08, 628 hrs	\$144,900
Wirtgen W2000, '08, 7,798 hrs	\$199,999
Wirtgen W2100, '04, 8,538 hrs	\$209,500

### EXCAVATORS

Atlas Copco M81200 Hydraulic Hammer, '05, Rebuilt & Painted	\$21,799
Case CX135SR, '11, 2,350 hrs	\$88,000
Cat 330CL, '02, 12,032 hrs	\$59,500
Cat M318, '96, 6,440 hrs	\$39,500
Cat 325CL, '02, 6,761 hrs	\$50,000
Cat 330CL, '04, 10,970 hrs	\$55,000
Deere 85G, '15, 553 hrs	\$99,000
Deere 160C LC, '06, 7,173 hrs	\$55,000
Deere 200C LC, '04, 8,988 hrs	\$80,000
Deere 240D LC, '10, 6,338 hrs	\$80,000
Deere 350DLC, '07, 5,837 hrs	\$83,000
Komatsu PC134USLC-8, '13, 2,432 hrs	\$115,000
Komatsu PC134USLC-10, '14, 1,529 hrs	\$120,000
Komatsu PC134USLC-10, '14, 2,794 hrs	\$115,000
Komatsu PC169LC-7, '04, 8,215 hrs	\$49,000
Komatsu PC209LC-5, '93, 10,789 hrs	\$25,000
Komatsu PC209LC-8, '12, 4,414 hrs	\$110,000
Komatsu PC219LC-10, '13, 1,862 hrs	\$145,000
Komatsu PC219LC-10, '14, 1,307 hrs	\$178,000
Komatsu PC229LC-5, '98, 19,095 hrs	\$37,100
Komatsu PC229LC-7, '04, 12,969 hrs	\$48,000
Komatsu PC229LC-7, '02, 9,906 hrs	\$80,000
Komatsu PC229LC-8, '06, 9,204 hrs	\$83,000
Komatsu PC229LC-8, '07, 7,739 hrs	\$79,000
Komatsu PC229USLC-8, '12, 3,449 hrs	\$155,000
Komatsu PC229USLC-10, '14, 923 hrs	\$186,599
Komatsu PC309LC-7, '02, 6,764 hrs	\$90,000
Komatsu PC309LC-7, '05, 9,765 hrs	\$91,000
Komatsu PC309LC-7 w/Shear, '06, 7,463 hrs	\$265,000
Komatsu PC309LC-7E0, '06, 6,449 hrs	\$85,000
Komatsu PC309LC-7E0, '06, 7,736 hrs	\$110,000
Komatsu PC309LC-8, '09, 9,584 hrs	\$119,000
Komatsu PC369LC-10, '15, 838 hrs	\$250,000
Komatsu PC369LC-10, '15, 1,018 hrs	\$250,000
Komatsu PC369LC-10, '13, 2,510 hrs	\$179,000
Komatsu PC369LC-10, '12, 1,148 hrs	\$264,500
Komatsu PC399LC-10, '15, 1,545 hrs	\$275,000
Komatsu PC409LC-7, '06, 10,544 hrs	\$70,000
Komatsu PC409LC-7E0, '07, 10,949 hrs	\$84,000
Komatsu PC409LC-8, '08, 7,118 hrs	\$127,000
Komatsu PC409LC-8, '09, 6,677 hrs	\$140,000
Komatsu PC499LC-10, '13, 2,977 hrs	\$268,999
Komatsu PC499LC-10, '12, 3,273 hrs	\$245,000
Komatsu PC499LC-10, '12, 4,306 hrs	\$245,000
Komatsu PC499LC-10, '12, 5,371 hrs	\$239,000
Komatsu PC609LC-7, '05, 10,328 hrs	\$199,500
Komatsu PC609LC-7, '06, 11,372 hrs	\$139,000
Komatsu PC609LC-8, '06, 10,478 hrs	\$199,500
Link Belt 250 X3 LF, '12, 3,437 hrs	\$120,000
Volvo EC220DL, '13, 2,151 hrs	\$111,500
Volvo EC380DL, '11, 4,017 hrs	\$132,500

### TRAILERS

Felling FT20LP, '03	\$12,000
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### SKID STEERS

Case TV380, '11, 1,945 hrs	\$45,000
New Holland L230, '14, 295 hrs	\$49,399

### COMPACTION

Bomag BC61RB, '00, 15,862 hrs	\$49,900
Bomag BC1172RB, '05, 15,531 hrs	\$89,900
Hamm HD12VV, '12, 4,531 hrs	\$15,000
Hamm HD120HV, '03, 2,690 hrs	\$32,999
Hamm HD120HV, '04, 3,211 hrs	\$30,000
Stone WP4100 Double Drum, '09, 1,018 hrs	\$14,599
Volvo DD15, '14, 631 hrs	\$23,000

### PAVING

IR 550P, '91, 2,010 hrs	\$9,000
Leeboy 8500, '03, 3,521 hrs	\$25,000
Leeboy 8500T, '06, 5,859 hrs	\$25,000
Vogele 5203-2, '08, 4,307 hrs	\$99,000
Vogele 880WB, '05, 5,862 hrs	\$26,699

### WHEEL LOADERS

Deere 624K, '13, 948 hrs	\$P.O.R.
Deere 624K, '13, 905 hrs	\$P.O.R.
Kawasaki 952V-2, '08, 16,219 hrs	\$49,000
Komatsu WA200PZ-6, '14, 957 hrs	\$115,000
Komatsu WA380, '95, 7,833 hrs	\$35,000
Komatsu WA380-6, '11, 2,888 hrs	\$150,000
Komatsu WA380-6, '12, 2,571 hrs	\$165,000
Komatsu WA380-7, '12, 3,025 hrs	\$147,500
Komatsu WA400-5L, '05, 10,968 hrs	\$72,999
Komatsu WA430-6, '07, 7,555 hrs	\$99,000
Komatsu WA430-6, '11, 4,377 hrs	\$167,500
Komatsu WA500-6, '09, 9,628 hrs	\$207,299
Komatsu WA500-6, '09, 19,098 hrs	\$125,000
Komatsu WA500-6, '09, 8,621 hrs	\$211,399
Terex TL300-2, '08, 2,441 hrs	\$69,500



Komatsu WA430-6, '07, 7,555 hrs..... \$99,000

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