

Industry Scoop



A publication for and about Roland Machinery Co. customers • www.RolandIndustryScoop.com • August 2017



AGGRECON LTD.

Calculated risks turned this
Kiel, Wis., farm into a
thriving quarry operation



Tod Pauly,
President



DiMEO BROTHERS, INC.

Second-generation suburban-Chicago
company builds on successful
foundation, sparks growth



Mark DiMeo,
Owner

John DiMeo,
Owner

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland



**WIRTGEN
GROUP**

 **WIRTGEN**

 **HAMM**

 **VÖGELE**

 **KLEEMANN**

**Celebrating
15 years as a
Wirtgen Group
distributor**



**WIRTGEN
GROUP**

Dear Valued Customer:

Roland Machinery recently celebrated its 15th anniversary as the Wirtgen Group dealer in our entire trade territory. It has been a very productive affiliation, not only for Roland and Wirtgen but also for our customers. Please see the article inside to learn more about this milestone.

On June 1, 2017, John Deere announced the planned purchase of the Wirtgen Group. At the time of this announcement, John Deere and Wirtgen both circulated press releases about the acquisition. In addition, Wirtgen published a special edition of its Forum magazine. These notifications emphasized that John Deere plans to maintain the Wirtgen Group's existing brands, management, manufacturing footprint, employees and distribution network. Since then, Roland has met with John Deere and Wirtgen management who all reiterated that the current dealer network, including the North American dealers, will remain Wirtgen Group distributors.

Customers who use Wirtgen Group products are very important and critical parts of Roland Machinery's business. We have grown, along with Wirtgen America throughout the last 15 years, to be leaders in road technology.

We are proud of the reputation Wirtgen has attained with its products and that Roland has been instrumental in the market growth and customer support for those machines. Rest assured that Roland Machinery will continue to invest in Wirtgen products, inventory, parts and training, and strive to maintain a superior level of support for our customers.

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



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AGGRECON LTD.

Calculated risks turned this Kiel, Wis., farm into a thriving quarry operation



Tod Pauly,
President

Farmers understand that getting land to produce the highest yields is the key to financial success. Tod Pauly also knows this, which is why he decided not to plant any crops on the farm he bought from his father in 1986. He realized the real treasure lay beneath the surface of the Kiel, Wis., farm.

"I looked at the well logs for the property and quickly saw that I was sitting on something more valuable than cropland," recalled Pauly, who is President of Aggrecon Ltd. "We were cheese makers, but also had a concrete company at the time. I thought it would be a good move to utilize this property the right way and turn it into a cement plant to take advantage of all the stone on the site, and my father was on-board."

In 1998, Pauly made another decision that helped maximize profitability when he started a quarry operation to develop high-spec materials primarily for asphalt road base.

So, how exactly does one go from making cheese to selling aggregate? "Vertical integration," suggested Pauly. "It was a happy accident. We changed our philosophy on crushing to get into specific, tighter product specifications. Soon after,

construction began on Interstate 43, and we had a lot of rock to sell. It wasn't some grand plan, we just stumbled into it."

While the initial spark may have happened by accident, the sustained growth and success of Aggrecon is a result of quality control and hard work.

"We put a lot of effort into controlling the gradations of our mix designs," noted Pauly. "We take pride in our products and our relationships with customers. The days of creating huge stockpiles and waiting for buyers are over, so it is imperative to have strong connections with large distributors and meet their needs quickly when they want material."

Thanks to a consistently high-quality product and connections with nearby Manitowoc County companies such as Northeast Asphalt and Carew Concrete, Aggrecon has remained busy with a staff of 11 employees.

Rebuilt for success

When Pauly was looking for a new wheel loader for his business last year, he wanted a low-priced, large machine that could handle the harsh conditions that come with the quarry application. When he reached out to Roland Machinery's DePere branch about a second-life machine, he got the answer he was looking for, so to speak.

"I called Roland to price a rebuild for two of my loaders that were other brands," recalled Pauly. "The numbers didn't work out, so they suggested purchasing a used Komatsu WA600 to rebuild. I trust Roland, so I gave it a shot. The result was a good-as-new machine for half the cost, so I'm glad I did!"

Roland Product Support Sales Rep Brad Trembl, Parts and Service Manager Scott Wilson and Director of Product Support Brett Anderson located

This crew uses a Komatsu HM400 articulated truck to move material around the Aggrecon quarry in Kiel, Wis.





(Above) An Aggrecon operator puts the company's Komatsu WA600 wheel loader to work loading a crusher at its quarry. (Left) Aggrecon purchased the loader and had Roland Machinery replace the engine; transmission, torque converter and hydraulic pumps with Komatsu-certified OEM parts; rebuild the axles and differentials; and re-seal and repair the cylinders.

a used WA600-6 wheel loader with 24,000 hours at Roland's Portage, Ind., branch. When the machine arrived in Wisconsin, Roland began the 90-day rebuild process. It replaced the engine, transmission, torque converter and hydraulic pumps with Komatsu-certified OEM parts; rebuilt the axles and differentials; re-sealed and repaired the cylinders; re-hosed the machine; provided warranties; and topped it off with a fresh coat of paint and decals.

"Had they just dropped it off, I would have thought it was a new machine," admitted Pauly. "I was confident in the process. The cost-per-hour numbers were substantially better with the WA600 than any other machine we looked at. Komatsu makes such a solid product; the magnitude of the WA600's construction is outstanding – it was built for this."

Pauly put the wheel loader right to work in the quarry at the end of April, and it quickly became the company's go-to machine.

"The only issues we've had with it are that it's too quiet, and we can haul a lot more in one pass than we could with our older loaders," joked Pauly. "Roland did great work, and our customers took notice. They thought we bought a new machine because of the paint job."

Komatsu trust

Pauly's decision to seek Roland's input on his search was intentional. He has trusted the DePere



(L-R) Aggrecon President Tod Pauly turned to Roland Product Support Sales Rep Brad Tremel, Parts and Service Manager Scott Wilson and Director of Product Support Brett Anderson to purchase and rebuild a Komatsu WA600 wheel loader.

branch to service all of his equipment for the last five years; it's a relationship he values.

"It's hard to find mechanics who are trained on all of the latest equipment on the market today, but I know what I'm going to get with Roland," noted Pauly. "They have a proven track record, and they are going to do a great job. It has really improved our operation."

Because of Pauly's history with Roland, Komatsu machines are becoming more common at the Aggrecon quarry. The company owns an HM400 articulated truck and rents a second one. Pauly envisions more pieces at the site in the future.

"With the success we've had with the WA600 and our HM400s, it's safe to say Komatsu is on our list," said Pauly. "The Komatsu machines are terrific, but what puts them over the top is Roland's service. It's a super combination." ■



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DiMEO BROTHERS, INC.

Second-generation suburban-Chicago company builds on successful foundation, sparks growth



Mark DiMeo,
Owner



John DiMeo,
Owner

DiMeo Brothers Owner Mark DiMeo uses the company's Komatsu D61PXi dozer to complete grading for a parking lot in Rosemont. "We got the D61PXi when we started doing dirt work because we needed technology to help us compete right away - and it did just that."

DiMeo Brothers, Inc., has worked in Chicago's northwest suburbs for nearly 45 years. While its project list has grown along with the size and scope of the jobs it tackles, the name has always been an accurate description of the company.

"Our father and uncle started in the early 1970s on small excavation jobs, and John and I took over about 10 years ago," explained Mark DiMeo, who owns the company along with his brother, John. "They only wanted to grow to a certain point, but when we got here they turned us loose. They got it running, so we could take it to the next level."

Since joining the company, the duo has done just that, expanding it to 50-plus employees while adding services.

"We're a multifaceted company, but our sweet spot is what we call 'street rehabilitation' for the villages that we've served for decades," detailed John. "Typically, we work on one-mile projects as a general contractor. We demo the existing street; replace sewer and water lines; reconstruct the curbs, sidewalks and road; and landscape it. The only thing we sub out is the paving."

On a recent street rehabilitation for the Village of Barrington, the company removed the existing

road and installed 21- and 30-inch sanitary pipe as deep as 30 feet.

"Barrington is a nice, established village, and the jobsite was very confined," noted John. "We had some deep digs and put in huge pipe in a tight area. Work like this is our specialty; there was a lot to do, but we handled it."

The brothers began targeting those projects as municipalities started packaging various services together on bids. "It's more common to see cities doing this. Having the background and ability to complete all those aspects of a contract has been a great thing."

The right combination

In 2014, the DiMeos created a dirt division with the goal of combining services to seek larger and more complex contracts.

"Being able to perform everything from breaking ground to completion has been a big advantage for us," said John. "We give customers the ability to invest in only one company. They value that, and it also gives us a lot more control."

Three years later, DiMeo Brothers' project list is a shining example of how the company has thrived on what it calls "combo jobs."

Currently, the company is a part of a \$55 million, 6,300-seat, minor league baseball stadium project in Rosemont. The company began work in October and has excavated the 10-acre property, removing more than 40,000 cubic yards of dirt and relocating another 40,000 cubic yards of material within the site. It also installed water and sewer lines at the facility.

"It's one of our biggest and most high-profile projects so far," shared Mark. "We moved out as much as 200 loads of dirt a day; there were a lot





A crew from DiMeo Brothers tackles a street rehabilitation project in Barrington with a Komatsu PC490LC (above) while another uses a PC308USLC (right) on a jobsite in Rosemont. The company has 16 excavators ranging from a PC88MR to a PC650LC. "We feel like we have the tools to do any project," said Owner John DiMeo.

of cut-and-fills to perform. Sewer installation was tricky because of its location. It was a challenge, but it's been the perfect opportunity for us to show what we can do."

Komatsu and Roland advantage

When the brothers got into dirt work, they knew they needed an edge, so they turned to Roland Machinery and Sales Rep John Kroger for Komatsu *intelligent* Machine Control equipment.

"We have a great relationship with John Kroger and Roland," said Mark. "We believe in Roland and the Komatsu product, so we knew iMC would be great. We went with a D61PXi dozer, and it's awesome. The technology definitely helped us become competitive faster than with a standard dozer. It's given us an edge."

Komatsu equipment makes up a sizable portion of DiMeo Brothers' fleet, which includes 16 excavators ranging from a PC88MR to a PC650LC, as well as six WA270 wheel loaders with a multitude of attachments.

"We feel like we have the tools to do any project," noted John. "We have every size of tight-tail-swing excavator that Komatsu makes, and they are great on residential jobs. The larger ones handle well and move a lot of material. We love the Komatsu WA270 loaders. They are dependable and get the job done for us.

"Komatsu makes a superior machine, and that's why we've used them from the beginning," he



One of the company's six WA270 wheel loaders moves material on a recent project.



(L-R) Roland Machinery Sales Rep John Kroger calls on DiMeo Brothers, Inc., Owners Mark and John DiMeo.

added. "We had some other brands at first, but once we tried Komatsu, we've stayed with it. Also, John Kroger and Roland take care of us on everything from support to financing. We're loyal to them, and we see them as a partner." ■

ROLAND MACHINERY CELEBRATES 15 YEARS AS WIRTGEN DEALER

Customers benefit from equipment and expertise

 **WIRTGEN**

 **HAMM**

 **VÖGELE**

 **KLEEMANN**

Roland Machinery is proud to announce its 15th anniversary representing the Wirtgen Group product line. In April 2002, Wirtgen and Roland joined forces to offer Wirtgen, Vögele, and Hamm products in Roland's Illinois, Missouri, and Indiana territories. Wisconsin and Upper Michigan were added when Roland purchased Bark River United in 2003.

Vögele and Hamm were new additions to the Wirtgen Company when the relationship with Roland began. Throughout the past 15 years, market-share growth in those product lines has skyrocketed. Since the initial partnership, the Wirtgen Group has also added slipform pavers

and the Kleemann crusher line to its North American product offerings.

Wirtgen builds the finest products for milling, stabilizing, paving, compacting and crushing material. They have become the technology and market leader in the business sectors of road and mineral technologies and are a driving force behind innovation in these fields.

"It's hard to believe that 15 years have passed since Ray and Matt Roland took a chance on a relatively unknown entity called Wirtgen America. While the Wirtgen cold milling machines were solidifying the leadership position in North America, most people had never heard of Hamm or Vögele; and those who had, mispronounced the names," recalled Brodie Hutchins, Vice President of Dealer Development for Wirtgen America. "Roland Machinery built an organization to put the Wirtgen Group on the map in its territory. It had Mike Brunson and Bob Lovejoy focus exclusively on the Wirtgen Group products, including the support and application expertise."

Shared customer-service attitude

The Wirtgen Group and Roland Machinery have similar corporate philosophies, which focus on a reliable and lasting partnership with customers. By continuing efforts to stock parts and train dealer personnel as well as customer operators and technicians, Roland has established itself, year after year, as one of Wirtgen's premiere dealers in North America.

"We would like to thank our customers for their business and dedication to Wirtgen products throughout the past 15 years," said Roland Machinery President Matt Roland. "We are committed to maintaining that relationship by providing customers with the best products and continuing our investments in inventory, parts, and training. Keeping customers' equipment running and productive is our top priority." ■



Gene Frederickson Trucking and Excavating uses its new Kleemann MR130Zsi EVO 2 impact crusher on a mixed recycling job in Kaukauna, Wis.



Charlie Bond of Donald Bond Construction works on a project site near Jackson, Mo., with the company's Hamm 3410 roller from Roland Machinery.

Rock Solid Stabilization utilizes a Wirtgen WR 2400 stabilizer along with a Hamm 3410 compactor to stabilize the ground for a residential subdivision in Marengo, Ill.





A State Contractors crew lays curb with a Wirtgen SP 15 123-horsepower slipform paver at a plant in Pewaukee, Wis.



Mt. Carmel Stabilization Group uses a Wirtgen WR 2400 cold recycler for a major project at Chicago's O'Hare Airport. "Since buying our first WR 2400, Wirtgen is the only brand we've bought, and we plan to continue that trend," said Marketing Manager Neil Ryan.



One of four mainline paving crews for Milwaukee's Stark Asphalt finishes a job with a Hamm roller and a Vögele paver.



Dunn Company crew members work on a cold-in-place recycling job near Springfield, Ill., with a Wirtgen 2200 CR cold recycler from Roland Machinery.



P.H. Broughton & Sons, based in Springfield, Ill., owns this Vögele 5200-2 paver. "It's easy to run, has great electronics and puts down an excellent mat," noted Paving Superintendent Josh Broughton.



Gallagher Asphalt employees mill city streets near Thornton, Ill., with a Wirtgen 210 cold milling machine.



Rex Finley comes out of retirement for United Contractors Midwest to prep Roland Machinery's home office parking lot for a facelift using Wirtgen 2000 cold milling machine.



Bigane Paving Company employees prepare Chicago's Wrigleyville for a new season using the firm's Wirtgen W 2000 cold milling machine.

A team from Pavement Maintenance Inc. mills a concrete residential street in suburban Milwaukee with a Wirtgen W 220, one of nine Wirtgen mills owned by the company.



Members of a concrete crew with XL Contracting put a Wirtgen SP 25 slipform paver to work near the St. Louis Arch.

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AEM MOTTO: #TIMETOBUILD

Association gives four reasons why Congress should tackle infrastructure issues now

This year's nationally recognized Infrastructure Week in May couldn't have been better timed. President Trump continues to emphasize the importance of upgrading U.S. infrastructure, and members of Congress on both sides of the aisle are eager to tackle this vital issue. As this year's Infrastructure Week theme suggested, now is the perfect #TimetoBuild. The Association of Equipment Manufacturers (AEM) recently joined with dozens of other organizations and hundreds of individuals to take the message to Capitol Hill.

Time to act

Here are four reasons (in no particular order of importance) why this is an opportune time to pass meaningful legislation to upgrade and modernize the U.S. network of roads, highways, bridges, waterways, locks, dams, underground-utility infrastructure and broadband.

We know we have a problem. The sad state of U.S. infrastructure has been amply litigated. The case for investment and action has been made and supported with economic impact studies, report cards and warnings of what will happen if we don't act. In the arena of Capitol Hill and public debate, the issue is settled. U.S. infrastructure needs help.

The American public wants action. AEM conducted a national poll last summer that showed U.S. voters overwhelmingly support increased federal investment in the nation's infrastructure. Subsequent surveys indicate that prioritization has not wavered.

Infrastructure is bipartisan. Infrastructure continues to serve as a unifying priority for Republicans and Democrats, as well as among the administration, the U.S. House and the U.S.

Senate. While lawmakers may not agree on much these days, infrastructure modernization is an opportunity for bipartisan consensus and progress.

The infrastructure tech revolution is here. As was on full display in the Tech Experience at CONEXPO-CON/AGG, and is demonstrated by AEM's Infrastructure Vision 2050 and Thinking Forward initiatives, technology is driving the future for everything related to infrastructure. We must get ready to embrace and adapt to the rapid pace of innovation around how we move people and goods.

Now is the time to remind your state and federal legislators about how important it is to upgrade and modernize U.S. infrastructure. Through efforts such as personal visits to lawmakers, participation in policy discussions and writing op-eds, we will continue to remind legislators that it's always the perfect #TimetoBuild. ■

Kate Fox Wood, AEM Campaign Director, Infrastructure Vision 2050, outlines four reasons why now is the time to focus on infrastructure, including the public's desire for action and bipartisan support among lawmakers.



Kate Fox Wood,
AEM Campaign
Director,
Infrastructure
Vision 2050



NEW PATH TO CONSTRUCTION JOBS

Industry finds creative solutions to recruit millennials, address employee shortage

Ask any contractor what is the biggest challenge facing his or her business, and the answer will likely center on finding qualified workers. Since the Great Recession ended, recruiting capable employees with construction experience has presented a problem for many companies.

Recently, however, hiring employees to work in the industry at all – regardless of their experience level – has become a larger issue that is impacting the skills gap. Baby boomers make up 40 percent of the construction workforce. The generations that followed haven't joined the industry with as much regularity, setting the stage for a significant worker shortfall as the baby boomers begin to retire.

The Bureau of Labor Statistics on Occupational Outlook predicts the construction industry will need 1.7 million workers by 2020. With the national housing market experiencing tremendous growth and infrastructure projects continuing to get the green light, construction companies are often unable to keep pace by hiring additional employees. This can create dire

consequences for an industry that is crucial to the health of the American economy.

The millennial issue

While there is no quick fix to the shortage of workers, the solution is fairly obvious – the industry needs to recruit millennials, those born between the early 1980s and the early 2000s. This is no small task, and it will require employers to drastically change their mindsets as well as that of those in the hiring pool.

Select a reason for millennials' lack of interest in the construction field – an education system that values four-year degrees, lack of blue-collar work ethic, addictions to smartphones and video games or a sense of unearned entitlement – and there is a study to back up the claim. However, construction isn't the only industry scrambling to learn how to employ this generation.

According to a 2016 study by staffing agency Adecco, 92 percent of business leaders across multiple industries said that Americans are not as skilled as needed for employment. The study also reported that 64 percent of the leaders interviewed think this shortage of skilled workers will result in a serious lack of investment in their companies.

With several industries, including education, health care and tech, vying for the services of the millennial workforce, some employers are in an unfamiliar position of needing to become more marketable to potential employees after decades of the reverse being true. Industries that adapt their recruiting practices to attract millennials will be better-positioned for success.

Back to school

Thanks to budget cuts and a growing emphasis on preparing teens to enter four-year colleges or universities, trade programs have been reduced or cut completely from the public school system. This

Baby boomers account for 40 percent of the workforce in the construction industry. As this generation enters retirement, the construction industry is in a race against time to find workers to fill the void.





The Bureau of Labor Statistics on Occupational Outlook predicts the construction industry will need 1.7 million workers by 2020. With a national housing-market boom and more infrastructure projects getting the green light, construction companies are often unable to keep up with demand.

has shrunk the pool of qualified workers who can trade their caps and gowns for hard hats and steel toes upon graduation.

One strategy delivering positive results is to tailor education that fits the prevailing college-bound mindset of today's students. Such programs allow young people to have the college experience, yet still learn the skills necessary for a trade. These options provide an attractive alternative to the growing price tag of a four-year degree. By completing a vocational program, students save the expense of two years of college – while also paying lower annual tuition compared to four-year programs – and enter well-paying careers sooner and with far less or no debt.

It is a trend that has gained significant traction. Diesel-technology programs at North Dakota State College of Science (NDSCS) and Oklahoma State University Institute of Technology offer a blend of classroom and hands-on learning to prepare students for careers in just two years. Additionally, agreements with manufacturers and distributors allow participants to work in local dealers' garages as part of the course, with many students guaranteed employment with those dealers after graduation. *(See related story in this issue about the Komatsu Advanced Training program at Oklahoma State University Institute of Technology.)*

A Technician and Career Developer for the Komatsu distributor in North Dakota reports that the company has seen great returns from



Reinhardt University student Russell Goemaere (left) meets with a hiring representative at a Komatsu Recruitment Day in Cartersville, Ga. Events aimed at bringing more millennial workers into the industry are common as companies try to overcome the worker shortage.

its partnership with NDSCS. "The students are part of our culture for two years. There's no learning curve. Once they walk across that stage at graduation, they are full-time employees."

Creative programs

Cramming for tests and writing endless term papers can make even the brightest students sweat. Research shows that programs which blend real-world experience with traditional classroom teaching yield the deepest level of learning by combining theory with practice. For educators catering to the construction industry, designing programs in this way is now a key focus.

One school demonstrating success with this model is Ohio's Butler Tech, which offers hands-on, technical training for high schoolers. Butler Tech students in construction and landscaping programs recently remodeled a local Little League complex, in addition to taking academic courses. Supervisor

Continued . . .

Incentives, flexibility are key factors

... continued

Jon Graft says that the program gives students an education which translates to their future jobs and also introduces them to industry professionals, creating a pipeline between employers and potential employees. The Association for Career and Technical Education says that students enrolled in similar programs have a high school graduation rate of 93 percent, with 60 percent of students pursuing careers in the field for which they received technical training.

Middle Tennessee State University (MTSU) applies a similar model at the four-year university level with its concrete-industry degree. While in the program, students combine classwork with hands-on learning on their way to a bachelor's degree. Another program aim is to match students with potential employers for summer jobs that pay as much as \$20 an hour and can produce multiple job offers upon graduation.



Extreme Sandbox hosts several high school heavy-equipment camps annually at its Hastings, Minn., facility to familiarize students with the construction industry through hands-on activities.

Komatsu Director of Distributor Development Mike Hayes (center) poses with the 2016 Komatsu Diesel Program graduates at North Dakota State College of Science. Sponsored two-year vocational programs are a popular option for both equipment distributors looking to hire qualified workers and students who want a college experience.



"If we can't get students out to the industry, our goal is to bring the industry (to them)," explained Nicole Green, Marketing and Recruiting Coordinator for the MTSU concrete-industry program, in an April 2017 interview with online media outlet, Construction Dive.

Third-party entities are stepping up to meet the construction-industry recruiting challenge as well. For example, Extreme Sandbox specializes in the use of construction equipment for entertainment purposes, with packages typically geared toward fun outings for adults. However, it also addresses the worker shortage through its high school heavy-equipment camps. Owner Randy Stenger refers to the camps as "edu-tainment" sessions to familiarize kids with the construction industry and generate excitement about careers in the field. (See related article in this issue about heavy-equipment camps at Extreme Sandbox.)

Individual companies are also taking matters into their own hands. In an effort to boost recruiting, some have begun sponsoring high school graduates, offering them summer internships while paying the expenses for a portion or all of their two-year college programs. For graduates planning to work in construction, but who don't want to attend college, firms are incorporating more training and accepting that the learning curve for new hires may be steeper than it was 20 years ago. Employers see sponsorships and extended training as viable methods to build loyalty with new employees, while also ensuring that they have well-qualified workers.

What does the future hold?

The path that tomorrow's construction workers take to employment will look quite different from the generations that preceded them. To solve this critical issue, both future employees and employers need to change their thinking to find answers.

There are solutions. From technical education programs backed by corporate manufacturers, to local contractors allocating more time and funds to train new hires, the industry is taking steps to recalibrate its approach and strengthen its future. ■

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“There’s nothing this
hi-tech out there!”

ANTHONY CARLTON
OWNER / CARLTON, INC / ALPINE, UT

THE CUSTOMER IS ALWAYS RIGHT.

“Using and understanding the new product technology, available from Komatsu for our business, made me apprehensive at first. But our dealer and their technical support have worked with us to help us make the tech work for our needs. I am seeing the benefits now. I’m on board and love it!”



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SECOND-GENERATION PC210LCi

New *intelligent* Machine Control excavator offers improved efficiency, joystick functionality

When Komatsu first introduced *intelligent* Machine Control excavators, it started with a PC210LCi-10. Two years later, it brings the second generation to market with the PC210LCi-11 that leverages the proven track record of its pioneering predecessor while adding eagerly awaited machine-control-joystick functionality.

Like other Komatsu *intelligent* Machine Control excavators, the PC210LCi-11 has factory-integrated technology. It offers up to a 63-percent improvement in efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.

Reduced costs through work function automation

The PC210LCi-11 saves time and money by minimizing the need and expense of grading dozers and grade checkers, as well as the costs associated with overexcavating, such as extra materials, fuel and time.

The machine has full, 3-D Global Navigation Satellite System capabilities that are tied into machine hydraulics. This allows actual automation of work equipment functions, not just the indication/manual-only operation typically found in aftermarket systems.

Advanced features of the PC210LCi-11 include a facing-angle compass and minimum-distance bucket control that deliver in a simple, intuitive manner. It is also equipped with Auto Grade Assist, Auto Stop Control and Minimum Distance Control, which contribute to the machine's ability to effectively reach target elevation without overexcavating.

"With increased productivity, jobs can be completed on-time, under budget and with less equipment," said Sebastian Witkowski, Komatsu Product Marketing Manager. "The PC210LCi-11 is productive and precise enough to be a fixture on jobsites ranging from basements and foundation pads to utility work. In addition to the efficiency that machine owners look for, the added convenience of the machine-control-joystick functionality should make operators happy, too." ■



Sebastian Witkowski,
Komatsu Product
Marketing Manager

Quick specs on Komatsu's PC210LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC210LCi-11	165 hp	50,706 - 51,599 lb	0.89 - 2.56 cu yd

Komatsu's new *intelligent* Machine Control PC210LCi-11 features machine-control-joystick functionality. Industry-leading technology offers up to a 63-percent improvement in excavating efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.



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Want to make your next machine acquisition really count? Komatsu's lineup of automated excavators, including the all-new PC360LCi-11 and PC490LCi-11, feature a revolutionary, factory integrated, machine control system. The exclusive *intelligent* Machine Control technology lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface. Contact your Komatsu distributor to learn how you can hit pay dirt today with Komatsu innovation.

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020

INCREASED POWER, COMFORT

New PC290LL-11 log loader delivers high performance in demanding applications

Every forestry business appreciates opportunities to improve its operations, and the new Komatsu PC290LL-11 log loader provides just that. Available in either a 40-foot-reach, live heel log loader or 34-foot-reach, road builder configuration, the PC290LL-11 delivers high performance in demanding logging applications. (Komatsu plans to introduce a processor configuration in the future.)

“We designed the PC290LL-11 by first identifying and then meeting customers’ needs,” stated Steve Yolitz, Manager, Marketing Forestry for Komatsu America. “For example, in terms of productivity, it has increased drawbar pull. Regarding operator comfort, it has electro-proportional control, or EPC, thumb-actuated buttons for precise attachment function control, as well as all LED lighting, which can extend the work day.”

The PC290LL-11 log loader features powerful PC360-class final drives that generate 64,250 pounds of drawbar pull for excellent shovel logging and rough-terrain performance. A rugged PC390-class swing motor and drive deliver high swing torque for superior log loading and road building performance.

Komatsu’s standard, robust forestry guarding package now includes an enhanced, right-hand corner-guard system with a fully protected LED light, plus a tree deflector with a “hockey stick” design that can be removed or reverse-mounted for transport. The track-frame steps are also removable or can be reverse-mounted to achieve an 11-foot 5-inch transport width, which meets most local regulations and reduces the need for special transport permits.

High-capacity cooling, cab choices

A new, high-capacity cooling system utilizes wide-core cooling fins for the radiator,

hydraulic oil cooler and a charge air cooler for improved performance and reliability. The heavy-duty, one-quarter-inch-thick cooler air-intake door is waffle-screened and sealed to reduce debris accumulation and cleaning time.

The modern, fully certified cab is more comfortable with lower-profile, pilot proportional control levers for the boom, arm and heel functions. The LCD monitor has a split-display mode, showing both a rear-camera view and key machine gauge data at the same time. The cab is available with a 48-inch hydraulic tilt or 7-inch, fixed-cab riser.

“The initial customer feedback has been very positive,” said Yolitz. “The PC290LL-11 is definitely meeting and exceeding their needs as we had planned” ■



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Quick Specs on Komatsu’s PC290LL-11 Log Loader

Model	Net Horsepower	Operating Weight	Reach
PC290LL-11*	196 hp	89,730 lb	40 ft
PC290LL-11**	196 hp	82,230 lb	34 ft

*Live heel, log loader configuration **Road builder configuration



The new PC290LL-11 is available in either a 40-foot-reach, live heel log loader or a 34-foot-reach road builder configuration. It features a new, high-capacity cooling system for improved performance and reliability.



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NEW PRODUCTION EXCAVATOR

PC650LC-11 built for mass excavation and deep trenching

Whether loading trucks or working in deep sewer and water-trenching applications, Komatsu's new PC650LC-11 delivers. This newcomer to the company's excavator lineup maintains the productivity and transportability of the previous Dash-8 model while at the same time improving fuel efficiency, cab design and serviceability.

With nearly 2 percent more horsepower compared to its predecessor, the PC650LC-11 still lowers fuel consumption. The 436-hp engine is Tier 4 Final emissions-certified and has an integrated selective catalytic reduction system that uses diesel exhaust fluid (DEF) to meet EPA NO_x regulations.

The powerful engine, combined with a highly efficient hydraulic system, gives the excavator excellent digging force at depths of up to 33 feet 6 inches. Operators can choose from three working modes to match material and work load. A one-touch Power Max function increases horsepower on demand by 8 percent for eight seconds when needed.

"The PC650LC-11 matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications," said Justin Lantin, Komatsu Product Marketing Manager. "It is also designed to accommodate flexible job operations that require frequent transportation with reduced time needed for disassembly."

'Greater value'

Komatsu specifically designed the cab for excavators, giving it both strength and comfort. It features a reinforced box structure framework and is mounted on viscous isolation dampers for low vibration levels. Its monitor shows DEF level, ecology guidance, operational records,

fuel consumption and utilization information. A new display combines machine information and a wide, landscape view from the standard rearview camera, allowing operators to easily see the working area behind the machine.

"With our Level 5 KOMTRAX telematics system, operators and owners have access to increased data to better manage their operational costs," said Lantin. "Like other Tier 4 machines, this excavator comes with our Operator Identification System and Auto Idle Shutdown. Whether rented, leased or purchased, the PC650LC-11 is covered by Komatsu CARE, which provides complimentary scheduled maintenance and a 50-point inspection at each service for the first three years or 2,000 hours. It all adds up to greater value." ■



Justin Lantin,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu's PC650LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC650LC-11	436 hp	140,4567-145,284 lb	2.05-4.98 cu yd

The 436-horsepower PC650LC-11 improves fuel efficiency, cab design and serviceability compared to its predecessor. It matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications.



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NEW RIGID-FRAME TRUCKS

Increased horsepower, traction control system improve productivity and per-ton costs to move materials

Haulage is all about moving materials from point A to point B at the lowest per-ton cost possible. Komatsu's new Dash-8 HD465 and HD605 rigid-frame trucks improve on the already-stellar record of its predecessors with a higher horsepower engine (724 hp) and a Komatsu Traction Control System (KTCS) that increase productivity.

In addition to higher horsepower, the Tier 4 Final engine reduces fuel consumption by up to 12 percent in the HD465-8 and up to 7 percent in the HD605-8 compared to the Dash-7 models they replace, further lowering costs. Hydraulically actuated Exhaust Gas Recirculation working with the Variable Geometry Turbocharger ensures precise operation and quick response.

System delivers optimum traction

Now standard, the KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is not compromised. The Komatsu Advanced Transmission with Optimum Modulation Control System (K-ATOMiCS) adjusts shifting performance, according to demand, for a more comfortable ride and reduced material spillage.

Cab upgrades

Komatsu improved cab access with sloped stairs and handrails in front, replacing the previous ladder configuration. Additional new features include a 7-inch LCD color screen, a dedicated rearview monitor,

fast-fill fuel system, an engine compartment light and a premium heated and ventilated operator's seat with air suspension.

"With an increase in horsepower and improved fuel economy, the HD465-8 and HD605-8 are designed to maximize production efficiency," said Rob McMahon, Komatsu Product Marketing Manager. "Enhancements to the cab layout and maintenance access, combined with new technology features, give these trucks something everyone will like." ■



Rob McMahon,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu's HD465-8 and HD605-8 Models

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD465-8	724 hp	228,179 lb	61 ton
HD605-8	724 hp	252,870 lb	69.4 ton

Komatsu's new HD465-8 and HD605-8 feature higher horsepower engines than their predecessors, as well as the Komatsu Traction Control System. The combination helps improve productivity.



HD465-8



HD605-8

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“I’ve used them all
and Komatsu
is the best.”

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“Komatsu’s i-machines definitely make my operators better at what they do. I mean, we haven’t been using this technology for the past twenty years, so it’s pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product.”



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TEST-DRIVING THE FUTURE

Customers have opportunity to experience the latest offerings from Komatsu

Nearly 180 customers attended Komatsu's spring Demo Days at its Cartersville Customer Center in Georgia. The three-day event featured the company's latest products, including its industry-leading *intelligent* Machine Control equipment and new SMARTCONSTRUCTION service that debuted at CONEXPO-CON/AGG 2017.

"Our Demo Days are great events because they give customers the chance to operate equipment and talk to our experts, so they get a real feel for everything these machines can do," said Komatsu Director of Training and Publications Tom Suess. "The technology on our *intelligent* Machine Control pieces is amazing, and to give customers the chance to experience them first-hand is really valuable."

In the morning, attendees had the option to tour Komatsu's Chattanooga Manufacturing Operation in Tennessee or take part in a SMARTCONSTRUCTION session and learn more about the service that helps customers achieve maximum performance through their *intelligent* Machine Control equipment. The SMARTCONSTRUCTION session was held in the recently renovated theatre at the Cartersville Customer Center.

After lunch, attendees had the remainder of the afternoon to operate more than 30 machines, including Komatsu's latest releases, the HB365LC-3 hybrid excavator, PC650LC-11 excavator, PC170LC-11 excavator, HD605-8 haul truck and D51PX-24 dozer. The lineup also featured the entire family of *intelligent* Machine Control excavators and dozers.

Komatsu's operator-training simulator, Worksite VR, unveiled at CONEXPO-CON/AGG, was available for customers to try out as well. Attendees completed a series of excavator

tasks using a pair of virtual-reality goggles and working joysticks.

Many firsts

The event also served as a welcome for Komatsu America's new President and Chief Operating Officer Hank Takatsuki.

"Demo Days are always exciting, but this was special because there were so many firsts," said Suess. "It was our initial event after CONEXPO-CON/AGG that gave customers the chance to test all of the things they may have seen or heard about from the exhibit; we were able to show off our recent renovations; and we had the opportunity to welcome Hank. It was an awesome week and a great springboard into the future." ■



Tom Suess,
Komatsu Director
of Training and
Publications



Using Komatsu's Worksite VR operator-training simulator, this customer completes a series of tasks on a computer-generated excavator.



A customer tests Komatsu's PC650LC-11 excavator at Demo Days in Cartersville, Ga.



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WE LISTEN AND LEARN

Rich Smith says direct customer engagement leads to productive changes in Komatsu machinery



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.

**Rich Smith, Vice President,
Product and Services Division**

Rich Smith has been with Komatsu America for 27 years, beginning his career in manufacturing. He has served a variety of functions at Komatsu, including manufacturing, product support, contract administration, technical support and product marketing. His wide range of experience is particularly valuable in developing new products and expanding business into new markets.

“When I started with Komatsu it was at the forefront of machine technology with autonomous trucks,” recalled Smith. “It remains there today with innovative products such as our *intelligent* Machine Control excavators and dozers. I remember when I first saw aftermarket, grade-control systems on dozers and thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines.”

Smith serves on the National Mining Association Board of Directors; is the current President of the National Mining Association Manufacturers and Services Board of Governors; and is also on the Board of Directors of the Energy Equipment and Infrastructure Alliance. He graduated summa cum laude from the University of Illinois at Springfield with a degree in Business Administration and Management.

“I started on the shipping dock at our plant in Peoria, Ill., and worked my way up,” said Smith. “I value three things highly: honesty, integrity and work ethic. So does Komatsu, and that’s part of why I’ve stayed here so long. It’s like a family-owned business inside of a large organization. I can’t imagine ever working for another manufacturer.”

QUESTION: What does the construction market look like?

ANSWER: The market was down slightly last year, but despite that, Komatsu still delivered a lot of machines into the field. This year is off to a good start, and our customers are telling us there may be a bit more strength in the back half of the year.

QUESTION: How does Komatsu meet the demands of a seemingly ever-changing marketplace?

ANSWER: No matter the market situation, we continue to engage customers directly. We make a concerted effort to get out of the office and into the field. During the past few years, we have made more than 15,000 visits to customers, and that’s helped us to better understand the markets and our customers’ needs.

Further, demonstrations at our Cartersville Customer Center allow us to bring current and potential users of Komatsu equipment to our training and demonstration facility where they can operate our latest machinery and give us feedback.

Customers often share ideas on how they can use the machines in ways that we had not considered. One of the benefits is that we are taking this information and driving it back into our development processes. We use it to manufacture machines that are more specific to the North American construction marketplace and customer needs.

QUESTION: Can you provide some examples?

ANSWER: Our Tier 4 Final Dash-11 excavators are performing at a much higher level than the



Komatsu Vice President, Product and Services Division Rich Smith says visiting with customers provides valuable feedback. “No matter the market situation, we continue to engage customers directly,” said Smith. “During the past few years we have made more than 15,000 visits to customers, and that’s helped us to better understand the markets and our customers’ needs.”

Interim Dash-10s. When the Interim machines were introduced, there was a strong push for fuel efficiency. North American customers appreciate that, but it’s not as important to them as in countries where fuel prices are much higher. Instead, those in North America want to maximize productivity. So, we talked to them directly to find the right ratio of economy and production. For example, the PC360LC-11 is now approximately 12 percent more productive than its predecessor while still being quite fuel-efficient.

Another example is the introduction of an Advanced Joystick Steering System (AJSS) in our WA500 wheel loaders, something not previously available in that size of machine. Customers told us they sometimes use it in load-and-carry applications, and AJSS allows them to maximize productivity and minimize cycle times. With standard joystick steering, the top speed is limited for controllability issues and comfort. With AJSS you don’t have to do that, so operators can run at top speed in the load-and-carry application.

QUESTION: Attendees could see some of these machines at CONEXPO, along with *intelligent Machine Control* excavators and dozers. What’s on the horizon for those products?

ANSWER: We recently introduced the Tier 4 Final PC210LCi-11 excavator (*see related article*), and we are developing other products. But, we’re looking well beyond the iron. CONEXPO was our formal launch of Komatsu’s future vision of SMARTCONSTRUCTION, which provides jobsite solutions with items such as 3-D aerial mapping, personnel training for machine usage and optimization, progress and cost tracking, project management and



Some product improvements, such as Advanced Joystick Steering in the WA500-8 wheel loaders, are a result of customer input, noted Rich Smith, Vice President, Product and Services Division. “Customers often share ideas on how they can use the machines in ways we had not considered,” said Smith. “One of the benefits is that we are taking this information and driving it back into our development processes.”



Rich Smith recalls seeing the first aftermarket, grade-control systems on dozers. “I remember ... thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines.”

potentially much more. The possibilities are virtually limitless. Again, customers want to be productive and profitable, and we’re implementing ways to further help them from both machinery and support standpoints. Komatsu aims to be their total solutions provider. ■

CELEBRATING 20 YEARS

OSUIT Komatsu training program develops technicians through classroom, hands-on experience



Mike Hayes,
Komatsu Director
of Distributor
Development

Komatsu recently earned an award from The AED (Associated Equipment Distributors) Foundation for its efforts in promoting education, something the company has been committed to for decades. The Komatsu Advanced Career Training (ACT) program at Oklahoma State University Institute of Technology (OSUIT) – celebrating its 20th anniversary – is a shining example of this dedication.

“The program gives students the skill set they need to become successful technicians and work on heavy equipment, specifically Komatsu machinery,” said Mike Hayes, Komatsu Director of Distributor Development. “Komatsu supports the program by providing machinery, componentry, and technical information, the latter of which includes the latest diagnostic tools.”



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Dylan Brown and other students in the Oklahoma State University Institute of Technology program get hands-on training on campus and work in their sponsoring distributor’s service department. “The program gives students the skill set they need to become successful technicians,” said Mike Hayes, Komatsu Director of Distributor Development.



Students in the program are recruited by Komatsu distributors who sponsor their education. Distributors often give financial assistance toward education costs, including tool incentives, as well as other support. After successfully completing the program, all students are guaranteed a job with the sponsoring distributor, and their education continues through company and manufacturer training.

“We believe the Komatsu ACT program at OSUIT is the oldest partnership of its kind,” explained Hayes. “It definitely has the longest history on the OSUIT campus. Students learn the fundamentals, and once they are on the job, they further their training and skills. Eventually, they could move into management at the dealership using their formal education and trade skills.”

On campus, in the shop

Komatsu ACT students divide their time between OSUIT and the sponsoring distributor. During each 16-week semester, students spend eight weeks on campus, where they receive classroom and hands-on basic training in hydraulics, electrical systems, engines and more. The balance of the semester is spent in a service department at one of the branch locations of their distributors to utilize the skills they learned in the classroom.

“I was a technician, and I wish there was a program like this when I started,” said OSUIT Instructor Hector Garrido-Guevara. “It’s a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable.”

Students graduate with an Associate of Applied Science in Diesel & Heavy Equipment,



(L-R) Instructor Hector Garrido-Guevara looks on as students Roby Herchenhahn and Christian Harris perform a lab in the OSUIT Komatsu ACT program. "I was as a technician, and I wish there was a program like this when I started," said Garrido-Guevara. "It's a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable."

Komatsu ACT Technology degree. The program totals 87 credit hours. In addition to classes specific to Komatsu, students take courses in math, writing and history.

Terryl Lindsey, who is Dean of the program, has been at OSUIT nearly 25 years and was an instructor in the Komatsu ACT program at its outset. "Twenty years ago we had a hodgepodge of componentry and no equipment. Today, we have an excellent selection of parts and components, such as hydroshift transmissions, that students can work with as well as several pieces of machinery. Komatsu and its distributors continue to show a strong commitment to the program, and that's made it a huge success."

Proof in the numbers

Student Dylan Brown recently graduated from OSUIT Komatsu ACT. He said the hands-on opportunities in the classroom and during the half of each semester spent in one of his sponsoring distributor's shops were his favorite parts of the program.

"I went from no knowledge of construction machinery systems to being able to work on my own or with a mentor if I need to," shared Brown. "There is no substitute for actually working on a component or a machine. For example, advanced labs included seeing the inner designs of travel motors and final drives. That has real-world application because I have seen it in the dealer's shop."

In addition to earning an associate degree, students who have finished the program since 2011 also receive their first-level technician career-path certificate recognizing them as Certified Komatsu Technicians. Beyond the core credit hours at OSUIT, students complete the Komatsu Virtual Campus (KVTC) online training courses, one new-model course and two years of employment, which are required for this level of certification.

"Graduates of this program often earn six-figure salaries within a few years," reported Hayes. "That's an obvious benefit for them. The distributors see a terrific return-on-investment because they are getting a proficient technician. Ultimately, that's good for customers because they can rely on dealers to have skilled, experienced personnel who can diagnose and fix machinery with minimal downtime."

Lindsey said that's been the focus from day one. It's why the program took off, grew and remains a model of success.

"We have an 85-percent graduation rate, and 99.8 percent of students who complete the program are hired full-time when they complete the program," noted Lindsey. "Because Komatsu distributors sponsor them, most students leave with little to no debt. Our follow-up data show that five years after graduation, 80 percent are still with the distributor from their internship. This program works; we have a 20-year history that proves it." ■



Terryl Lindsey,
Dean



Hector
Garrido-Guevara,
Instructor

'EDU-TAINMENT'

Heavy-equipment camp encourages young people to learn about construction jobs



Odessa Perry,
Career Development
Coordinator



Randy Stenger,
Owner



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With a severe skills gap facing the American construction industry, targeting and cultivating the next generation of potential employees is imperative to its success. The worker shortage will have serious consequences, if not addressed.

Warren County High School Career Development Coordinator Odessa Perry knows this and began looking for opportunities to educate her Warrenton, N.C., teens about careers in the construction industry. With students and administration onboard and a grant from the North Carolina Department of Transportation (NCDOT) in hand, she turned to Extreme Sandbox and Komatsu to make the experience happen.

"In 2014, our district created four high school career academies, and engineering construction technology is a specific area,"

Extreme Sandbox Owner Randy Stenger (left) provides direction to a Warren County High School student operating a Komatsu PC35MR excavator at a heavy-equipment camp. Students from Warren County High School traveled 20 hours to the Hastings, Minn., facility thanks to a grant from the North Carolina Department of Transportation.

explained Perry. "This year, we received an NCDOT grant to take a trip that would allow our kids to learn more about equipment and the industry. We're so grateful this worked out the way it did."

In late April, Perry and 40 students boarded a bus and made the 20-hour trip to Minnesota to take part in Extreme Sandbox's heavy-equipment camp, a full day of hands-on training with Komatsu equipment and information sessions about careers in the construction industry.

Closing the skills gap

"Our heavy-equipment camps are geared specifically for high school students," said Extreme Sandbox Owner Randy Stenger. "They are a great opportunity for the kids to get in machines and gain a better understanding of these types of careers. We try to educate and entertain them. We call it edu-tainment. We're a fun company, but we're also committed to strengthening the industry. The skills gap is real, and days like this are a great first step to closing it."

Thanks to a partnership between Extreme Sandbox and Komatsu, the students could operate a pair of D61PX dozers, two PC35MR and two PC210LC excavators as well as two WA270 wheel loaders. Representatives from the local Komatsu distributor were also on-hand to host interactive demonstrations with a service truck and meet with students.

"This was an experience that will stick with these kids for a while," stated Perry. "It was such a great opportunity for them. Extreme Sandbox and Komatsu went above and beyond for us, and we are so thankful." ■



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NEW AGC RECOMMENDATION

Construction companies are encouraged to hold safety talks after lunch breaks



Stephen E. Sandherr,
AGC Chief
Executive Officer

A new study from the Associated General Contractors of America (AGC) dispels the belief that most construction-related fatalities occur in the morning. In fact, noon is the deadliest hour, according to the association, which now recommends that companies hold safety talks and stretching sessions when workers return from 11 a.m. to noon lunch breaks, which are common on most jobsites.

AGC conducted the study during a three-year period in association with the Myers-Lawson School of Construction at Virginia Tech University. Researchers looked at every construction fatality that occurred during that time frame, with an eye toward helping construction companies implement the most effective safety measures by understanding why, when and how fatalities occur.

“We all share a common goal – getting to zero construction fatalities,” said

AGC recommends that companies hold safety talks and stretching sessions when workers return from lunch breaks as a new study revealed that most construction fatalities occur during the noon hour. Additional findings reinforce existing safety practices and many of AGC’s longstanding safety programs.

Stephen E. Sandherr, AGC’s Chief Executive Officer. “This report offers the data and recommendations needed to help construction firms achieve that goal.”

The AGC released the study at a time when construction employment is rising in many areas. Recent data showed payrolls reached their highest level since 2008.

Reinforcing safe practices

Additional findings reinforce existing safety practices and many of AGC’s longstanding safety programs. For example, falls from ladders and other structures account for one-third of U.S. construction fatalities. This confirms a focus by both the association and the industry on offering training and safety stand-downs to address fall protection. Sandherr noted that AGC is now looking to establish new training programs designed to improve ladder safety.

The study also revealed that Hispanic workers are not disproportionately the victims of accidents, as some believe. As a group, Hispanics account for 24 percent of the national construction workforce and 25 percent of all construction fatalities. Sandherr said this finding was important because it indicates that construction firms need to craft safety programs targeting the entire workforce, rather than specific segments.

Sandherr added that AGC was sending the new safety report to each of its members, as well as to other construction associations and making it available online. “No wisdom or insight should be proprietary when it comes to the safety of construction workers,” he said. ■



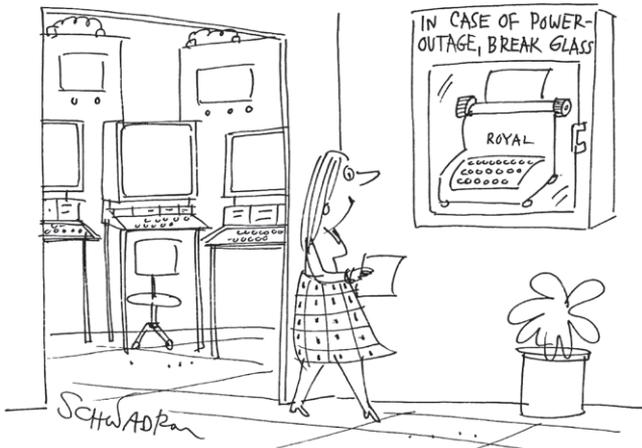
On the light side



"Do you want the truth according to Google, Yahoo, Wikipedia . . . ?"



"Translate this into Legalese, Wilson. We want them to have to hire a lawyer to explain it."



Did you know?

- A flock of crows is called a murder.
- Movie trailers were originally shown after the movie, which is why they were called trailers.
- The left lung is smaller than the right in order to accommodate the heart.
- Cherophobia is the fear of happiness.
- The base of the Great Pyramid of Egypt is large enough to cover 10 football fields.
- Ten percent of the salt mined in the world annually is used for treating roads in America.
- Pig Beach in the Bahamas is uninhabited, except for approximately a dozen swimming feral pigs.
- The smallest bones in the human body are found in the ear.
- Q is the only letter in the alphabet that does not appear in the name of any U.S. state.
- The only rock that floats in water is pumice.
- Melting icebergs and glaciers make fizzing noises called Bergy Seltzer.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.RolandIndustryScoop.com

1. N I K L _ _ _ _ _
2. S A R E G E _ _ _ _ _ A _ _ _
3. D I R E S L _ _ D _ _ _ _ _
4. H E S O S _ _ _ _ _
5. L A S E D E _ _ _ _ _ L _ _ _



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Komatsu D275AX-5, '03, 23,015 hrs.....	\$79,500

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Komatsu 911.5, '13, 6,160 hrs.....	Call
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Ponsse Ergo HS15, '99, 17,676 hrs.....	\$79,900
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