ROLAND MACHINERY CO.

Industry Scoop



A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2013 NO. 1

STATE CONTRACTORS

New Berlin, Wis., concrete contractor turns to Wirtgen SP 15 for "two machines in one"

See article inside . . .

BATES UTILITY COMPANY

This St. Louis-area pipe specialist likes deep, difficult jobs — "the nastier, the better"

See article inside . . .

Tom Bates, President

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

Outlook is positive for 2013

Dear Valued Customer:

We've had a growing sense of optimism when it comes to the construction industry in the past couple of years. That positive outlook continues into 2013 with what looks to be a strong foundation for a significant rebound in housing. In addition, we're into the first few months of MAP-21, the new "highway bill." Recent reports suggest that Congress may already be looking ahead to the next one.

These are good signs that our industry is ready for significant growth, which we hope means more work for you. If you haven't already done so, now is a good time to assess your machinery needs from a service standpoint. Performing needed maintenance minimizes the chance of a catastrophic failure during the peak construction season when you rely on your machinery the most. At Roland we're here to help, whether you need service, parts or both.

If you believe new equipment is in order, talk to us about productive and efficient options, such as Komatsu Tier 4 Interim machines. You'll find articles in this edition of your *Industry Scoop* magazine that highlight new D37 and D39 dozers and a PC138 tight-tail-swing excavator. Check them out to see the advantages they could offer your business, including complimentary scheduled maintenance completed by our technicians using genuine OEM parts and fluids.

To further increase efficiency, consider operator training. Komatsu offers options that can help your operators approach their machinery and projects in ways that make them more productive and reduce operating costs. An article inside goes into further detail.

Finally, if you're in the market for new equipment and want to trade in an older piece, talk to us about that too. We're interested in looking at what you have.

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

BATES UTILITY COMPANY
Explore the deep, difficult projects performed by this St. Louis-area pipe specialist, whose attitude about jobs is "the nastier, the better."

STATE CONTRACTORS
Learn why this New Berlin, Wis., concrete contractor turned to a Wirtgen SP 15 paver for "two machines in one."

GUEST OPINION
Find out what the AED has to say about the "fiscal cliff" deal and how it provides greater certainty for family businesses.

INDUSTRY OUTLOOK
Read about the housing rebound that has forecasters predicting a rise in overall construction.

NEW PRODUCTS
Learn how customer input helped drive significant improvements in the new Tier 4 Interim D37-23 and D39-23 dozers.

MORE NEW PRODUCTS
Looking for a compact excavator with excellent power and efficiency? Check out the new Komatsu PC138USLC-10 tight-tail-swing model.

GPS TECHNOLOGY
See how one contractor got dramatic results on his first project using a Komatsu/Topcon dozer combination.

A CLOSER LOOK
Here's a recap of Komatsu's most recent Demo Days customer event.

KOMATSU & YOU
Komatsu's Vice President of Parts discusses the proactive approach the manufacturer is taking to ensure parts availability.

TRAINING TALK
Discover how Komatsu training helps operators be more efficient by maximizing their productivity.

INDUSTRY NEWS
This overview of recent industry reports highlights the need to focus attention on our nation's aging water infrastructure.

MORE INDUSTRY NEWS
Catch up on the latest happenings in the construction industry with these news briefs.

Published by Construction Publications, Inc., for

ROLAND MACHINERY CO.

www.rolandmachinery.com

Printed in U.S.A. © 2013 Construction Publications, Inc.

KOMATSU®

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

Raymond E. Roland, CEO
Matthew L. Roland, President
Jerry Eastburn, Vice President, Product Support
Dan Smith, General Manager, Product Support
Jay Germann, Used Equipment Manager

SPRINGFIELD DIVISION (Corporate Office)

Mike Brunson, General Manager

Springfield, IL **(217) 789-7711**
816 North Dirksen Pkwy.

CHICAGO DIVISION

Larry Gindville, Vice President/General Manager

Bolingbrook, IL **(630) 739-7474**
220 East Frontage Rd.

Marengo, IL **(815) 923-4966**
18210 Beck Rd.

Portage, IN **(219) 764-8080**
6450 Melton Rd.

WISCONSIN DIVISION

Larry Gindville, Vice President/General Manager

De Pere, WI **(920) 532-0165**
3275 French Rd.

Franksville, WI **(262) 835-2710**
2916 N Sylvania Ave.

DeForest, WI **(608) 842-4151**
604 Stokely Rd.

Eau Claire, WI **(715) 874-5400**
7417 Margaret Lane

Schofield, WI **(715) 355-9898**
9808 Weston Ave.

Escanaba, MI **(906) 786-6920**
2600 South Lincoln Rd.

ST. LOUIS DIVISION

James Jesuit, Vice President/General Manager

Bridgeton, MO **(314) 291-1330**
4670 Crossroads Industrial Dr.

Columbia, MO **(573) 814-0083**
4110 I-70 Drive South East

Cape Girardeau, MO **(573) 334-5252**
3364 Percy Dr.

Palmyra, MO **(573) 769-2056**
701 Industrial Dr.

Carterville, IL **(618) 985-3399**
1505 Donna Dr.

ROLAND MACHINERY CO.

A SALUTE TO A CUSTOMER

BATES UTILITY COMPANY

This St. Louis-area pipe specialist likes deep, difficult jobs — "the nastier, the better"



Tom Bates, President

When there's a challenging utility job in the St. Louis area, there's a good chance that Bates Utility Company will be on it. Based in the western suburb of Weldon Spring, Mo., Bates Utility is a third-generation family business that specializes in complex and demanding pipework that not every contractor wants to take on.

"Some pipe jobs are deep, some have a lot of existing utilities, some are in bad ground, some call for heavy and/or large-diameter pipe — and some are all of the above," said Bates Utility President Tom Bates. "Those difficult, out-of-the-ordinary jobs are the ones we prefer. Anybody can dig a shallow trench and lay small pipe. We'll go 30 feet or deeper and lay pipe up to 120 inches in diameter. The nastier the job, the better we like it."

George Bates started Bates Utility in 1978 with two partners, whom he later bought out. His sons Pat, Tom and Tim soon joined him, along with another son, Mike, a short time later.

In addition to its five Komatsu excavators, Bates Utility also owns two Komatsu WA250 wheel loaders as support pieces for its pipe jobs.



"We started small," Tom recalled. "Through the years, we gained experience and by the mid-'90s we had found our preferred niche in the large, difficult projects. But of course, we can do any and all pipe jobs and we'll bid anything where we think we can be successful."

Tom's twin brother, Tim, serves as Vice President of Bates Utility. Both are "working owners" who spend most of their time out in the field. Mike is semi-retired but serves as Secretary/Treasurer and handles some office duties. Pat left the family business a few years back but still runs some of the company's most difficult jobs as a consultant.

"We each do whatever is needed on any given day," said Tom. "If one of us needs help, another brother will step in. Tim has three sons and Mike has one son, and all of them work at Bates Utility, so there are plenty of people with a vested interest in our success who are willing and able to lend a hand."

"And beyond family members, we have many longtime field hands who are extremely valuable," said Project Manager Kris Bates. "As a result, we have a good reputation and have built solid relationships with our customers, most notably, our largest and most frequent customer, the Metropolitan Sewer District (MSD)."

While most of the company's jobs are in and around St. Louis, Bates Utility Company will travel. One big project currently underway is in Cape Girardeau, where the company is installing 8,000 feet of pipe for a new wastewater treatment plant.

"That job is a challenge because of the ground condition," noted Tom. "When we get down to depth, it's really wet. We've hit running sand and have had to put in wells and sumps to allow us to do the work. We'll be there all summer and into the fall."





Company crew uses Komatsu PC450 and PC750 excavators to shore a trench at a wastewater treatment plant job in Cape Girardeau, Mo. "Excavators are our lead pieces, and we prefer Komatsu for their productivity and reliability," said President Tom Bates.

Reliable Komatsu excavators

One of the reasons Bates Utility is able to take on large, complex jobs like that is because of its equipment fleet. The company owns five Komatsu excavators, including a PC450, two PC400s, a PC138 and a PC35, as well as two WA250 wheel loaders. It also rented a Komatsu PC750 excavator from Roland Machinery specifically for the Cape Girardeau job.

"We need to move a large amount of material down there and the PC750 is a big, powerful machine that does an excellent job," acknowledged Tom. "The ground is so soft, we believe the faster we can work, the better off we'll be, and the PC750 helps us get done faster.

"Excavators are our lead pieces and we prefer Komatsu," he added. "They're productive and reliable. Roland does a good job of supplying parts. And our Roland Sales Rep Jim Evans has always done well by us."

"The best thing about our Komatsus is the way they hold up," claimed Mechanic Roy Perstrope. "I don't have to do much to them beyond routine maintenance. And when I call Roland for service, they're often able to help me over the phone. I also like the KOMTRAX system as a way to track fuel, machine location and service intervals."

Satisfaction and success

Today, Bates Utility Company employs 25 to 30 people. Looking back over almost 35 years in business, Tom Bates says he's proud of what the company has become.

"On the type of jobs we do, something unexpected happens almost every day. To be able to handle those problems and figure out a job in a way that works for us, for the customer and for the project itself — there's a lot of satisfaction in that.



Tony Peseda, Chief Estimator



Kris Bates, Project Manager



Roy Perstrope, Mechanic



(L-R) Bates Utility Company owners Mike and Tom Bates are with Roland Machinery Sales Rep Jim Evans. "Jim and everybody at Roland do a good job of supporting our Komatsu machines," said Tom.

"When we all came on board after Dad started the company, we were a fairly small operation, and I never dreamed we'd be where we are today," Tom admitted. "Our goal is to do a good job, keep our customers happy and make enough money to keep everybody on the payroll. As long as we're able to do that, I'll consider the business a success." ■

STATE CONTRACTORS

New Berlin, Wis., concrete contractor turns to Wirtgen SP 15 for "two machines in one"

When State Contractors needed a new, compact, slipform paver, the company decided to kill two birds with one stone. It required a machine for curb-and-gutter work as well as sidewalks, but also wanted one that could do larger, highway-type barrier walls.

"We had a small paver, but it struggled to do freeway barrier-wall construction," said John Loosen, who bids and manages jobs for State Contractors. "We also had a larger paver that could build barrier walls but was not able to do tight-radius curb work. We wanted a machine that could do both, and we found it with the Wirtgen SP 15."

The Wirtgen SP 15 is a 123-horsepower slipform paver that's ideal for offset profiles and sidewalks up to six feet. With a wide variety of setup options and the ability to accept almost any mold, it's a highly versatile piece of equipment. It's also quick and easy to change molds and to mount them on either side of the SP 15.



State Contractors' new Wirtgen SP 15 slipform paver enables the company to perform barrier wall work, such as this project on Interstate 43 in Waukesha County.

"Our other compact pavers were getting up in age, so this is a step into the future for us," noted Loosen. "The SP 15 offers great visibility, it's super-quiet and has an eco-mode, so it's fuel-efficient. We've had the paver for a few months now and have been very pleased with the performance."

According to Superintendent Paul Zisky, the best thing about the Wirtgen SP 15 is its versatility.

"It can do tight-radius, parking-lot jobs, it can handle long stretches in subdivision work, and it can do the highway barrier walls. It's also faster than the competition. We can lay many more feet per day, and the quality of the product in terms of smoothness and workability is very good. The SP 15 is also user-friendly. It's easy to get inside it for maintenance or to make any adjustments we might want. And the compact dimensions make it easy to transport from job to job."

"The fact that Roland Machinery is the Wirtgen dealer is also a big plus," acknowledged Loosen. "We've always had good experiences with Roland. Our Sales Rep Aaron Strade takes excellent care of us and Roland provides responsive support."

Committed to top customer service

While Loosen and Zisky are largely responsible for overseeing field activities, Loosen's wife, Allison, is the owner of State Contracting.

"I was a partner in a previous concrete company," John Loosen recalled. "When we dissolved that partnership, it was Allison who wanted to stay in the business, so this is her baby. She's the owner and president."

Based in the Milwaukee suburb of New Berlin, State Contractors has three crews and employs about 40 people. The company does a wide range of what John Loosen calls "mid-size" concrete work.





This State Contractors crew uses the Wirtgen SP 15 to lay curb at a plant in Pewaukee, Wis. "The SP 15 is a step into the future for us," said General Manager John Loosen. "It has great visibility; it's fast, yet fuel-efficient and user-friendly. We've been pleased with it."

"We do state work, such as highways; municipal work, such as city streets; and commercial work, such as parking lots and building slabs. We don't perform residential jobs for homeowners but we will, of course, take on subdivisions."

State Contractors typically tries to stay within about an hour of New Berlin, but will travel throughout the region for the right job and a good customer — and the company has many good customers.

"We live in a world and a market where price is important, but we believe service is what separates us from many other concrete contractors in the area," observed Loosen. "We have experienced, hardworking, talented employees who do quality work and complete jobs quickly.

"Beyond that, our regular customers call on us because they know they can count on us," he added. "If we say we'll do a job for them, they know it's going to get done. As a result, we've developed strong relationships with many customers in the three short years we've been in business. As long as the economy continues to improve, I'm optimistic about our ability to continue to build our customer base and grow the business in the coming years." ■



State Contractors Superintendent Paul Zisky (left) works closely with Roland Machinery Sales Rep Aaron Strade. "Aaron and Roland are great to work with and are very responsive whenever we need support," said Zisky.

ROLAND MACHINERY CO.



ROLAND MACHINERY CO.

AVAILABLE THROUGH ROLAND MACHINERY CO.

DEPRECIATION BONUS EXTENDED

"Fiscal cliff" deal puts off massive tax increases, provides greater certainty for family businesses

On Jan. 1, the House agreed to the Senate's "fiscal cliff" solution, the American Taxpayer Relief Act. The legislation prevents massive tax hikes for most Americans and delays across-the-board cuts to federal programs.

The agreement also provides a victory for equipment users by extending the 50-percent depreciation bonus through 2013, with the option to accelerate AMT (Alternative Minimum Tax) in lieu of the depreciation bonus and allowing companies using PCM (percentage-of-completion method of accounting) to benefit from the capital-investment incentive. It also includes a provision setting Sec. 179 expensing levels at $500,000 with a $2 million phase-out through the end of the year.

The law includes several items designed to prevent a severe shock to the nation's economy. Estimated to cost nearly $4 billion during the next 10 years, the agreement permanently extends current income tax levels for those making less than $400,000 ($450,000 for taxpayers filing jointly). Similarly, capital gains and dividend rates will also be extended for individuals earning less than $400,000. The measure provides a permanent fix to the AMT, sparing millions who would have otherwise been subject to the tax.

The law provides many family businesses with greater certainty, including a permanent resolution to the estate tax, which has fluctuated widely from year to year. The fix sets the tax at 40 percent with a $5 million exemption ($10 million for married couples), indexed to inflation.

Does not address root causes

The American Taxpayer Relief Act addresses a host of other issues, including extending unemployment insurance, preventing a cut in Medicare reimbursement rates for doctors and continuing the Farm Bill through the end of September. It delayed massive 8.1-percent automatic cuts to federal agencies.

While the law avoids the fiscal cliff, it does not address the root causes of the nation's unsustainable fiscal posture — it merely postpones the tough decisions on spending reductions and entitlement reform until a later date. With many lawmakers unhappy with the absence of substantial deficit reduction or spending cuts in the new law, the 113th Congress is shaping up to feature contentious battles on federal spending. ■

This article is from the Associated Equipment Distributors, a trade association representing companies in the distribution, rental and support of equipment. Its members account for more than $15 billion of annual sales of construction equipment and related supplies and services in the U.S. and Canada.

The depreciation bonus was extended through the end of 2013 as part of the "fiscal cliff" deal passed on Jan. 1. It also sets Sec. 179 expensing at $500,000 with a $2 million phase-out.



POSITIVE OUTLOOK

Housing rebound has forecasters predicting a rise in overall construction

Forecasters are predicting growth in the construction sector during 2013, led by what looks to be a resurgent housing market. Economists from organizations such as FMI Corp. are forecasting as much as 8-percent growth in the industry. Associated General Contractor's Chief Economist Ken Simonson sees 6-percent to 10-percent growth overall.

Other aren't quite as bullish, but see increases as well, including McGraw-Hill Construction at 6 percent. Portland Cement Association (PCA) predicts a smaller boost of 1.3 percent, but a gain nonetheless. Those gains follow year-over-year increases in 2012 compared to 2011 in overall starts and put-in-place construction.

Housing looks to be a strong driver of the construction market. An increase in construction, sales and prices started early in 2012 and continued to gain traction toward the end of the year, with total housing starts up more than 25 percent. Single-family housing starts will post the biggest gains, according to the National Association of Homebuilders. NAHB Senior Economist Robert Dent predicts a 25-percent increase this year and a further increase of 30 percent in 2014.

"We are seeing steady increases unassisted by tax credits, so we are pretty comfortable that these increases are sustainable and will continue," said Dent. "We believe the market fundamentals can support 1.4 million housing starts a year, but we probably won't hit that mark until 2016."

Rick Palacios, Senior Analyst with John Burns Real Estate Consulting, said in a CNNMoney article, "We think the recovery is for real this time around. If you look across the U.S. economy right now, there are only a handful of industries looking at 20-percent to 30-percent growth over the next four to five years, and housing is one of them."

FMI Corp., a management consulting firm for engineering and construction, forecasts a 23-percent increase in single-family homes and a 31-percent increase in multifamily. NAHB forecasts a more modest rise in multifamily units of 5 percent. Spending on multifamily housing, such as apartment buildings, rose 49 percent in 2012 compared to 2011.

Simonson also sees a further rise in multifamily units. He noted that the increase could likely be attributed to an aversion to home ownership, despite low interest rates. "More households have started forming, but this isn't translating into owner-occupied space because of credit, student debt and more people choosing to live in cities rather than suburbs," said Simonson.

McGraw-Hill predicts double-digit gains in several segments for 2013, including a 12-percent rise in stores and shopping centers. Offices, hotels and motels and other commercial buildings are all predicted to be 10 percent or above.



Difference of opinion on nonresidential building

While all say housing will increase, there are different perspectives on nonresidential construction. McGraw-Hill and FMI Corp. both see gains of 5 percent. The Portland Concrete Association projects a dip of a little less than 1 percent.



An increase in construction, sales and prices in housing started early in 2012 and continued to gain traction toward the end of the year. Single-family housing starts will post the biggest gains this year, according to National Association of Homebuilders Senior Economist Robert Dent, who predicts a 25-percent increase this year.

McGraw-Hill predicts double-digit gains in several segments, including a 12-percent rise in stores and shopping centers. Offices, hotels and motels and other commercial buildings will all be 10 percent or higher. Manufacturing and healthcare facilities will be up, but educational buildings will be down.

"Commercial markets lost some momentum this year (2012), but we think commercial-building starts will jump back by 12 percent next year," McGraw-Hill Chief Economist Robert Murray was quoted as saying in a November 26, 2012, Engineering News-Record article. "The institutional-building market continues to be weak, but we think it will bottom out in 2013."

FMI sees growth in the single digits for all nonresidential construction, with healthcare posting the biggest gain at 8 percent, followed by lodging and commercial at 7 percent. The only areas where PCA sees gains are hotels and motels (9.6 percent) and commercial (2.6 percent).

A little more highway funding

There's cautious optimism when it comes to public-works projects, especially in highway and bridge construction. Passage of MAP-21, the new 27-month highway bill signed into law last summer, brought some near-term certainty. It's currently in its first full fiscal year of funding, with about $40 billion invested from October of 2012 through October 1 of this year. Fiscal Year 2014 will start at that time, bringing part of another $40 billion-plus to the table in the final three months of 2013.

The American Road & Transportation Builders Association pointed out that 2012 was a record year for bridge work with more than $28 billion being spent. It foresees that being the case again in 2013. Highway work will increase by a little more than 2 percent, according to ARTBA.

That could put a small dent in the overall need for infrastructure spending, but falls far short of what's needed to bring it up to good standards. A Standard & Poor's report said the country has a $2.2 trillion backlog of infrastructure projects.

"The enactment of MAP-21 is not an opportunity to put these programs on auto pilot," penned ARTBA President & CEO Pete Ruane in an article for Home Builder. "The Highway Trust Fund will again be facing a solvency crisis at the end of FY 2014 — if not before. As such, it is imperative that the entire transportation community redouble its efforts to convince Congress to enact a long-term solution to ensure the sustainability of the federal highway and public transportation programs and complement MAP-21's many policy reforms." ■

metso
Expect results



Lokotrack ST3.8 mobile screen with large two-deck, two-bearing screen and high-capacity hopper







Screen more, for less

Lokotrack ST Series

If you want to screen more material in less time, Metso has a range of mobile screening plants for you. Our Lokotrack ST Series feature robust construction, simple operation and proven components that make quick work of the toughest screening jobs. Contact your local Metso distributor today and screen more productively every time.

www.metso.com

ROLAND MACHINERY CO.

SPRINGFIELD, IL (217) 789-7711	CARTERVILLE, IL (618) 985-3399	PALMYRA, MO (573) 769-2056	BRIDGETON, MO (314) 291-1330	COLUMBIA, MO (573) 814-0083
CAPE GIRARDEAU, MO (573) 334-5252	BOLINGBROOK, IL (630) 739-7474	MARENGO, IL (815) 923-4966	PORTAGE, IN (219) 764-8080	ESCANABA, MI (906) 786-6920

NEW D37-23, D39-23 DOZERS

Customer input helps drive significant improvements in new Tier 4 Interim models

When a machine manufacturer introduces new models, you expect the equipment to meet current emissions requirements. But it would be nice to know that the manufacturer is also listening to your suggestions on improving production, efficiency and other attributes that better your bottom line. Komatsu did just that as it designed and built its new Tier 4 Interim D37-23 and D39-23 dozers.

"Customer input was a major driver in enhancements made to the new dozers," said Product Manager Bruce Boebel. "They told us they wanted improved efficiency, operator comfort and customization of the machine controls, and lower maintenance costs. Komatsu built all of those attributes into the Dash-23 models, with the most significant improvement coming in the more efficient engines and next-generation hydrostatic transmissions that reduce owning and operating costs."

Komatsu maintained the horsepower in the Dash-23 models compared to its Tier 3 counterparts, but new engine technology improves efficiency and lowers fuel consumption. An advanced, electronic-control system manages airflow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance while reducing emissions and providing advanced diagnostic capability.

"We reduced operating costs further with a more simplified Tier 4 engine that uses 100-percent passive regeneration to remove soot without interfering with daily operation," said Boebel. "Instead of a diesel particulate filter, the D37-23 and D39-23 dozers have a new Komatsu Diesel Oxidation Catalyst that's integrated into the engine. It requires no scheduled maintenance and is designed for long life."

The new, Komatsu-exclusive, hydrostatic-transmission, pump-control technology is incorporated with the new engines to improve operational efficiency. It increases productivity up to 4 percent and reduces fuel consumption, compared to a conventional hydrostatic-control system. Even under load, the new transmission provides powerful turns.



Bruce Boebel, Product Manager

Continued . . .

Brief Specs on Komatsu D37-23 and D39-23 Dozers

Model	Net Horsepower*	Operating Weight	Blade Capacity
D37EX-23	89 hp	18,386 lbs.	2.50 cu. yds.
D37PX-23	89 hp	19,048 lbs.	2.55 - 2.78 cu. yds.
D39EX-23	105 hp	20,437 lbs.	2.89 cu. yds.
D39PX-23	105 hp	21,363 lbs.	2.72 - 3.00 cu. yds.

**At 2,200 rpm*



New engine technology in the Komatsu D37-23 and D39-23 dozers improves efficiency and lowers fuel consumption, compared to Tier 3 models, while maintaining horsepower.

New features add to operator comfort, productivity

. . continued

Operators can choose between two working modes, Economy and Power, that match performance to the application. E mode is designed for general dozing, leveling and spreading applications. Maximum power for slot dozing, ripping, uphill dozing and other demanding applications is available with P mode.

"In most cases, Economy mode is the best choice and has up to 20-percent better fuel economy compared to prior models, and P mode improves economy by up to 10 percent, even in demanding applications," said Boebel. "Operators can also choose from two gearshift modes: Variable, which has 20 incremental speed settings, and the new Customizable Quick shift with three speed settings that can be adjusted through the monitor, which is also new and easy-to-use."

Better blade visibility

Additional productivity features include a steeply slanted engine hood and a forward-mounted cab that moves the operator closer to the blade to improve visibility. Dash-23 models have a new power-angle-tilt blade with curvature that more efficiently rolls material. A new, hydraulic, blade-angle toggle switch improves ease of blade operation.

A new, Komatsu-exclusive, HST transmission in Komatsu D37-23 and D39-23 dozers increases productivity up to 4 percent and reduces fuel consumption, compared to prior models. Even under load, the new transmissions provide powerful turns.



Joystick controls are ergonomically designed, offering operators a relaxed posture and superb fine control to minimize fatigue. The cab is quieter with reduced decibel levels, and the standard air-ride seat is more comfortable and can be heated with the flip of a switch.

"Operator comfort is an integral part of any machine, so Komatsu added to the features in our previous models by incorporating attributes that customers told us would increase their productivity," said Boebel. "In addition, the ROPS-integrated cab is pressurized and mounted on viscous dampers to reduce vibration. Users told us they wanted a radio auxiliary jack and a 12-volt power converter, so those are standard too."

Reduced maintenance, more production

Also standard is Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours. Factory-certified technicians perform the work using only genuine Komatsu parts and fluids.

"Komatsu CARE offers peace of mind that services will be done properly and on time, which directly affects durability, longevity, productivity and, ultimately, resale value," said Boebel. "Komatsu and our distributors actively track machines with KOMTRAX, so we can proactively schedule those maintenance intervals at a time convenient to the customer."

Komatsu designed routine maintenance to be easy. Daily engine checks are grouped at the left-hand side of the engine compartment. The rear-mounted, swing-up hydraulic fan allows for easy, periodic access to the radiator, oil cooler and charge-air cooler. The operator can quickly clean the side-by-side coolers from the cab, using the manually reversing fan.

"We encourage everyone who uses dozers for land clearing, grading, forestry and site work to see what these new machines designed from customer input can do for their businesses," said Boebel. "We believe they'll see a marked difference in their per-ton, per-yard costs to move dirt and other materials." ■

KOMATSU FINANCIAL

Financing Your Success









The experienced professionals at Komatsu Financial provide financing solutions to help grow your business. Working with your Komatsu dealer, we can provide the following:

√ New and Used Equipment Financing

√ Leasing Programs

√ Parts and Service Financing

√ Equipment Credit Lines

√ Flexible Terms and Payment Plans

√ Industry Expertise

√ Superior Customer Service

KOMATSU®

www.komatsuamerica.com

kfcustomerservice@komatsuna.com
888-500-6001

NEW COMPACT EXCAVATOR

Tight-tail-swing PC138USLC-10 offers excellent power and efficiency in a compact size



Craig McGinnis, Product Specialist-Excavators

Contractors continue to see the value in compact excavators that offer powerful performance coupled with a tight tail swing. Komatsu's new PC138USLC-10 takes that value to a new level with a more efficient Tier 4 Interim engine that offers additional horsepower and lower fuel consumption than its predecessor.

"The PC138 has always been a popular machine because it allows users to get into confined spaces, such as between buildings or in a traffic lane, and get work done without sacrificing power," said Craig McGinnis, Product Specialist-Excavators. "Owners and operators like that because they still have the benefits of the lifting power and production of a conventional machine. The unique contoured cab in the new PC138 swings within the same radius as the counterweight, so if one clears, the other will also clear when swinging.

"The new PC138USLC-10 also has added technology, including a new hydraulic-pump control that improves operational efficiency and reduces fuel consumption by up to 7 percent, depending on work load," McGinnis added.

The operator can select a working mode that matches engine speed, pump delivery and system pressure, thereby maximizing efficiency. A variable-flow turbocharger provides optimum airflow under all speed and load conditions.

"In most cases, Economy (E) mode is the best option because it reduces fuel consumption, while giving the power and production needed for most applications," noted McGinnis. "For tough digging conditions, an easy switch to Power (P) mode is appropriate. The excavator also has Lifting, Breaker, Attachment Power and Attachment Economy modes.

"We've found that customers appreciate the flexibility of being able to select the most efficient mode," he pointed out. "They also like that new Komatsu machines, including the PC138USLC-10, have Eco Guidance, which appears on the cab monitor, showing the operator how to maximize fuel economy."

Brief Specs on the Komatsu PC138USLC-10

Model	Operating Weight	Net Hp	Bucket Capacity
PC138USLC-10	31,791 - 32,628 lbs.	94 hp	0.34 - 1.0 cu. yd.



Komatsu's new PC138USLC-10 has the productive benefits of a conventional excavator with the compact size of a tight-tail-swing machine.

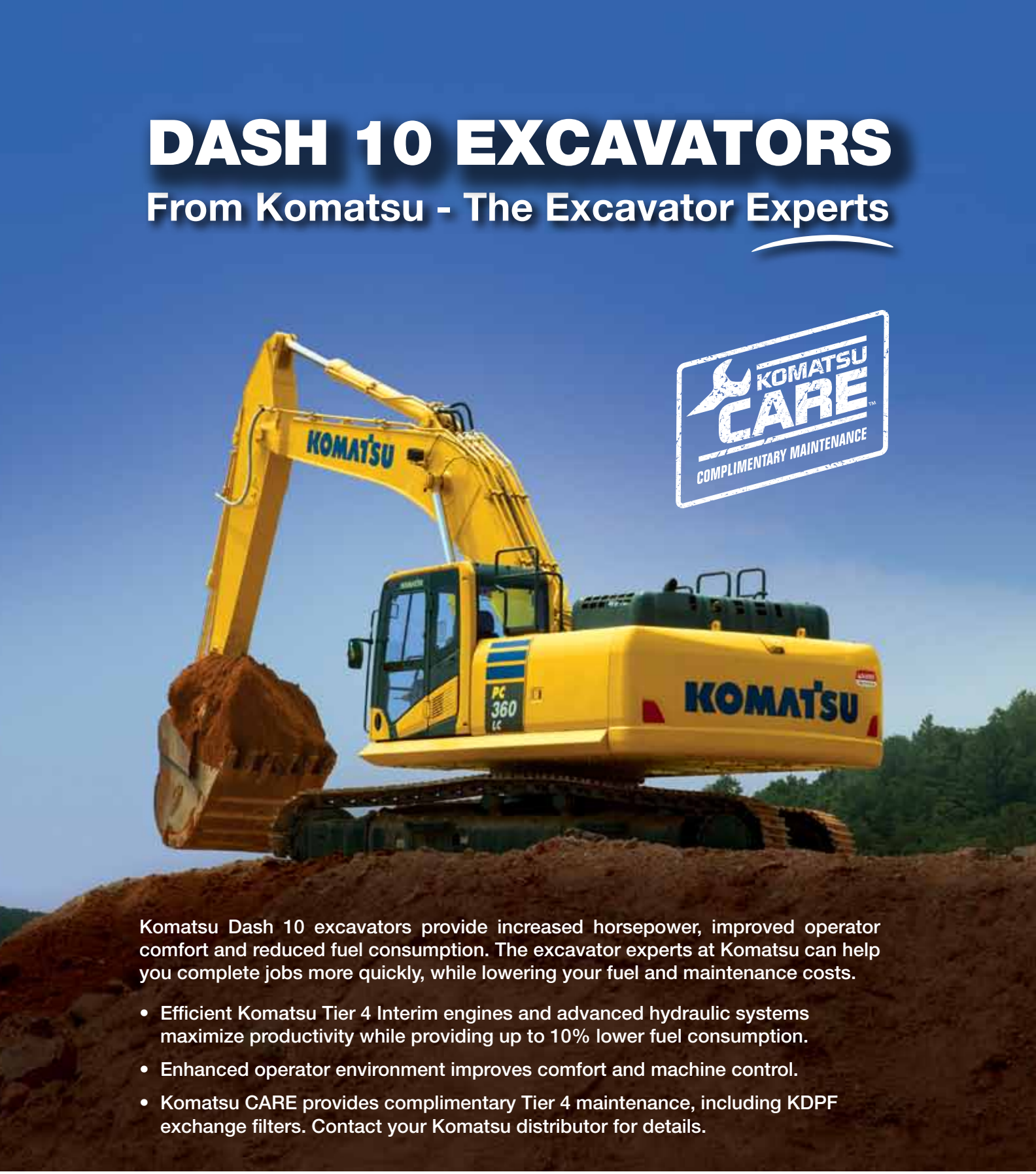
Backed by Komatsu CARE

Like other Komatsu Tier 4 Interim machines, the PC138USLC-10 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for three years or 2,000 hours. Factory-certified technicians do all the work using genuine Komatsu parts and fluids.

"Komatsu distributors, such as Roland, track machines using KOMTRAX and work with the customer to schedule a convenient time to perform the services," noted McGinnis. "We're confident that anyone using compact excavators will see that the PC138USLC-10 is the most productive and efficient machine in its size class." ■

DASH 10 EXCAVATORS

From Komatsu - The Excavator Experts



Komatsu Dash 10 excavators provide increased horsepower, improved operator comfort and reduced fuel consumption. The excavator experts at Komatsu can help you complete jobs more quickly, while lowering your fuel and maintenance costs.

- Efficient Komatsu Tier 4 Interim engines and advanced hydraulic systems maximize productivity while providing up to 10% lower fuel consumption.
- Enhanced operator environment improves comfort and machine control.
- Komatsu CARE provides complimentary Tier 4 maintenance, including KDPF exchange filters. Contact your Komatsu distributor for details.

KOMATSU®

www.komatsuamerica.com

FASTER TO FINAL GRADE

Contractor sees dramatic results on first project using a Komatsu/Topcon dozer combination

Many contractors are now getting to grade faster with less cost, making them more competitive in bidding and more profitable. The key is GPS technology and productive equipment, such as the Topcon 3D-MC^2 system and Komatsu D51 dozer combination that earthwork contractor Schoenfelder Construction uses.

"We initially looked at a GPS system for several reasons, including not being able to get staking done on a timely basis," said President Norm Schoenfelder. "It's almost inevitable that we're going to knock over stakes during grading, which means we have to call someone out to restake. That takes time away from production because we don't want to continue working and guess where we are in relation to the elevation we're trying to obtain. With the Topcon system, that's not a problem. Using a set of electronic plans and a Topcon system, we can do a project with few or no stakes at all."



Brad Schoenfelder sets up a Topcon 3D-MC^2 base unit used to set grade via GPS with a Komatsu D51 dozer. Schoenfelder Construction shaved months off a site-work project with the Topcon/Komatsu combination.



Less staking isn't the only cost-saving advantage GPS systems provide. Studies show they save time in reaching final grade with less chance for overcutting and excess material waste that's often associated with fills. Both came into play the first time Schoenfelder Construction used the Topcon/Komatsu D51 combination. The job called for subgrade prep for a parking lot and building pad as part of a 25-acre site-work project.

"We used it to cut about 30,000 yards of dirt and place about a foot of gravel under the pavement," said Brad Schoenfelder. "A job of that size would normally take about three months using the traditional method of staking and constantly checking grade by a laborer or by the operator getting out of the machine to check grade. We had it done in two weeks. In fact, at the end of our work, the surveyors challenged us by saying there was no way it could be correctly done that fast. It didn't take long for them to figure out it was spot-on. That really sold us."

Topcon systems interface directly with the machine's hydraulics for more exact blade positioning during cut-and-fill and fine-grading operations. New Komatsu Tier 4 Interim dozers such as the D65-17 and D61-23 models come plug-and-play ready to accept a Topcon system. Older models can be retrofitted.

"The ability to get to grade faster gives the user a leg up on the competition," said Mike Salyers, Product Marketing Manager with Komatsu's Intelligent Machine Control team. "It not only speeds production, but saves labor, fuel and material costs, all of which have a direct impact on profits. The return on investment is often recouped rather quickly." ■

Customer Care

From Komatsu - The Product Support Experts



You need your machines running to keep your business running. And you need complete confidence in your expert service team to keep them running at maximum productivity.

Komatsu certified, factory-trained technicians have the knowledge and determination to make repairs right the first time. Our parts inventory and distribution systems allow us to get most replacement parts to you in 24 hours or less.

At Komatsu, customer satisfaction is our number-one priority.

KOMATSU®

www.komatsuamerica.com



MINING

100% proven

KOMATSU®

If you want to move more material more cost-effectively, you want Komatsu machines. Our complete line of rugged, reliable mining equipment—including trucks, shovels and wheel loaders—is engineered to:

- LOWER COSTS PER TON
- REDUCE CYCLE TIMES
- PROVIDE THE LONGEST LIFE

We also offer exclusive customer support programs and services tailored to your specific needs. When your success is measured by the ton, Komatsu delivers the productivity you need. Komatsu is the proven solution.

100% Komatsu. 866.513.5778 www.komatsuamerica.com

KA13

DEMO DAYS

Komatsu displays new equipment, technology at most recent customer event

Customers who attend Komatsu Demo Days appreciate the chance to get a close look at and operate equipment. Komatsu enhanced the experience at its most recent event by offering educational opportunities and highlighting technology designed to make equipment users more efficient.

"First, and foremost, customers want a chance to test drive Komatsu equipment, so to speak," said Bob Post, Director of Marketing. "But we also want them to see how we're working to maximize their productivity and save them time and money by using technology, such as GPS systems."

Educational opportunities included seminars on maximizing efficiency using technology such as Komatsu's Eco Guidance and KOMTRAX, a remote machine-monitoring system that gives users valuable information, including idle time and fuel usage. While demonstrating machines, attendees could try out Topcon's 3D-MC^2 GPS systems, which were mounted to new Tier 4 Interim D61-23 dozers and a PC360LC-10 excavator.

"Those GPS systems have proven benefits that allow operators to get to finished grade with less wasted movement and fewer materials," said Post. "Several of our new Tier 4 Interim machines come plug-and-play ready to accept GPS systems."

Other featured Tier 4 Interim dozers included D65-17 and D155AX-7 models. The HB215LC-1 Hybrid excavator, new PC210LC-10, PC290LC-10 and PC490LC-10 excavators, along with WA380-7, WA470-7 and WA500-7 wheel loaders, were available for operation, as well as an HM400-3 articulated truck. They were part of more than 20 machines on hand during Demo Days at Komatsu's Training & Demonstration Center in Cartersville, Ga.

Attendees also had the option of touring Komatsu's Chattanooga Manufacturing Operations, where Komatsu manufactures excavators and forestry products. ■



Bob Post, Director of Marketing



This PC360LC-10 equipped with a Topcon GPS system was one of several excavators available for customers to operate during Demo Days.



Komatsu's Rizwan Mirza (right) showed customers how information from KOMTRAX can be used to maximize productivity and efficiency.



Demo Days attendees operated equipment, including the new Tier 4 Interim D61PX-23 dozer equipped with a Topcon 3D-MC^2 GPS grading system (foreground) and D65-17 dozers.



ROLAND MACHINERY CO.

SPRINGFIELD, IL (217) 789-7711	**CARTERVILLE, IL** (618) 985-3399	**PALMYRA, MO** (573) 769-2056	
BRIDGETON, MO (314) 291-1330	**COLUMBIA, MO** (573) 814-0083	**CAPE GIRARDEAU, MO** (573) 334-5252	**BOLINGBROOK, IL** (630) 739-7474
MARENGO, IL (815) 923-4966	**PORTAGE, IN** (219) 764-8080	**FRANKSVILLE, WI** (262) 835-2710	**DEFOREST, WI** (608) 842-4151
EAU CLAIRE, WI (715) 874-5400	**DE PERE, WI** (920) 532-0165	**SCHOFIELD, WI** (715) 355-9898	**ESCANABA, MI** (906) 786-6920

More Power | Greater Productivity | Longer Life | Improved Service | Value Driven | Ongoing Innovation

For more information visit
TramacByMontabert.com

A PROACTIVE APPROACH

VP of Parts says planning, technology help Komatsu have parts inventory readily available

QUESTION: In the past few years, Komatsu introduced several new Tier 4 Interim machines. How do you prepare for new machines from a parts standpoint?

ANSWER: It starts with a proactive approach. We talk with our engineers throughout the design process. As they reach the final phase of design, we're working together to build a parts inventory list. Eventually, new machines will need parts such as filters for regular service intervals, as well as common wear items. By taking a proactive approach and working collaboratively with our distributors, we can ensure those items are on the distributor's shelf and ready before a customer needs them.

Another way we're taking a proactive approach is using KOMTRAX to monitor machine usage. Under our Komatsu CARE program, scheduled maintenance is complimentary for the first three years or 2,000 hours. KOMTRAX shows us how many hours are on a machine, so our distributors know how close a customer's machine is to a service interval and we can ensure the parts are on hand. They can then schedule a convenient time to have one of their factory-certified technicians perform the work with genuine Komatsu OEM parts and fluids.

QUESTION: Why is it important to use factory-certified technicians and Komatsu OEM parts and fluids?

ANSWER: Maintenance is a critical component in a machine's health and longevity. You want someone working on your Komatsu equipment who knows how to get the job done right and in the most efficient manner to minimize downtime.

OEM parts and fluids are specifically designed for Komatsu machines to provide continued productivity throughout their lifetime. Customers

Continued . . .



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.

Frank Pagura, Vice President of Parts

Frank Pagura is in his eighth year as Vice President of Parts at Komatsu, having previously served as Parts Planning and Coordination Manager for a year. He joined the company in 2004 after working in parts purchasing and parts planning for an offshore-drilling equipment manufacturer.

Since Pagura joined Komatsu, the company has expanded its regional parts distribution centers to include eight across North America. It also has a 584,000-square-foot Central Parts Operation in Ripley, Tenn., which supplies construction and mining parts throughout the world.

"The goal is always to have the parts available when the customer needs them, and our fill rate is close to 99 percent in terms of either on-the-shelf or next-day delivery through our distributors and regional parts centers," said Pagura. "We're constantly working to improve and make ordering parts easier with programs such as epartscentral, which allows customers to log onto a secure Web site, find the part or parts, check availability and place an order any time of the day."

Pagura is a native of New York and continues to root for the Mets and Jets. He graduated from the U.S. Naval Academy and was an active-duty officer for six years.

Frank and his wife, Trina, have three daughters, Aimee, Abigail and Avery. He enjoys spending time with the family and attending the kids' activities, including soccer and horse riding.

Minimizing downtime is Komatsu goal

. . continued



Komatsu's fill rate is nearly 99 percent in terms of immediate or next-day availability through its distributors and regional parts centers.



Komatsu's Central Parts Operation in Ripley, Tenn., is open 24 hours a day, seven days a week and is the main hub that handles parts distribution for Komatsu distributors and their construction and mining customers throughout the world. Komatsu also has eight regional parts distribution centers across North America.

can be confident that their Komatsu machinery is going to perform the way they expect it to. We believe that using OEM parts and fluids is ultimately more cost-effective than using will-fit components or fluids that may not provide maximum performance, or worse, lead to a catastrophic failure.

QUESTION: What about remanufactured parts. Are those cost-effective?

ANSWER: Absolutely. Komatsu offers remanufactured options on most of its major OEM components, and we often encourage customers to choose that option. Like new parts, in most cases, they're readily available. And, like new parts, we stand behind them with a one-year, unlimited-hours warranty.

QUESTION: What do you see for the future?

ANSWER: Nothing is more important to us than keeping our customers' downtime to a minimum, and to do that, we must have parts available when they're needed. Dramatic change is not something we look for from a parts standpoint. Our goal is consistency, meaning we maintain solid parts inventories at all times. That's been the case in the past, it's the case now and will continue into the future. ■



Frank Pagura, Komatsu's Vice President of Parts, says the company takes a proactive approach to building parts inventory lists before new products, such as Tier 4 Interim machines, are available. "By taking a proactive approach, and working collaboratively with our distributors, we can ensure those items are on the distributor's shelf and ready before a customer needs them," said Pagura.

LeeBoy



8616 Asphalt Paver

endless PAVEMENT solutions.



8515B Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515B Asphalt Paver. The 8515B incorporates big paver features into a heavy-duty maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend screed system, powerful 84 HP Kubota engine, dual operator controls and high-deck/low-deck configuration, Now available with the new, heavy-duty 815 electric screed.

ROLAND MACHINERY CO.

www.rolandmachinery.com

SPRINGFIELD, IL (217) 789-7711
CARTERVILLE, IL (618) 985-3399
PALMYRA, MO (573) 769-2056
BRIDGETON, MO (314) 291-1330
COLUMBIA, MO (573) 814-0083
CAPE GIRARDEAU, MO (573) 334-5252
PORTAGE, IN (219) 764-8080
FRANKSVILLE, WI (262) 835-2710
DEFOREST, WI (608) 842-4151
EAU CLAIRE, WI (715) 874-5400
DE PERE, WI (920) 532-0165
SCHOFIELD, WI (715) 355-9898
ESCANABA, MI (906) 786-6920

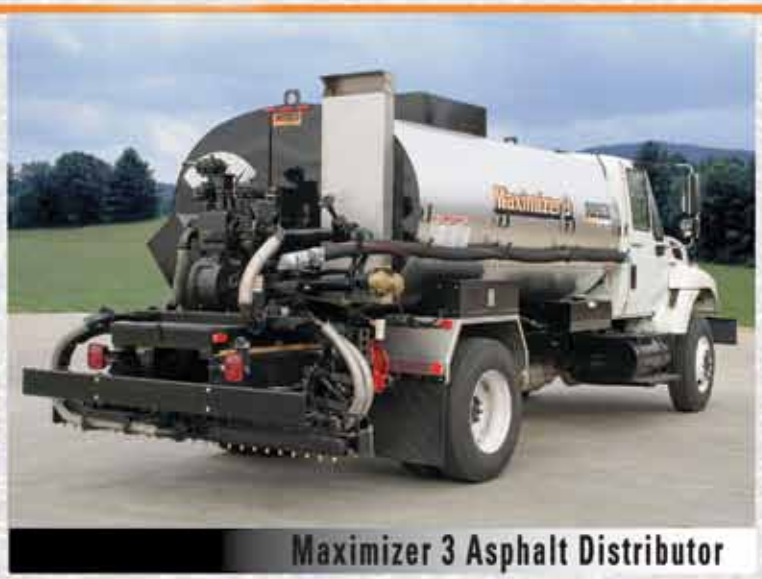
ROSCO
A LeeBoy Company



Tru-Pac 915 Pneumatic Roller



SweepPro Broom



Maximizer 3 Asphalt Distributor

Rosco's Maximizer 3 asphalt distributor features an extendible spraybar that smoothly and efficiently moves from 8-foot to 16-foot width in 4 inch increments. The EZ Spray extendible spraybar makes radius and taper spraying, along with maneuvering for obstacles such as bridges, a smooth and efficient operation.

endless PAVEMENT solutions.

SPRINGFIELD, IL (217) 789-7711
CARTERVILLE, IL (618) 985-3399
PALMYRA, MO (573) 769-2056
BRIDGETON, MO (314) 291-1330
CAPE GIRARDEAU, MO (573) 334-5252
COLUMBIA, MO (573) 814-0083
PORTAGE, IN (219) 764-8080
FRANKSVILLE, WI (262) 835-2710
DEFOREST, WI (608) 842-4151
EAU CLAIRE, WI (715) 874-5400
DE PERE, WI (920) 532-0165
SCHOFIELD, WI (715) 355-9898
ESCANABA, MI (906) 786-6920

ROLAND MACHINERY CO.

www.rolandmachinery.com

Pavers Graders Brooms Asphalt Distributors Rollers Patchers
Chip Spreaders Belt Loaders Tack Tanks Maintainers

VT LeeBoy, Inc. • 500 Lincoln County Parkway Ext. • Lincolnton, N.C. 28092 • 704.966.3300 • www.leeboy.com

MAXIMIZING PRODUCTIVITY

Komatsu offers training to help operators be more efficient



Jim Sandercock, Senior Manager-Training and Demonstration

In today's competitive marketplace, productive operating practices can help you be more competitive and more profitable, too. Komatsu offers a way to help you accomplish that with its specialized operator training for both construction and mining customers.

"Some customers who have used a particular machine — a WA380-6, for example — and have veteran operators, might have recently purchased a new Tier 4 Interim WA380-7 and may only need someone to show them the new features," said Jim Sandercock, Senior Manager-Training and Demonstration. "Another customer might have several new operators who need a very in-depth course in the machine's features and how to operate it. In the first example, we'll likely come to a customer's location or jobsite and spend a day or two. For the other situation, those operators would come for a week-long class at our Training & Demonstration Center in Cartersville, Georgia, or our mining proving ground near Tucson."



Komatsu offers both classroom and hands-on machine training for operators. "We want them to use the features correctly to maximize production and uptime," said Komatsu's Jim Sandercock, Senior Manager-Training and Demonstration.

Week-long, basic, operator-training classes for construction customers are the most frequently requested courses, according to Sandercock. "We limit the class to eight people and spend the first day in classroom training, covering basic functions, controls, switches, specification, maintenance and other items. The rest of the week, the trainer or trainers work one-on-one with operators, putting theory into practice."

MSHA certification available

On the mining side, Komatsu offers everything from basic operation to MSHA certification courses, including train-the-trainer qualification courses. Advanced classes require prerequisites.

"We can customize classes to go well beyond the basics," said Sandercock. "For example, we have had customers request help in being more efficient, in setting up a jobsite or mine to maximize production, and a host of other topics. Operators have a significant impact on the bottom line, including the machine's reliability, so we want them to use the features correctly to maximize production and uptime. We can do that because all our trainers have solid backgrounds in best practices.

"Customers who want operator training should contact their distributor, which will arrange it with Komatsu," Sandercock added. "We're here to help in any way we can." ■

BETTER WATER SYSTEMS ESSENTIAL

Hearing, reports show aging infrastructure needs immediate attention

The National Research Council recently took aim at the lack of attention given to deteriorating water infrastructure in its report "Corps of Engineer Water Resources Infrastructure: Deterioration, Investment, or Divestment?" The report shows national water needs are increasingly shifting from new construction to maintenance and rehabilitation, with current infrastructure exceeding its design life.

It also revealed that the Army Corps of Engineers is faced with a funding gap in trying to rehabilitate the nation's water supply. It said the Water Resources Development Act (WRDA) was outdated and reorientation of water infrastructure priorities is needed.

That situation was further brought to light in the wake of Hurricane Sandy, which a Senate Environmental & Public Works (EPW) Committee cited in a recent hearing on reauthorizing WRDA. Despite bipartisan support, WRDA has not been reauthorized since 2007. Both EPW Committee Chairman Barbara Boxer, D-Calif., and Ranking Member David Vitters, R-La., have said WRDA is a top priority and pledged to move forward in a bipartisan manner.

Testimony during the hearing highlighted the need for shared responsibility among federal, state and local governments and the need for a bill to establish a Water Infrastructure and Innovation Authority. Creating a voluntary national levee safety program should be a priority as well, according to witnesses.

Those testifying at the EPW hearing called for streamlining the Army Corps of Engineers' project selection and completion process, stressing that the Corps should make regional ecosystem restoration projects a priority to strengthen natural barriers to flooding and improve critical watersheds.

Streamlining called for

The need for streamlining water and wastewater infrastructure was also part of a Government Accountability Office report on rural water funding. It shows that EPA and USDA funding often overlap, causing communities to complete duplicate applications when applying for assistance. It found that communities were applying to different programs for the same project, creating delays and increasing costs.

The report recommends that EPA and USDA complete guidelines to help states develop uniform preliminary engineering reports and environmental analyses, as well as emphasize the importance of state-level coordination. ■

A recent Congressional hearing and industry reports highlight the need to focus attention on the nation's aging water infrastructure. Creating a voluntary national levee safety program should be a priority as well, according to hearing witnesses.



MAP-21 aids post-hurricane reconstruction

The streamlined emergency-relief program for federal highways created as part of MAP-21, the new highway bill, are being tested for the first time following the devastation left in Hurricane Sandy's wake.

The relief measure provides a significant boost to restoration efforts by easing environmental review regulations for state and local highway authorities following weather-related disasters. Lawmakers included exemptions from all reviews, approvals, licensing and permitting for restorative infrastructure projects to accelerate reconstruction efforts and speed a return to normalcy.

The law provides funding for emergency repairs, making the restoration of critical infrastructure a top priority. Already, the Department of Transportation has released nearly $30 million to Connecticut, New Jersey, New York, North Carolina and Rhode Island for emergency repairs. ■

Construction seeing a worker shortfall

Construction companies are struggling to find workers, a trend that is likely to continue, according to AGC Chief Economist Ken Simonson. In a recent USA Today article, Simonson said construction employment hasn't changed much in the past two years, and as the industry rebounds, companies are turning to more overtime for current employees.

During the past five years, the industry lost more than 2 million workers, and two years ago, the unemployment rate for construction stood at 17.3 percent. It's since dropped to around 11 percent, but that's largely due to workers leaving the field or having stopped looking for work. ■

Construction companies' insurance rates could increase

Commercial general liability underwriters for the construction industry are seeking rate increases of up to 15 percent, according to a report published by Marsh Inc.'s Construction Market Update magazine. Construction firms with poor loss histories are experiencing even larger liability rate increases and in some cases, receiving nonrenewal notices from their underwriters.

After nearly a decade of rate declines, insurers also are typically seeking to raise rates on umbrella and excess liability insurance between 8 percent and 10 percent, according to Construction Market Update. ■

New T&I chair looks at transportation funding options

New House Transportation and Infrastructure Committee Chairman Ron Shuster said all options should be on the table when it comes to highway funding, including raising the gas tax, taxing miles driven and more tolling. The gas tax is 18.4 cents per gallon and hasn't been raised since 1993.

That's partially led to a shortfall in funding for transportation projects in the past three years, with Congress using general revenue to make up the difference between what the gas tax brings in and outlays for project costs. The gap is expected to remain, and likely widen, with more efficient vehicles.

Shuster said a tax on miles driven could help alleviate that, however it's drawing resistance. In the past, the President has said he doesn't support it, and the House adopted a transportation appropriations amendment last summer that forbids even studying it. ■

Unconventional oil and gas production have huge economic impact

A new study shows horizontal drilling and hydraulic fracturing will become the most productive methods of extracting oil and natural gas by 2015. Conventional land and deep-water drilling methods will see continual decreases, according to the study from research firm IHS Global Insight.

Between now and 2035, horizontal drilling and fracturing will account for more than $5 trillion in capital expenditures and have an employment impact of 3.5 million jobs. That would create a total economic contribution of $475 billion in 2035 and generate tax revenues of nearly $125 billion that same year. The study shows nearly 50 percent of revenues generated from production is spent on construction, materials and heavy equipment. ■



On the light side



"Don't forget to empty the suggestion box."



"Here comes another load of soil for the dump truck."



"Schedule A, line 16 G: Do you wish to make a charitable donation to help pay off the national debt?"

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 G I P V A _P_ _ _ _ _ _
2. O R T I F P _ _ _ _ _ _ _T_
3. E I D B R G _ _ _I_ _ _ _
4. D O N F U T I A O N _ _ _ _ _N_ _ _ _ _ _N_
5. C G L N E I A R _ _L_ _ _ _ _ _ _ _

Did you know...

- The Guinness Book of Records was originally published by Guinness Breweries as a reference for settling bar arguments.
- Blue eyes are a genetic mutation. Before the mutation occurred, all humans had brown eyes.
- There is enough energy in one bolt of lightning to power a home for two weeks.
- The most productive day of the workweek is Tuesday.
- The average company saves more than $7,000 for each employee suggestion it enacts.
- Bulletproof vests, fire escapes, windshield wipers, and laser printers were all invented by women.
- Donkeys kill more people annually than plane crashes.
- A million dollars weighs about a metric ton. Hence the expression "a ton of money."
- A typical lead pencil can draw a line 35 miles long.
- American car horns beep in the tone of F.

ROLAND MACHINERY CO.

USED EQUIPMENT SPECIALS

Quality Used Equipment...with support to back it up



Komatsu WA430-6, '10, 792 hrs $229,500

ROLAND MACHINERY CO.

KOMATSU® KOMATSU REMARKETING



Wirtgen W60, '08, 628 hrs $144,900

PAVING

Blaw Knox PF115, '89	$11,500
LeeBoy 10000, '03, 1,475 hrs	$19,500
LeeBoy 8500HD, '06, 2,750 hrs	$43,500
LeeBoy 8500HD, '10, 2,140 hrs	$54,500
LeeBoy 8500HD, '00, 2081 hrs	$19,500
LeeBoy 8500LD, '00, 1,991 hrs	$29,500
LeeBoy 8500LD, '03, 3683 hrs	$19,500
LeeBoy 8500LD, '08, 904 hrs	$79,500
LeeBoy 8515, '06, 2,657 hrs	$49,500

MILLING

Wirtgen W60, '08, 628 hrs	$144,900
Wirtgen W600, '03, 2,403 hrs	$77,500
Wirtgen W2000, '03, 2,996 hrs	$CALL
Wirtgen W2000, '96, 9,346 hrs	$CALL
Wirtgen WR2000, '11, 334 hrs	$CALL
Wirtgen W2100, '04, 8,373 hrs	$CALL

BACKHOE LOADER

Deere 410J TC, '09, 403 hrs	$79,500
Komatsu WB140-2N, '04, 2,805 hrs	$27,500

OFF ROAD TRUCKS

Komatsu CD60R-1A, '05, 1,136 hrs	$109,000
Komatsu HD465-5, '02, 17,763 hrs	$CALL
Komatsu HD465-5, '02, 17,599 hrs	$CALL
Komatsu HD465-5, '02, 17,268 hrs	$CALL
Komatsu HD785-5, '01, 22,508 hrs	$CALL
Komatsu HD785-5, '01, 25,415 hrs	$CALL
Komatsu HM400-2, '07, 7,880 hrs	$199,500
Moxy MT31, '02, 3479 hrs	$82,000

SHREDDERS, TROMMELS

Doppstadt SM617, '09, 290 hrs	$139,000
Doppstadt SM720, '09, 235 hrs	$185,000
Doppstadt SM726, '09, 257 hrs	$225,000

SKID STEERS

Deere 320D, '10, 287 hrs	$32,500
Mustang MTL16, '05, 2,349 hrs	$18,500



Komatsu PC228USLC-3EO, '07, 5,572 hrs $109,500

AIR CURTAIN DESTRUCTORS

Concept Products CP2000, '05	$13,500

ROCK DRILLS

Atlas Copco ROC F9-11, '10	$CALL

DOZERS

Cat 963C, '01, 4800 hrs	$74,500
Cat D4D, '72	$7,000
Cat D5G LGP, '05, 3,150 hrs	$52,500
Cat D5H LGP, '93, 9961 hrs	$54,500
Cat D8N, '87	$78,000
Deere 650H, '02, 2,270 hrs	$32,500
Dresser TD8E, '81	$13,000
Komatsu D31PX-21A, '05, 882 hrs	$52,500
Komatsu D37P-5, '98, 2,624 hrs	$21,500
Komatsu D39PX-21, '05, 2,059 hrs	$69,500
Komatsu D51PX-22, '08, 2,436 hrs	$129,500
Komatsu D65EX-15EO, '08, 1,365 hrs	$199,500
Komatsu D65PX-15EO, '06, 3,199 hrs	$146,500
Komatsu D65PX-15EO, '07, 5,159 hrs	$127,500
Komatsu D65PX-15EO, '08, 5,372 hrs	$127,500
Komatsu D65PX-12, '96, 4,969 hrs	$49,500
Komatsu D155AX-5, '03, 6,809 hrs	$224,500
Komatsu D275AX-5, '03, 23,015 hrs	$129,500

EXCAVATORS

Gradall XL4100, '08, 3,749 hrs	$180,000
Kobelco SK400LC Mark IV, '97	$38,500
Kobelco SK480LC, '05, 11,858 hrs	$54,500
Komatsu PC50MR-2, '04, 2,885 hrs	$29,500
Komatsu PC78UU-6, '04, 4,085 hrs	$44,500
Komatsu PC88MR-8, '08, 827 hrs	$89,500
Komatsu PC88MR-8, '09, 1,195 hrs	$92,500
Komatsu PC138USLC-8, '09, 2,363 hrs	$104,500
Komatsu PC138USLC-8, '09, 2,583 hrs	$104,500
Komatsu PC150LC-6, '99, 6,800 hrs	$32,500
Komatsu PC160LC-7, '03, 5,277 hrs	$64,500
Komatsu PC160LC-7, '03, 4,397 hrs	$69,500
Komatsu PC200LC-7, '06, 5,551 hrs	$84,500
Komatsu PC200LC-8, '06, 4,617 hrs	$132,500
Komatsu PC220LC-8, '06, 9084 hrs	$96,500
Komatsu PC220LC-8, '09, 4,020 hrs	$149,500
Komatsu PC220LC-8, '09, 5,789 hrs	$117,500
Komatsu PC228USLC-3EO, '07, 5572 hrs	$109,500
Komatsu PC300LC-6, '97, 13,530 hrs	$29,500
Komatsu PC300LC-6, '97, 13,350 hrs	$32,500
Komatsu PC300LC-7, '02, 4,887 hrs	$134,500
Komatsu PC300LC-7, '06, 9,377 hrs	$94,500
Komatsu PC400LC-6LM, '03, 8,516 hrs	$69,500
Komatsu PC400LC-6LM, '03, 8,760 hrs	$72,500
Komatsu PC400LC-6LM, '02, 10,834 hrs	$72,500
Komatsu PC400LC-7, '04, 9,350 hrs	$99,500
Komatsu PC400LC-7, '04, 10,300 hrs	$99,500
Komatsu PC400LC-7, '04, 12,499 hrs	$84,500
Komatsu PC400LC-7EO, '06, 9,833 hrs	$109,500
Komatsu PC400LC-8, '07, 2,811 hrs	$239,500
Komatsu PC600LC-6, '99, 9,634 hrs	$79,500
Komatsu PC600LC-7, '04, 8,449 hrs	$177,500
Komatsu PC600LC-7, '05, 10,328 hrs	$214,500
Komatsu PC600LC-7, '06, 9,977 hrs	$185,000
Komatsu PC750LC-7, '05, 4,517 hrs	$CALL
Volvo EC460, '04, 10,746 hrs	$69,500
Volvo EC460, '05, 10,958 hrs	$69,500

CRUSHING, SCREENING

Baker Kartz 4671 Impactor, '07	$325,000
Hazmag APS1313-K Impactor	$65,000

COMPACTION

Bomag BW130AD, '88	$3,900
Bomag BW205AD, '02, 3,520 hrs	$34,500
Hamm HD8, '07, 395 hrs	$18,500
Hamm HD8, '07, 515 hrs	$18,500
Hamm HD13, '02, 2,937 hrs	$14,500
Hamm HD14VV, '08, 816 hrs	$52,500
Hamm HD14VV, '09, 2,027 hrs	$52,500
Hamm HD90 Ozzy, '04, 4,300 hrs	$54,500
Hamm HD13O, '03, 1789 hrs	$49,500
Hamm HD090V, '09, 849 hrs	$77,500
Tramac TR21A Plate (PC160)	$7,500

WHEEL LOADERS

Cat 920, '73, 7216 hrs	$7,000
Cat 980C, '86, 7216 hrs	$59,000
Cat 980G, '98, 26,583 hrs	$89,500
Komatsu WA200-5, '05, 617 hrs	$97,500
Komatsu WA250-1, '95, 17,158 hrs	$29,500
Komatsu WA320-6, '08, 3961 hrs	$126,500
Komatsu WA380-5, '09, 7,120 hrs	$109,500
Komatsu WA400-5L, '04, 7,169 hrs	$94,500
Komatsu WA430-6, '10, 792 hrs	$229,500
Komatsu WA450-6, '07, 7,355 hrs	$196,500

FORESTRY

Franklin 3000/Stroke Head, '92	$8,500
Timbco 415D/Risley, '00, 8,629 hrs	$120,000
Valmet 415EX/Rolly II, '05, 10,092 hrs	$145,000
Valmet 840.2, '05, 6,600 hrs	$170,000
Valmet 840.3/8, '06, 9,592 hrs	$180,000
Valmet 840.3/8, '08, 10,006 hrs	$190,000
Valmet 911C/965 Head, '97	$35,000
Valmet 911C w/965 Head, '99	$65,000

GRADERS

Austin Western Super 500	$7,500
Komatsu GD655-3C, '06, 1,866 hrs	$159,500
Komatsu GD655-3EO, '09, 1,287 hrs	$189,500



Caterpillar 980G, '98, 26,583 hrs.....$89,500

Financing available for qualified buyers.

15 ROLAND BRANCH LOCATIONS IN IL, IN, MI, MO AND WI

Call Jay Germann (217) 789-7711 • Email: jgermann@rolandmachinery.com

C.P.I.
P.O. Box 1689
C.R., IA 52406-1689

Change Service Requested

Presorted Standard
US Postage Paid
C.P.I.

ROLAND MACHINERY CO.

Where you need them... When you need them

www.rolandmachinery.com



SPRINGFIELD, IL
(217) 789-7711

CARTERVILLE, IL
(618) 985-3399

BOLINGBROOK, IL
(630) 739-7474

MARENGO, IL
(815) 923-4966

CAPE GIRARDEAU, MO
(573) 334-5252

BRIDGETON, MO
(314) 291-1330

COLUMBIA, MO
(573) 814-0083

PALMYRA, MO
(573) 769-2056

PORTAGE, IN
(219) 764-8080

EAU CLAIRE, WI
(715) 874-5400

SCHOFIELD, WI
(715) 355-9898

DEFOREST, WI
(608) 842-4151

FRANKSVILLE, WI
(262) 835-2710

DE PERE, WI
(920) 532-0165

ESCANABA, MI
(906) 786-6920

The **Products** The **Support** The **Service**

KOMATSU® KOMATSU | Forestry Quality™ SENNEBOGEN green line metso

Wirtgen VÖGELE HAMM® Kleemann

DOOSAN Infracore HENSLEY Atlas Copco TRAMAC BY MONTABERT ESCO LeeBoy ROSCO A LeeBoy Company