



A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2013 NO. 3

BOMMARITO CONSTRUCTION

“Do it right and do it fast”
is the philosophy
of this St. Louis
utility/site contractor

See article inside . . .



Joe Bommarito,
Owner/President



DUNN COMPANY

Decatur, Ill., paving firm offers cost-effective,
green, pavement-recycling
alternative

See article inside . . .



David Tyrolt,
President/Co-owner

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Taking
innovation
a step further**



Dear Valued Customer:

Not only has Komatsu met the stringent emissions standards of each new tier level, it has engineered machinery that's more productive and efficient. It's added innovative technology such as KOMTRAX, which helps lower owning and operating costs by allowing you to monitor machinery and proactively schedule service or address productivity issues, including excessive idle time. Komatsu furthered its efforts to lower your costs by introducing Komatsu CARE, which provides complimentary scheduled service on Tier 4 Interim machines.

Now, the manufacturer has taken innovation a step further with the introduction of "intelligent" machines, the first of which you can read about in this issue of your *Industry Scoop*. We're excited about the new D61i dozers that offer integrated 3D grade control without the blade-attached mast and cables you see in traditional machine-control grading systems. Tests show this revolutionary design can further reduce operating costs and increase even the most rookie operator's productivity. Details are in the article.

If you're interested in a D61i or any other machine, there is an advantage to purchasing this year. Enactment of the American Taxpayer Relief Act of 2012 extended the 50-percent bonus depreciation for most property placed in service before 2014. It also extended increased Sec. 179 expense levels of \$500,000 with a phase-out amount beginning at \$2 million. After this tax year, those numbers are scheduled to significantly drop. For additional information, talk with your sales representative, or call your nearest Roland Machinery branch.

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

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



IN THIS ISSUE

DUNN COMPANY

Check out this Decatur, Ill., paving firm, which offers cost-effective, green, pavement-recycling alternative.

BOMMARITO CONSTRUCTION

Learn why this St. Louis utility/site contractor adopted a "Do it right and do it fast" philosophy.

GUEST OPINION

Allen Schaeffer, Executive Director of the Diesel Technology Forum, explains how new technology has dramatically reduced diesel emissions.

DOLLARS & SENSE

Do you know what it really costs to operate your equipment? See how getting a true picture of your costs leads to more accurate bids and profitable projects.

INNOVATIVE PRODUCTS

Read all about Komatsu's revolutionary *intelligent Machine Control* dozers and how they can maximize production and lower costs.

HANDS-ON EXPERIENCE

Take a look at the recent *intelligent Machine Control* experience event where customers had the opportunity to operate Komatsu's new D61i dozers.

NEW PRODUCTS

Discover how Komatsu's new line of material handlers can benefit your operation with excellent lift capacity in heavy-duty applications.

APPLIED TECHNOLOGY

Now you can go mobile with KOMTRAX, using a new app for your smart-device.

NO IDLING

See how one contractor changed his view of idle time and learned to save money.

KOMATSU & YOU

Komatsu Executive VP of Manufacturing Ken Furuse shares how using customer input has helped Komatsu engineer better machinery.

Published by Construction Publications, Inc., for



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.

DUNN COMPANY

Decatur, Ill., paving firm offers cost-effective, green, pavement-recycling alternative



David Tyrolt,
President/Co-owner

Based in Decatur, Ill., Dunn Company is actually two companies in one – providing paving, oil and chip, and pavement maintenance within a 30- to 40-mile radius of Decatur, and providing base stabilization, full depth reclamation, cold-in-place recycling, and rotomilling throughout the Midwest.

President David Tyrolt, who has been co-owner with Bob Dunn since 2002, says one of Dunn Company's strengths is its ability to tailor a solution to the specific objectives of an owner or specifier.

"We spend a lot of time up front determining the best way to meet the requirements of a specific project, and each project is different. For example, a public road project could call for improving the greatest square yardage as cost effectively as possible, whereas a commercial project could emphasize minimizing disruption to a business. At Dunn Company, we have an array of solutions that allow us to meet the needs of our customers."

Pausing for a photo at one of the Dunn Company jobsites are (L-R) CFO David Peck, Crew Leader Brady Bonds, Materials Leader Seth Garren, Vice President of Operations Mark Stahl, Human Resources Penny Christman, Crew Leader Travis Conkright, and Roland Machinery Territory Manager Chris Ingram.



Cold-in-place recycling

One relatively new solution from Dunn Company is cold-in-place recycling.

"Cold-in-place recycling essentially consists of milling and sizing existing pavement materials, then mixing these materials with new liquid asphalt—all within the cutter housing of a Wirtgen CR3800. The mixed material is then fed into an asphalt paver where it is immediately laid back down to create a new recycled pavement," explained Dunn Vice President of Operations Mark Stahl. "It allows us to reuse material that's already on site rather than milling it, hauling it off and bringing in new."

"Cold-in-place recycling delivers much better bang for the buck because we're rejuvenating and reusing assets," added Dunn Company Materials Leader Seth Garren. "Another plus is that the road is ready to drive on almost immediately, so the traveling public is not nearly as inconvenienced as with traditional construction."

"In addition to the speed and cost savings, cold-in-place recycling offers significant environmental advantages," noted Tyrolt. "By recycling materials in place, we lessen greenhouse gas emissions by reducing fuel-intensive trucking and material production. We also conserve valuable and increasingly scarce raw materials. These environmental benefits are becoming increasingly important."

Wirtgen machines and Roland support

To do its cold-in-place recycling, as well as other paving and related work, Dunn Company turns largely to Roland Machinery and the Wirtgen Group of companies. Dunn has eight Wirtgen Group pieces (four rotomills, two recyclers and two reclaimer/stabilizers), two Vögele pavers and three Hamm rollers.



This Dunn Company crew uses a Wirtgen 2200 CR cold recycler to feed material directly into a Vögele Vision 5200 paver as part of a recent cold-in-place recycling job near Springfield, Ill. "In addition to cost savings and time savings, cold-in-place recycling is much more environmentally friendly than other forms of paving," said President David Tyrolt.

"We've used Wirtgen products for many years," said Tyrolt. "They are the industry standard for milling machines. The products are well-designed and deliver excellent reliability. Equally important to us is the support we get from Wirtgen America and Roland Machinery."

"I appreciate that Roland President Matt Roland and our Sales Rep Chris Ingram have taken the time to learn our business so they can better advise us regarding equipment purchases," said VP of Operations Mark Stahl. "They don't just sell us what they have and send us on our way. Like we do with our customers, they try to help us figure out what's going to work best for us, then they back up the sale with outstanding service when we need it."

Future looks bright

Tyrolt says paving activity has been relatively strong in recent years, and he's optimistic about what lies ahead.

"We try to stay involved in both the public and private markets, and the ideal mix for us would be about 50-50. I'd say the market right now is evolving. Both government and private developers want value, and they also desire green construction. With our cost-effective and environmentally sustainable services, such as cold-in-place recycling, we think we're on the right end of that trend and hope to continue to grow in coming years." ■



A Hamm HD 140 tandem roller follows the cold-in-place recycling train to compact freshly laid pavement.

ALL FROM A SINGLE SOURCE:
THE WORLD'S #1 BRANDS FOR
ROAD BUILDING.



Close to
our customers



ROAD AND MINERAL TECHNOLOGIES

Rely on the Wirtgen Group's full range of products for new construction and rehabilitation of roads. Our sales and service experts, based close to your doorstep, offer the expertise and all-round support you need.

www.wirtgenamerica.com



AVAILABLE THROUGH ROLAND MACHINERY CO.

BOMMARITO CONSTRUCTION

“Do it right and do it fast” is the philosophy of this St. Louis utility/site contractor



Joe Bommarito,
Owner/President

When Joe Bommarito started Bommarito Construction in 1997, his goal was to be the best utility contractor in St. Louis. Today, being the best is still the goal, but Bommarito Construction now offers clearing, grading and other earthwork/site work services, in addition to utility contracting.

“We’ll still bid just the utility side of a job if somebody wants us to, but we prefer to do all the earthwork and manage a site project ourselves,” said Bommarito. “Why? Better control. As a company, we approach every job with two things in mind: quality and speed. We try to do the job right and do it

fast. That’s the reputation we want to have within the industry. The problem with being a sub that does just utility work is that you can get held up through no fault of your own. By doing more aspects of a job and managing it ourselves, we’re able to move at our own fast pace, which typically means early completion.”

And completing jobs early is important to Bommarito Construction clients.

“Our specialty is commercial developments,” explained Bommarito. “We don’t take on much residential or municipal work. We do

Continued . . .

Bommarito Construction has nine Komatsu hydraulic excavators, including two new Tier 4 Interim PC360LC-10s. “I think Komatsu excavators are the best,” said Operator Tom Leonard. “I know some people were concerned about Tier 4, but this machine operates just like any PC300 – very smooth and plenty of power. It’s a really good rig.”



Bommarito is optimistic about the future

... continued

retail stores, shopping centers, medical clinics and the like. That's a niche that works well for us because our philosophy of completing jobs quickly meshes with business people who want to be able to open their doors as soon as possible. As a result, we get a large amount of repeat business, such as chain stores. "



Roland Sales Rep Steve Helton (left) visits with Bommarito Construction Owner Joe Bommarito. "We're big fans of Roland Machinery," said Bommarito. "We don't have mechanics. We use Roland to service all of our machines, not just Komatsu."

A Bommarito Construction operator uses the company's Komatsu PC35 at the site of a new mall, St. Louis Premium Outlets, under construction in Chesterfield, Mo.



Komatsu machines and Roland service

To help ensure a smooth, fast project, Bommarito Construction turns to Roland Machinery for Komatsu hydraulic excavators. The company has nine Komatsu track hoes ranging from a PC35 to a PC360, including two new PC360LC-10s.

"We've always found Komatsu excavators to be productive, reliable and longlasting machines, so we don't buy any other brand," said Bommarito. "We have operators who've worked for other companies that used other brands and they all like our Komatsus. They seem to be the fastest excavators out there for how we use them.

"In addition to our preference for Komatsu excavators, we're also big fans of Roland Machinery," he added. "We don't have any mechanics. We turn to Roland for all of our service work, from repairs to routine maintenance. And not just for our Komatsu units but for other brands too. They service our entire mobile fleet. Roland takes great care of us and keeps us informed about potential machine issues that we may need to address. They are our shop."

Bright future

Bommarito relies on his brother, Vice President Matt Bommarito and Estimator Andy Daub to help him manage the business, which has grown from about 10 people in the beginning to about 40 today. In its first years, Bommarito Construction did about \$2.5 million worth of work annually. This year, the figure will be about \$15 million.

"I'd like to see us get up to \$20 million in the next year or two, then settle in at that level. And with the economy improving, I think that's realistic. We're not trying to become the biggest company around. We just want to do good work, do a nice business and keep our commercial customers happy. As long as we're able to retain employees who share our values and work ethic and keep turning out projects on a timely basis, I'm optimistic about our ability to do that. I think we have a bright future." ■



THE ANSWER

HAS ARRIVED

Engineering Innovation since 1921

Visit us at www.tramacbymontabert.com
Customer Service- 866-472-4373

Follow us on social media
for regular updates!



Available through Roland Machinery Co.

CLEAN DIESEL DELIVERS

New technology helps dramatically reduce emissions during the past decade



Allen Schaeffer,
Executive Director
of the Diesel
Technology
Forum

New engine technology in equipment, such as Tier 4 Interim machinery, helped reduce emissions of particulate matter to near zero during the past decade, a 98-percent reduction since 1988, according to Diesel Technology Forum Executive Director Allen Schaeffer.

For the last decade, diesel technology has undergone a fundamental transformation to near-zero emissions, based on ultra-low-sulfur diesel fuel, advanced clean-burning engines and new emissions-control technology. These advancements have occurred across the board — from the smallest industrial engine to the increasingly popular clean-diesel cars, commercial trucks, off-road machines and equipment, maritime vessels and locomotives.

The results of these efforts are clear because, according to the EPA, diesel engines account for only a small portion of the national particulate matter (PM) emissions inventory — less than 6 percent.

These last 10 years were truly the decade of clean diesel and the results are visible today. New highway diesel truck engines have near-zero emissions of particulate matter and oxides of nitrogen (NOx) — a remarkable 98 percent less than 1988 models. It is also noteworthy that truck and engine manufacturers are not only producing near-zero level emissions, but these vehicles are also consuming on average 5-percent less fuel.

Just how significant is this accomplishment? Consider that it now takes 60 of today's clean-diesel, heavy-duty trucks to equal the particulate emissions of one 1988 truck — a 60-1 ratio.

Similar reductions in emissions of particulates and NOx are well underway and will be completed by 2014 for the wide range of off-road engines found in everything from small construction equipment and farm machinery to freight locomotives, marine vessels, work boats and very large off-road machines and mining equipment.

The new generation of clean-diesel technology is not only meeting its emissions-reduction targets but is also exceeding them. Further contributions will come as more new-technology engines and equipment are put into service in the years ahead.

Just as the EPA's March 2012 Black Carbon Report to Congress stated that new diesel technology will play a role in helping reducing black-carbon emissions by 2030, new diesel technology will play a major role in helping meet the Clean Air Act standards for soot. ■



LOADERS

From Komatsu - The Loader Experts



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

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

KOMATSU®



www.komatsuamerica.com

DETERMINING OPERATING COSTS

How to get a better picture of your total costs for more accurate bids and profitable projects

Industry estimates put owning costs at 25 percent to 30 percent of the total machine owning and operating picture. These costs, which include finance, interest, depreciation and tax, tend to be fairly straightforward. The remaining balance – 70 percent to 75 percent – includes labor, fuel, parts, repairs, operator expenses and other related items that make up the operating component, which is more variable and more comprehensive.

Figuring operating costs is the more difficult of the two because so many factors go into them. For example, an excavator may be used in several applications, each of which probably causes costs to fluctuate. The same machine may be used in performing demolition and running attachments, such as hammers, shears and thumbs. It may not take any more power or fuel than digging, but the conditions put more

Labor, fuel, parts, repairs, operator expenses and other related items make up operating costs, which are considered the largest part of owning and operating a machine. It's essential to know these costs to create accurate bids.

stress on a machine and may require added maintenance and repair.

Even digging isn't so straightforward. Ground conditions can vary greatly within one particular geographic area, and even on a jobsite itself. A trench could have different types of soils, as layers of topsoil, clay and rock could be encountered at varying depths.

Finally, where a machine is in its life cycle makes a difference. A new machine is going to cost little in repairs, therefore, more of its production time is going to profit. An older unit that's paid for may seem like it's more profitable. However, it could be more prone to breakdown and run less efficiently. There's a chance it's making money, but not as much as the owner thinks, if it needs frequent repair.

Factor in the operator

The person running the machine has to be figured into the operating costs as well. A more experienced operator will obviously be more productive than a rookie, but will also likely cost more per hour in wages.

Another item to consider with operators is how they operate and take care of a machine. While many of today's machines have several working modes designed to match applications for maximum efficiency, longtime operators may be accustomed to always running at full power and idling during nonproductive times. That adds to maintenance and repair outlays.

Applying history, modern technology for savings

Experience plays a valuable role in getting to true operating costs. Factoring in historical trends and data from past projects is a good starting point for determining how to approach the next estimate and final bid. Accurate records





Figuring operating costs can be challenging because a particular machine may perform multiple tasks, such as an excavator that's used to dig and set pipe. Contractors must consider how each application affects production and fuel usage, and use other critical information to better calculate accurate operating costs.

of conditions and information on how operators and machines have worked and been used under similar circumstances provide a solid reference point.

Relying strictly on past project costs has shortcomings, however. For example, if personnel don't provide information, such as fuel usage, hours of production versus idle time and maintenance records, it's difficult to get a true cost picture. It's not always feasible for an owner to visit a jobsite, especially if multiple projects are spread out over a large area. Fortunately, during the past few years, improved technology, such as Komatsu's KOMTRAX system, allows owners and their personnel to monitor information remotely, including the mode a machine worked in, how often a machine idled, fuel usage, production factors and other critical information. Reports from these systems, along with other records, can be very useful for future reference.

Having this information allows contractors to address cost-saving practices such as shutting a machine down during nonproduction times or training operators to use a more efficient working mode. Over time, operating costs may be lowered, profit increased and more competitive estimates produced.

Technology, in the form of bidding and estimating software, can help produce accurate bids. Programs designed to work with jobsite plans allow users to trace existing and proposed elevations, then the programs will calculate the amount of earth to move by cut, fill or both. Users should take into account that calculations can be off by a few percentage points and programs don't always factor in types of soil, obstructions or other items that may affect production. A site visit should be made to evaluate those factors.

On a visit, users can set up a GPS system to create a picture of the existing site. That information then goes into a design file of the proposed project to create a model used to estimate how much earth to move. That file can also be used with a 3D machine-control system, which provides accurate grading and reduces costs associated with material overages, staking and surveying.

Calculating true operating costs that accurately reflect what to charge for individual machines on each job takes practice, but it's a business component that every contractor needs to master in order to produce accurate bids that result in profitable projects. ■

D61i-23: A REVOLUTION IN DOZING

New *intelligent Machine Control* dozers maximize production, lower costs with fully automated blade control



**Jason Anetsberger,
Product Manager,
Intelligent Machine
Control**

Komatsu's exclusive intelligent Machine Control (iMC) is a fully integrated, factory-installed, 3D machine control system. It provides automatic grading from start to finish and is designed to increase productivity while reducing material costs.

When contractors started using 3D machine control, they quickly realized the efficiency and productivity advantages the systems provided, including reduced operating and material costs. Komatsu takes the technology to the next level with the introduction of its first *intelligent Machine Control* dozers, the D61EXi-23 and D61PXi-23.

“Dozers equipped with conventional aftermarket 3D machine control are easy to spot on the jobsite, because they’re the ones with a mast or masts attached to the blade and cables running from a mast to the cab,” explained Jason Anetsberger, Product Manager, Intelligent Machine Control. “Komatsu eliminated those by integrating the 3D machine control technology into the machine, with sensors located in the cylinders and a cab-top antenna. Unlike traditional machine control systems, Komatsu’s *intelligent*

Machine Control is fully integrated and factory-installed.”

Components of the integrated *intelligent Machine Control* system include robust stroke-sensing hydraulic cylinders and a chassis-mounted enhanced inertial measuring unit, as well as the cab-mounted antenna and in-cab control box. Designing the GPS components into the machine improves durability, and the cab-top antenna provides accurate surface data by measuring actual elevations as the dozer continuously tracks during operation. The system measures progress in real time.

Seamless mode switches

The *intelligent Machine Control* D61i-23 dozers provide automatic blade control from rough cut to final grading. Inside the cab, an easy-to-use operator interface uses design files and interacts with the dozer’s machine-system controls, including blade control – the D61i comes standard with a power-angle-tilt blade – and tractive-effort management. As the dozer approaches final grade, it automatically and seamlessly switches from rough dozing to finish grading.

“Typically, users rough cut to within a few inches of final grade before turning on the automatics of their machine control system to get to final grade,” said Anetsberger. “That’s because if the operator uses traditional machine control in automatic during rough cut, the machine tries to push or cut too much material, and, inevitably, the tracks slip. That can reduce productivity, cause unnecessary wear on the tracks, increase fuel usage and increase overall owning and operating costs.

“We’re reducing or eliminating those issues with the D61i,” he added. “During rough cut, if



The integrated *intelligent Machine Control* system features stroke-sensing cylinders and a cab-top antenna that eliminate the traditional mast(s) and cables associated with 3D machine control. Operators can also select modes to match material conditions.



▶ VIDEO

Brief Specs on *intelligent Machine Control* Dozers

Komatsu's new D61i-23 dozers provide grade control from rough dozing to finish grading. The integrated 3D machine control system automatically raises and lowers the blade to provide maximum production with reduced track slip and better fuel efficiency.

Models	Net Hp	Operating Weight	Blade Capacity
D61EXi-23 D61PXi-23	168 hp	39,441-41,381 lbs.	4.5-5.1 cu. yds.

the system senses the blade has excess load, it automatically raises to minimize track slip and maintain forward momentum. The blade also automatically lowers to push as much material as possible, so it's designed to maximize production under all situations."

The advantages of the new Komatsu *intelligent Machine Control* dozers are significant, with field tests showing efficiency improvements of up to 13 percent compared to conventional aftermarket machine control systems, depending on factors such as operation and conditions.

"Machine owners can realize those benefits even with less-experienced operators," said Anetsberger. "Operators can make changes through a simple touch-screen control box. To ensure maximum productivity and efficiency, they can adjust machine control settings from presets to allow for material conditions. Four dozing modes – cut and carry, cutting, spreading and simple grading – are available, along with light, normal and heavy load modes."

Anetsberger noted that the new technology has similarities to traditional aftermarket machine control systems. "Customers' base stations and project design files are still necessary to operate the new D61i dozers. In addition to the unique

benefits of the D61i-23, all of the key benefits of conventional machine control remain, such as less staking and lower surveying costs."

100-percent Komatsu supported

Not only does the customer benefit from the improved efficiency and durability of the D61i-23's integrated machine control system, but also from the service and support aspect. Komatsu and the local Komatsu distributors fully support the factory-installed *intelligent Machine Control* system. The customer can rest assured that Komatsu is 100-percent behind both the base machine and the on-machine *intelligent Machine Control* technology.

"As with other Tier 4 Interim machines, the D61i-23 dozers are backed by Komatsu CARE, which provides complimentary scheduled maintenance and complimentary KDPF exchanges. In addition, each Komatsu distributor will have a dedicated Technology Solutions Expert (see related story) whose responsibilities include initial calibration of the machine and ongoing support. Our extensive field testing shows these intelligent dozers can make any user productive and efficient, and we encourage anyone looking for that to demonstrate one." ■

Continued . . .

Komatsu distributors' staff support new technology

... continued

Technology Solutions Experts ready to help you deploy 3D machine control systems

When buying a new machine, confidence comes in knowing that the distributor and manufacturer will stand behind it with strong support. That's always the aim of Komatsu, and it's taken additional measures with the introduction of its new *intelligent Machine Control* D61i-23 dozers.

"The D61i dozers feature fully integrated, 3D machine control components that Komatsu factory installs," said Ron Schweiters, Product Marketing Manager of Komatsu's recently formed Intelligent Machine Control Division. "Our iMC Division goals include making equipment owners and operators aware of technology, such as 3D machine control systems, that is proven to lower owning and operating expenses by increasing productivity and reducing material costs."

Komatsu's new *intelligent Machine Control* dozers build on those attributes with an integrated system that eliminates the mast, or masts, and cables associated with conventional, aftermarket

3D machine control grading systems. The D61i-23 dozers instead have a cab-top antenna, stroke-sensing cylinders and a chassis-mounted, enhanced, inertial, measuring unit, among other items. All were designed to exacting standards with durability in mind.

"Whenever new technology is introduced, there's a bit of trepidation, and we want to take that away by letting customers know we're fully prepared to back those machines," said Mike Salyers, Product Marketing Manager, iMC. "One way we're doing that is through dedicated Technology Solutions Experts (TSE). The TSE plays a key role in helping customers understand the technology and how they can implement it into their fleets."

Part of the support they provide is the initial calibration of the new *intelligent Machine Control* machines. TSEs have spent numerous hours training to make this critical step go smoothly. Once calibrated, the machines are ready to work,

providing automated blade control from initial rough cut to final grade.

"From that point, the D61i dozers work much like traditional dozers, communicating with the user's own machine control base unit and design files," said Salyers. "The TSEs can help with these steps, too, by working with operators to dial-in the project, select proper modes based on site and material conditions and maximize productivity and fuel economy. They can also support traditional machine technology." ■



Komatsu distributors now have Technology Solutions Experts, whose role is to provide initial setup of the new D61i-23 dozers, along with ongoing support. They've spent many hours training to ensure customers' technology needs are met.

Innovative. Integrated. Intelligent.



D61i-23

Next Generation Machine Control

No Masts

No Cables

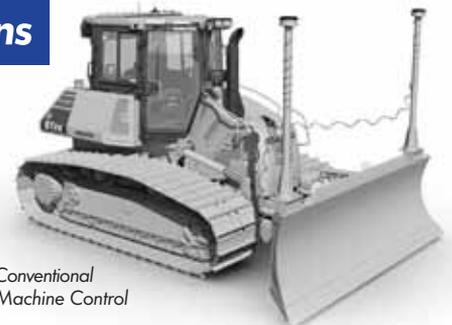
No Connections

Factory installed Intelligent Machine Control – standard on the new D61i-23. Automated dozing – 1st to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

Komatsu – Customer driven solutions.



Scan here to see the video.



Conventional
Machine Control

KOMATSU®

www.komatsuamerica.com

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

intelligent MACHINE CONTROL EXPERIENCE

New dozers take center stage at Komatsu event

Customers and Komatsu distributor personnel got an up-close look at the future of *intelligent Machine Control* technology during a recent iMC experience event focused on the new D61i-23 dozers (see related articles for more detailed information) at the Komatsu Training & Demonstration Center in Cartersville, Ga.

During the event, attendees had the opportunity to see the innovative technology that provides fully automated blade control from rough cut to finish grade, as well as operate the D61PXi-23 models. The new dozers feature factory-integrated 3D machine control that functions without the blade-mounted mast(s) and cables associated with conventional aftermarket systems.

Additionally, Komatsu highlighted the latest Topcon technology for productivity reporting and remote machine monitoring at the Training & Demonstration Center. In it, attendees could see software designed to work with GPS systems to track production in real time.

"In my many years with Komatsu, I've seen the development of numerous innovative machines

and new technology, but I believe this is the most exciting product I've ever been involved with," said Peter Robson, Director of Intelligent Machine Control. "The efficiency improvement, greater value and simplicity of operation of the D61i-23 exemplify the leading innovations that customers have come to expect from Komatsu. It was a pleasure to see so many interested in this new machine and the technology behind it. The feedback we received was very positive, and many who attended saw how the D61i-23 could be a valuable asset to their operations." ■



**Peter Robson,
Director of Intelligent
Machine Control**



Komatsu demonstrated the latest Topcon software designed to work with machine-control systems so users can track production data in real time.

Attendees had the opportunity to see and operate new D61PXi-23 dozers with integrated 3D machine control technology that requires no blade-mounted mast(s) or cables running from mast(s) to cab.



COMPLIMENTARY TIER 4 SERVICES



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

Once again, Komatsu leads the industry.

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

KOMATSU®



www.komatsuamerica.com

NEW MATERIAL HANDLERS

Robust design provides excellent lift capacity, maximum efficiency in heavy-duty applications

Just because you're working in tough applications, you shouldn't have to sacrifice fuel economy or productivity. You don't have to with Komatsu's new PC390LC-10 and PC490LC-10 material handlers that provide excellent lift capacity and efficiency for scrap yards, terminals and other bulk-material-handling applications.

"Komatsu material handlers are built using the best features of our PC390 and PC490 base excavators, which are proven performers," said Senior Marketing Engineer Sue Schinkel. "For example, the engine pumps, valves and cylinders work together for maximum efficiency and productivity. There's also a material-handling package built into the base machine for superior lift capacity, speed and balance."

Several features contribute to maximum lift capacity, including heavy counterweights; reinforced revolving and center frames; and larger boom and arm cylinders. Load-holding valves are also standard for added protection on the boom and arm cylinders. Two- or three-piece fronts are available, and both incorporate a reinforced box-section design that uses high-strength alloy steel.

"We beefed up the X-frame assemblies, making them very robust," said Schinkel. "The material handlers can pick up as much over the side as they can from the front, and carry that load a full 360 degrees. That's a distinct advantage in a scrap yard where the working area may be very tight. In applications not involving maximum lift, the operator can use a Smooth boom-mode setting for more precise positioning operations."

High-efficiency pumps

For greater efficiency, the PC390LC-10 and PC490LC-10 material handlers have large-displacement, high-efficiency pumps that

provide higher flow output at a lower engine speed. Optimized Hydraulic System valves adjust work equipment speed – boom raise, arm in and grapple/bucket open-close – for smooth, precise operation.

Controlling the work equipment is easy, using the multifunction buttons on the operator control levers for grapple open-close-rotate and magnet discharge-charge. Operators can improve visibility to the application with a 78-inch cab riser that has manual tilt for transportation.

"When Komatsu designed its Tier 4 Interim machines, it took the opportunity to look beyond meeting emissions requirements and build machines that offer a combination of greater horsepower and fuel economy," said Schinkel. "We've brought that same intent to these new material handlers, and the results and feedback have been very positive." ■



Sue Schinkel,
Senior Marketing
Engineer

Brief Specs on the Komatsu Material Handlers

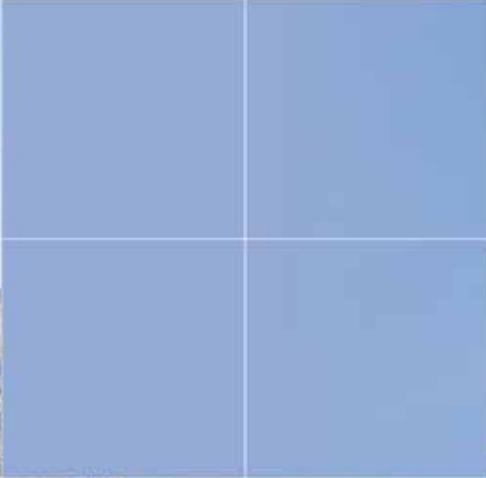
Model	Net Hp	Operating Weight	Reach
PC390LC-10MH	257 hp	92,940-95,010 lbs.	46-48 ft.
PC490LC-10MH	359 hp	126,530-128,940 lbs.	54-55 ft.



Beefed up X-frame assemblies, along with other robust features, allow Komatsu material handlers to pick up as much over the side as they can from the front, and carry that load a full 360 degrees. That's a distinct advantage in a scrap yard where the working area may be very tight.

Atlas Copco and Roland Machinery

Everything a driller needs



What do you get when you add Atlas Copco's 138-year heritage of innovation and service to Roland Machinery's legacy of customer service?

Everything a driller needs.

From a full range of Atlas Copco drilling rigs—including the popular ROC F9C, L8 and DM45—to a complete line of hammers, bits, and other consumables, we've got you covered. And they're all designed to help you increase productivity and reduce your overall cost of ownership.

When it comes to service after the sale, we know that maintaining maximum uptime and focusing on solutions is what you expect—and what the partnership of Atlas Copco and Roland Machinery will deliver.

Atlas Copco Construction & Mining Technique USA, LLC
800-732-6762
www.atlascopco.us

Sustainable Productivity



www.rolandmachinery.com

Springfield, IL
217.789.7711

Bridgeton, MO
314.291.1330

Bolingbrook, IL
630.739.7474

Franksville, WI
262.835.2710

De Pere, WI
920.532.0165

Carterville, IL
618.985.3399

Columbia, MO
573.814.0083

Marengo, IL
815.923.4966

DeForest, WI
608.842.4151

Schofield, WI
715.355.9898

Palmyra, MO
573.769.2056

Cape Girardeau, MO
573.334.5252

Portage, IN
219.764.8080

Eau Claire, WI
715.874.5400

Escanaba, WI
906.786.6920

KOMTRAX GOES MOBILE

New Komatsu smart-device app revolutionizes fleet monitoring

During the past decade, technology in fleet management has gained prominence, and Komatsu has led the way with KOMTRAX. The remote machine-monitoring system allows users to log onto a secure Web site and track their equipment. Komatsu has now taken the next step with an app that lets users see critical machine information on their Apple or Android smart phones or tablet devices.

“Construction has always been a highly mobile field, and the KOMTRAX Mobile app plays right into that,” said Rizwan Mirza, Manager, KOMTRAX. “Similar to traditional KOMTRAX, users can find information that helps them make decisions that can potentially help reduce their owning and operating costs without being tied to an office or laptop. Many equipment users now carry a mobile device, so we evolved KOMTRAX to the mobile world.”

Mirza said Komatsu worked directly with KOMTRAX users to pinpoint information that would be most helpful to them through a mobile platform. Valuable data available through the KOMTRAX app includes machine usage, idle time, fuel consumption, cautions, locations and much more. “Most important, our customers will have the ability to directly contact their distributors,” Mirza explained. “The app features ‘hot keys’ for customers to contact their PSSR, sale rep, service manager, parts counter and local KOMTRAX coordinator.

“Just like traditional KOMTRAX, our distributors and customers can see if a machine has any health issues or is idling too much,” Mirza noted. “They can then make a phone call to schedule the service, or talk to the operator about better operating practices, such as shutting off during nonproduction. Wherever cell coverage or Internet access is available, users at one jobsite can see what’s happening with their machines at other jobsites via the KOMTRAX Mobile app.”

Getting the app is easy

Getting the app for an iPhone, iPad, Android phone or tablet is as simple as downloading it free from the app stores. Users can then request access by filling in basic information such as name, title, company name, email address and phone number. Komatsu then verifies and sets up an ID and password that let users enter the world of KOMTRAX Mobile.

“Smart devices became a necessary part of the construction industry because they made information more accessible and allowed better and faster business communication,” Mirza pointed out. “Smart phones have increasingly become popular because they allow easy access to valuable information through the Web or via apps, so users can get information about their business needs. Now, with our KOMTRAX app, business owners, or anyone they give their permission to, can track their equipment’s overall performance and health. We encourage all those who are interested to contact their local Komatsu distributor.” ■



Rizwan Mirza,
Manager, KOMTRAX



Apple App
Direct link to
download and
connect



Android App
Direct link to
download and
connect

Komatsu’s new KOMTRAX app for smart phones and other mobile devices provides fleet management information, such as machine usage, idle time, fuel consumption, cautions, locations and much more.

LeeBoy



8616 Asphalt Paver

endless
PAVEMENT
solutions.



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



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.

ROSCO

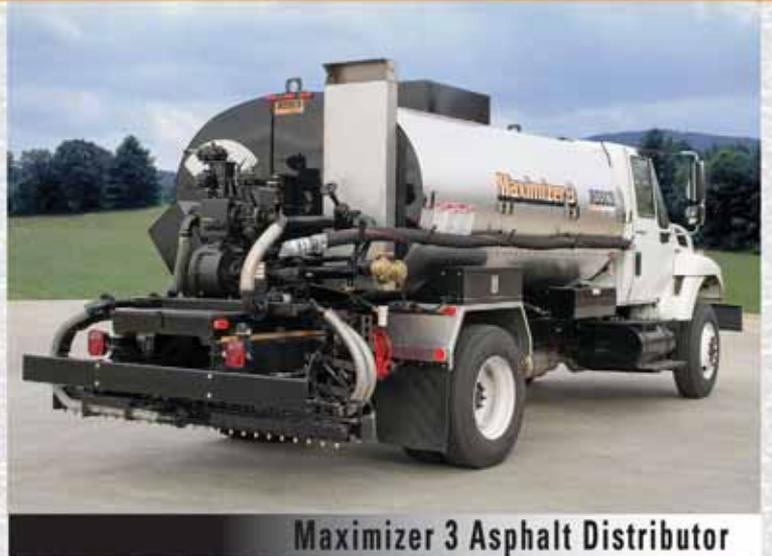
A LeeBoy Company



Tru-Pac 915 Pneumatic Roller



SweepPro Broom



Maximizer 3 Asphalt Distributor

endless
PAVEMENT
solutions.

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.

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



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

SHIFT IN PRACTICE SAVES MONEY

Initiative changes contractor's view of idle time, its effect on bottom line

When Wade Williams bought his first piece of equipment eight years ago, he didn't put much thought into starting an excavation business. He just wanted to clean up around the farm.

"Neighbors saw I had an excavator and started coming to me asking if I'd do some work for them," said Williams, who is a one-man operation with Wade Williams Dozer Service. "The next thing I know, I'm cleaning up fence rows, clearing timber, ditching and building pads. I still do a lot of that private farm work, as well as working with farmers and the NRCS (Natural Resources Conservation Service) on soil-conservation projects that are put out for bid. Things really took off."

Williams quickly began adding equipment, including a Komatsu excavator. He currently owns a PC240LC-10 excavator and a D51 dozer. "I've run other brands, but what I've found is that Komatsu is hands-down the leader when it comes to both equipment and support. They've shown me ways to increase my bottom line, including bringing idle time to my attention. I really never gave it much thought before."

Komatsu and Williams' local distributor contacted him about participating in Komatsu's No Idle Initiative, which was designed to increase awareness of excessive idle time and easy ways to reduce it. Starting from a baseline idle time, Komatsu tracked participants over several months to chart and reward their progress. Williams earned a "Best of the Best" award, given to companies that reduced their overall idle time to 15 percent or less.

"My distributor sent me monthly reports showing a breakdown of idle time versus run time and documenting how much idling dropped," said Williams. "It makes so much

sense, and I'm grateful they brought it to my attention. It opened my eyes to how much excessive idling was costing me in terms of wasted fuel, unproductive hours that contributed to more frequent service intervals, and unnecessary wear and tear.

"Participating in the initiative changed my way of thinking long-term," he added. "As a one-man operation, I'm moving back and forth between machines, and I'd often leave one machine running while I worked in another. Instead, when significant nonproduction time is coming, I idle a machine for a few minutes to let it cool down, then shut it off, as opposed to just leaving it idle until I come back to it. Now, idle time is always on my mind." ■

Wade Williams, Owner of Wade Williams Dozer Service, said participating in Komatsu's No Idle Initiative changed his practices when it comes to idling. "It opened my eyes to how much excessive idling was costing me ... now, idle time is always on my mind."



Wade Williams,
Owner, Wade Williams
Dozer Service



AN INTEGRATED APPROACH

Komatsu Exec VP Manufacturing says customer input, strong engineering result in better machinery



Ken Furuse,
Executive Vice President,
Manufacturing

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.

Ken Furuse joined Komatsu 31 years ago and has worked extensively in production planning and plant management, spending much of his time in Japan and throughout Europe. He was named Executive Vice President, Manufacturing, Komatsu America Corp., in January 2013 and is responsible for overseeing manufacturing operations, including U.S. plants in Peoria, Ill., Chattanooga, Tenn. and Newberry, S.C.

“One of Komatsu’s greatest strengths is listening, especially to our customers who have guided many positive changes to our machinery throughout the years,” said Furuse. “Our world-class engineers incorporate customers’ input into building what I believe are the most efficient and productive machines in the construction and mining industries. It’s why Komatsu has become a top equipment manufacturer with an ever-growing presence. I’m very pleased with how far we’ve come, but I’m equally, if not more, excited about where we’re going.”

One aspect Ken is especially enthusiastic about is increased technology. “Komatsu remains keen on developing and integrating new technology into our equipment, such as our new *intelligent Machine Control* dozers and KOMTRAX monitoring system. Both are shown to directly improve production while reducing owning and operating costs, which, in turn, improves the user’s bottom line.”

Ken and his wife, Ikuko, celebrate 28 years of marriage this year, and they enjoy playing golf together and taking nature walks. Ken is also an avid mountain hiker and has scaled about 70 peaks in his native Japan.

QUESTION: During the past few years, several new machines have been introduced, and many more are coming soon. Where does the manufacturing of these machines begin?

ANSWER: It starts with ideas from our engineering teams as well as input from our customers. Building a new model begins with a goal in mind to improve upon the previous base machine’s already-proven performance and incorporate enhancements customers tell us they believe would make our equipment better. From that, we build a prototype and test it extensively, looking for further ways to provide more efficiency and productivity. By doing that, we ensure that when a machine goes into production, it will certainly meet and, we hope, exceed customer expectations.

As an example, our customers told us they would like machines that are plug-and-play ready to accept GPS machine-control systems. We have several models equipped with that as standard. We’re now taking it a step further with our new *intelligent Machine Control D61i-23* dozers, which feature integrated 3D control and a cab-top antenna that eliminates the masts on the blade and cables to the cab. Our thorough testing shows significant improvement in efficiency and productivity, even from operators with little or no experience.

QUESTION: It seems technology like this continues to play a greater role in machinery. Why is that?

ANSWER: It does, and we recently put together a new ICT (Intelligent Control Technology) Division designed to promote and help customers implement these types of technology into their fleets and practices because it’s proven to improve productivity and reduce owning and operating costs.



Strong engineering practices and customer input not only help Komatsu meet emissions standards, but they make machinery more efficient and productive in the process, according to Ken Furuse, Komatsu Executive Vice President, Manufacturing.

Komatsu continues to be very proactive when it comes to technology, and we're seeing benefits both for customers and for us as a manufacturer. KOMTRAX plays a major role, and we've continued to expand upon it from the perspective of customers, again, with their input. Now customers can use that information to track production, such as idle time and work load.

QUESTION: How else is Komatsu working for greater efficiency in the manufacturing process?

ANSWER: We've increasingly engineered genuine Komatsu OEM components and systems into our equipment. These systems work in harmony and increase efficiency. Even with that approach, we still partner with outside suppliers for a variety of items, and this is a good thing because they also bring us new ideas that lead to improvement. Our goal is to use the highest-quality local and regional suppliers as this reduces environmental impact and costs associated with transportation.

QUESTION: Where is Komatsu in terms of meeting Tier 4 Final emissions standards?

ANSWER: Our approach with each emission standard was not only to meet it, but design and manufacture machines that improve upon previous models. Because we're a strong engineering company, Komatsu has done that and our data proves it.

Initial Tier 4 Final machines begin rolling out this year with smaller engine-horsepower models, and larger machines are coming in subsequent years. As with past standards, we're on track to meet or exceed the deadlines of Tier 4 Final. ■



Ken Furuse said talking and listening to customers helps drive improvements in new Komatsu machinery.



Komatsu has manufacturing plants in Illinois, Tennessee and South Carolina that build construction and mining equipment for U.S. and world markets.

On the light side



"Can you put in an elevator?"



"How will all this 'fiscal cliff' and 'debt ceiling' stuff affect my allowance?"

"Honey, I bought myself a used recreational vehicle!"



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. B J O _ _ _ _
2. H P S O _ _ _ _ P
3. R R E A B _ _ _ B _ _ _
4. L E R L O R _ _ _ _ L _ _ _
5. E M N O A R F F _ _ _ _ _ N

Did you know...

- Men who kiss their wives in the morning live five years longer than those who don't.
- The Sahara Desert expands at about one kilometer per month.
- The state with the longest coastline in the continental U.S. is Michigan.
- In Japan, watermelons are grown into the shape of a square so they are easier to stack and transport.
- Oak trees do not have acorns until they are 50 years old or older.
- By weight, bone is five times stronger than steel.
- The word "news" is actually an acronym standing for the four cardinal compass points - North, East, West, and South.
- The distress code "Mayday" comes from the French word, M'aide, which means "help me."
- Coconuts kill more people in the world than sharks do. Approximately 150 people are killed each year by coconuts.
- Europe is the only continent without a desert.

POWERING YOUR PRODUCTIVITY

...FOR OVER A CENTURY



Portable Power



Air Compressors • Generators • Light Towers



Visit us today at one of our 15 locations!
www.rolandmachinery.com

Find Us on 

Follow Us on 

DoosanPortablePower.com

(800) 633-5206

©2013 Doosan Infracore Portable Power

Innovative infrastructure bank bill introduced with bipartisan support

Thanks to its innovative way of establishing funding, a new congressional bill to establish an infrastructure bank is in the works and has bipartisan support. If passed, the Partnership to Build America Act would create the American Infrastructure Fund with an initial \$50 billion investment from selling bonds. Issued bonds would have a 50-year term with a fixed interest rate of 1 percent, and bonds would not be guaranteed by the government.

Introduced by John K. Dalaney, D-Md., and cosponsored by 13 Republicans and 13 Democrats, the bill would provide an option for local governments that have been searching for long-term financing. They could apply for loans to fund transportation, energy, water and

other infrastructure projects, paying back the loans at market rate.

The bill is designed around a public-private partnership that would encourage corporations based in the U.S. to purchase bonds in exchange for tax-free repatriation of overseas earnings. At least a quarter of the projects funded must be of a public-private partnership, with at least 20 percent of funding from the private sector.

Sponsors and supporters see the bill as a way to address infrastructure funding shortfalls. A recent report by the American Society of Civil Engineers estimated that a \$3.6 trillion infrastructure investment is needed in the United States by the year 2020. ■

PRODUCTIVITY PROTECTOR



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence™

BRADCO CP CUSTOMWORKS FFC HARLEY J:B McMILLEN SWEEPSTER

Roland Machinery Co.

Paladin Attachments Authorized Dealer

Springfield, IL 217.789.7711	Marengo, IL 815.923.4966
Bridgeton, MO 314.291.1330	DeForest, WI 608.842.4151
Bolingbrook, IL 630.739.7474	Schofield, WI 715.355.9898
Franksville, WI 262.835.2710	Palmyra, MO 573.769.2056
De Pere, WI 920.532.0165	Cape Girardeau, MO 573.334.5252
Carterville, IL 618.985.3399	Portage, IN 219.764.8080
Columbia, MO 573.814.0083	Eau Claire, WI 715.874.5400
	Escanaba, WI 906.786.6920

Connect with Paladin:



www.paladinattachments.com

Division of
I.E.S. INTERNATIONAL
EQUIPMENT
SOLUTIONS



USED EQUIPMENT SPECIALS

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



Komatsu GD655-3C, '06, 1,866 hrs\$159,500



KOMATSU

**KOMATSU
REMARKETING**



Timbco 425EXL/Quadco Hotsaw, '06.....\$225,000

AIR CURTAIN DESTRUCTORS

Concept Products CP2000, '05\$13,500

PAVING

Gomaco Commander III, '03\$69,500
LeeBoy 1000D, '03, 1,475 hrs\$14,500
Vogele 1110WB, '05, 2909 hrs\$69,500

GRADERS

Dressa 870, '93, 8,157 hrs\$29,500
Komatsu GD655-3C, '06, 1,866 hrs\$159,500
Komatsu GD655-3ED, '09, 1,287 hrs\$189,500

FORESTRY

Cat 534 Forwarder, '10\$135,000
Norco Puma 220, '11, 78 hrsSCALL
Norco Puma 409, '11, 2057 hrs\$129,500
Timbco 415FX, '09, 2400 hrs\$310,000
Timbco 425EXL, '06, 9,250 hrs\$170,000
Timbco 425EXL/Quadco Hotsaw, '06\$225,000
Valmet 415EX/Rolly II, '05, 10,092 hrs\$145,000
Valmet 840.2, '05, 6,600 hrsSCALL
Valmet 840.3/8, '08, 10,006 hrs\$190,000
Valmet 860.4, '12, 1,640 hrsSCALL
Valmet 860.4, '12, 1,273 hrsSCALL

SHREDDERS, TROMMELS

Doppstadt SM720, '09, 235 hrs\$185,000
Doppstadt SM726, '09, 257 hrs\$225,000

ROCK DRILLS

Atlas Copco ROC F9-11, '10SCALL

DOZERS

Cat D4D, '72\$7,000
Cat D8N, '87\$78,000
Dresser TD8E, '81\$13,000
Komatsu D41E-6, '00, 2,618 hrs\$51,500
Komatsu D51PX-22, '08, 2,436 hrsSCALL
Komatsu D61PX-15E0, '12, 431 hrs\$199,500
Komatsu D65EX-17, '12, 1,340 hrs\$229,500
Komatsu D65PX-15E0, '06, 3,199 hrs\$146,500
Komatsu D65PX-15E0, '08, 5,372 hrs\$127,500
Komatsu D155AX-5, '03, 6,809 hrs\$224,500
Komatsu D155AX-6, '07, 6,011 hrs\$279,500
Komatsu D275AX-5, '03, 23,015 hrs\$129,500

COMPACTION

Bomag BW130AD, '88\$3,900
Bomag BW135AD, '96, 5600 hrs\$9,500
Bomag BW205AD, '02, 3,520 hrs\$34,500
Cat CB534C, '98, 5,086 hrs\$26,500
Hamm HD8, '07, 395 hrs\$18,500
Hamm HD8, '07, 515 hrs\$18,500

Hamm HD14VV, '09, 2,027 hrs\$32,500
Hamm HD14VV, '07, 2,600 hrs\$24,500
Hamm HD14VV, '07, 2,264 hrs\$24,500
Hamm HD90 Ozzy, '04, 4,300 hrs\$54,500
Ingersoll Rand DD16, '00, 2,006 hrs\$9,500
Ingersoll Rand DD70, '98, 5056 hrs\$14,500
Tramac TR21A Plate (PC160)\$7,500

MILLING

Wirtgen W60, '08, 628 hrs\$144,900
Wirtgen W60 Rumbler, '11, 400 hrs\$240,000
Wirtgen W600, '03, 2,403 hrs\$77,500
Wirtgen W2000, '96, 9,346 hrsSCALL
Wirtgen W2100, '04, 8,373 hrsSCALL

OFF ROAD TRUCKS

Komatsu HD465-5, '02, 17,763 hrsSCALL
Komatsu HD465-5, '02, 17,599 hrsSCALL
Komatsu HD465-5, '02, 17,268 hrsSCALL

WHEEL LOADERS

Case 621D, '02, 6,822 hrs\$59,500
Cat 980C, '86, 7216 hrs\$59,000
Cat 980G, '98, 26,583 hrs\$89,500
Komatsu WA65-3, '04, 745 hrs\$59,500
Komatsu WA250-1, '95, 17,158 hrs\$29,500
Komatsu WA250-5, '05, 4,436 hrs\$97,500
Komatsu WA250-5, '07, 4,885 hrs\$99,500

Komatsu WA320-6, '08, 3961 hrs\$126,500
Komatsu WA350-1, '89, 13,117 hrs\$27,500
Komatsu WA450-6, '07, 8,069 hrs\$149,500
Komatsu WA500-7, '12, 2,696 hrsSCALL
New Holland LV80, '05, 3028 hrs\$19,500

EXCAVATORS

Deere 225C LC RTS, '06, 1,884 hrs\$107,500
Deere 350DLC, '07, 5,837 hrs\$124,500
Deere 350DLC, '07, 5,276 hrs\$124,500
Deere 350DLC, '07, 6,514 hrs\$124,000
Kobelco SK400LC Mark IV, '97\$38,500
Komatsu PC88MR-8, '09, 1,195 hrs\$92,500
Komatsu PC138USLC-2, '06, 4,420 hrs\$69,500
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 PC200LC-7, '04, 5,830 hrs\$79,500
Komatsu PC200LC-7, '04, 7,640 hrs\$89,500
Komatsu PC200LC-7, '05, 3,447 hrs\$129,500
Komatsu PC200LC-8, '06, 4,617 hrs\$132,500
Komatsu PC220LC-6, '96, 11,821 hrs\$39,500
Komatsu PC220LC-6, '98, 13,779 hrs\$34,500
Komatsu PC220LC-6, '98, 13,774 hrs\$32,500
Komatsu PC220LC-8, '06, 9084 hrs\$96,500
Komatsu PC300LC-7, '06, 9,377 hrs\$94,500
Komatsu PC300LC-7E0, '06, 6,271 hrs\$109,500
Komatsu PC400LC-6LM, '02, 10,834 hrs\$72,500
Komatsu PC400LC-7, '04, 9,350 hrs\$108,500
Komatsu PC400LC-7, '04, 10,300 hrs\$99,500
Komatsu PC400LC-7E0, '06, 9,833 hrs\$109,500
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, '05, 4,265 hrs\$379,500
Komatsu PC600LC-8, '06, 10,478 hrs\$214,500
Volvo EC210B, '02, 8,880 hrs\$46,500
Volvo EC460, '04, 10,746 hrs\$69,500
Volvo EC460, '05, 10,958 hrs\$69,500

WATER EQUIPMENT

Komatsu HM300-2, '06, 6,500 gal\$275,000
Komatsu HM400-2, '07, 8,000 gal\$395,000



Komatsu HM300-2, '06, 6,500 gal\$275,000



Komatsu PC138USLC-2, '06, 4,420 hrs\$69,500

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

Presorted Standard
 US Postage Paid
 C.P.I.

Change Service Requested



www.rolandmachinery.com



The Products The Support The Service

Springfield, IL (217) 789-7711	Marengo, IL (815) 923-4966	Bridgeton, MO (314) 291-1330	Palmyra, MO (573) 769-2056	Eau Claire, WI (715) 874-5400
Bolingbrook, IL (630) 739-7474	Portage, IN (219) 764-8080	Cape Girardeau, MO (573) 334-5252	Deforest, WI (608) 842-4151	Franksville, WI (262) 835-2710
Carterville, IL (618) 985-3399	Escanaba, MI (906) 786-6920	Columbia, MO (573) 814-0083	De Pere, WI (920) 532-0165	Schofield, WI (715) 355-9898

