



A PUBLICATION FOR AND ABOUT ROLAND MACHINERY CO. CUSTOMERS • 2014 NO. 1

GIRARDEAU STEVEDORES & CONTRACTORS

Diversified Missouri firm relies heavily on family members to earn customers' trust

See article inside . . .

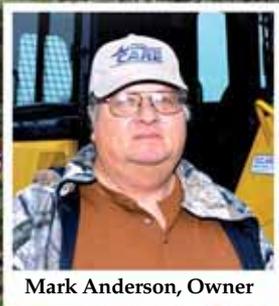


Lanny Koch, President

M.V.A. ENTERPRISES

A decision to start a logging business in the Upper Peninsula pays off for this Michigan firm

See article inside . . .



Mark Anderson, Owner



A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**New machines
offer significant
owner benefits**



Dear Valued Customer:

One of the biggest pushes in emissions regulations takes effect this year with the introduction of Tier 4 Final for 175- to 750-horsepower machinery. Compliance for 76- to 174-horsepower equipment begins in 2015. These requirements mean that NOx and soot emissions will be near-zero for new machines, making them the cleanest ever.

We're aligned with excellent manufacturers, such as Komatsu, who have worked hard to meet the evermore stringent requirements that each new tier level has brought. They've met the requirements in innovative ways that, in addition to reducing emissions, often produce machines that are more productive and efficient and improve your bottom line.

In order for that to continue during your equipment's lifetime, proper maintenance is essential. Komatsu and Roland's innovation shines in this area too, with the introduction of the Komatsu CARE program, which began in conjunction with Tier 4 Interim models. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first. Komatsu recently completed the 10,000th service under Komatsu CARE, which you can read about in this issue of your *Industry Scoop* magazine.

We're proud of our contribution to that impressive number. Our service departments track Komatsu Tier 4 Interim machines in an effort to pro-actively respond to scheduled service intervals. Our trained technicians perform work at times and locations convenient for you, which maximizes your uptime and reduces your owning and operating costs.

World-class products backed by world-class service are what you expect from an equipment dealer. We're committed to delivering on both counts.

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

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



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GIRARDEAU STEVEDORES & CONTRACTORS

Diversified Missouri firm relies heavily on family members to earn customers' trust



Lanny Koch,
President

Girardeau Stevedores is a true family business. Lanny and Marilyn Koch (front row) started it. All six of their sons – (L-R) Martin, Kent, Robert, Paul, Terry and John – hold prominent positions in the company today. Three grandsons (not pictured), Kendall, Colten and Jake also work for the company.

When Lanny and Marilyn Koch started Girardeau Stevedores in 1982, barge loading and unloading was the company's sole business. Today, Girardeau Stevedores & Contractors (GSC) still performs barge work but also handles storage, rigging, trucking and more at Semo Port (southeast Missouri) near Cape Girardeau, Mo. In addition, the company performs a wide range of other work at the port – and beyond.

"We focus on many specialty services that other contractors typically don't offer," said Lanny. "For example, we have about 20 cranes (up to a 300-ton model), so we run a mobile crane service. We also have nearly 20 trucks, so we do a good amount of outside trucking. We are also experienced in bridges, piling, railroad work, dirt work and millwright work. We don't solicit jobs – our customers come to us. They know who we are, know we're going to get the job done and know it's going to be done right. We strive to give them a

great product, and apparently we have been successful because we've earned their trust."

The Semo Port is an 1800-foot slack water harbor on the Mississippi River. It provides customers access to the Gulf and the entire U.S. inland waterway system. Customers can transport cargo by barge, truck or rail into and out of the port. GSC handles a wide range of cargo, from metals and lumber, to equipment and containers. Dry bulk cargoes include fertilizers, road salt, coal, limestone and many other products.

GSC, which operates the cargo dock and terminal operations at Semo Port, has about 30 employees, six of whom are Lanny and Marilyn's sons: Robert, Kent, Paul, John, Marty and Terry.

"Each, more or less, has his own specialty and runs his own division, however, like all of our employees, each can and will go wherever he's needed on any given day," said Lanny. "It's extremely gratifying that they all work here, and without reservation, I can say they're the hardest-working and best employees I have. When one of them is on a job, I don't worry about it. I know they're not coming home until it's done.

"That said, having them all work here is the hardest thing I've ever done. Right now, I wouldn't trade it for anything, but it took awhile to get here. I do my best to be fair and equal to each of them, but it's difficult. To their credit, they've always worked together well, and I think they all see the big picture very clearly."

The family connection extends beyond Lanny and his sons. Lanny's wife, Marilyn, and two daughters-in-law handle office duties. Three grandsons also work at GSC.



Productive Komatsu Equipment

Girardeau Stevedores & Contractors owns two Komatsu wheel loaders (a WA450 and a WA380) and one Komatsu excavator (a PC400) to help it run port operations. It also rents Komatsu equipment from Roland Machinery for other projects.

"For example, we have a big dirt-work job here at the port, which involves repairing a harbor slide and stabilizing the bank," said Lanny. "We used four HM400 artic trucks and a PC490 excavator last season. So far this year, we have three HM400s. Conditions can be rather sloppy when we're working on the bank in the winter, but the Komatsu trucks are great at hauling through the muck."

"I like all of our Komatsu products," he added. "The wheel loaders are awesome. We store and ship a concentrated lead product, and we use the WA450 exclusively to handle it. It literally never comes out of the lead-con building because it runs so clean. Although it predates most of the recent emissions regulations, it puts out virtually no smoke, which is very helpful in that enclosed space."

Beyond the Komatsu product, Koch says the service he gets from Roland is top of the line. "My Sales Rep Dan Christensen and PSSR Randy Mouser take good care of us. Roland is a quality dealer, and we're glad they're here in Cape Girardeau."

Exciting future

Although Koch is looking to slow down and semi-retire in a year or so, he says he's very optimistic about what lies ahead for Girardeau Stevedores and Contractors.

"We've never really had a downturn, probably because we're so diversified. If one side of our business drops, another side picks up the slack. I don't think we're even close to our potential. The river runs 24/7, so if we ran around-the-clock, we would be working at 100 percent. Right now, we're working at about 30 percent, so there's plenty of room for stevedoring growth.

"I'm confident my boys will do well when they take over," he added. "With their work ethic, they'll figure out the business end, and



Girardeau Stevedores owns a Komatsu PC400, but rented this Komatsu excavator and four HM400 articulated haul trucks for a challenging bank reconstruction job at Semo Port near Cape Girardeau, Mo. "We own Komatsu machines and turn to Roland machinery for most of our rental needs as well," said President Lanny Koch. "Komatsu excavators are outstanding and the trucks are great at hauling through the muck and the mud."



Girardeau Stevedores uses two Komatsu wheel loaders, including this WA380 to handle stored products such as lead concentrate and iron sulfate (shown here). "Our Komatsu wheel loaders have been awesome – great productivity and reliability," said President Lanny Koch.



Roland PSSR Randy Mouser (left) and Sales Rep Dan Christensen (right) meet with Girardeau Stevedores Owners Lanny and Marilyn Koch. "Roland is a quality dealer, and we're glad they're here in Cape Girardeau," said Lanny.

I'm not a bit worried about the company in their hands. I'm also very optimistic about what the third generation will bring to the business. One of my grandsons has a degree in economics and another is studying industrial engineering. I can see how their knowledge and skills could bring a whole new dimension to the company. So, the future is bright, and I look forward to watching it unfold. It should be exciting." ■

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M.V.A. ENTERPRISES

A decision to start a logging business in the Upper Peninsula pays off for this Michigan firm

In 1981, Mark Anderson was a young father with two children and a third on the way. The iron ore mine where he was employed in Michigan's Upper Peninsula shut down, and few job opportunities existed in the U.P. at the time.

"The mine closed during a serious recession," Anderson noted. "I had to provide for my family, but I didn't want to move. Some paper mills were being built in the region, which was about the only thing happening economically at the time, so I decided to try my hand at logging. I knew I would either sink or swim, and sinking wasn't much of an option."

Although Mark didn't have a background in logging, he had grown up in the woods and loved them. He figured he could learn what he needed to know and make it work – and that's exactly what happened.

"I started out with a power saw and a small crawler loader," he recalled. "After a couple years, I bought a used forwarder. The payments were \$621/month, which was huge to me at the time. For awhile, I thought we might starve, but gradually, I got more jobs and things worked out."

Today, M.V.A. Enterprises manages forests and harvests timber in about half a dozen counties in the east-central U.P., all within about 60-miles of the company's headquarters in Felch, Mich. M.V.A. was one of the first companies to be certified as a Michigan Master Logger, and it remains one of less than two dozen firms to hold the certification.

"We emphasize honesty, integrity and quality," said Anderson. "We work hard to give landowners exactly what they want. If they want us to leave wildlife cover, a stand or a food plot for animals, that's what we do. We

also do what's best for the forest because that's our livelihood. We're in this for the long term, so we harvest responsibly. We want to be invited back, and when we do come back, we will need something to log."

Keeping it in the family

Although Mark Anderson started M.V.A. by himself, it's now a true family business. His wife, Tina, keeps the books. His three sons, Steve, David and James, and son-in-law Chad Hord all own their own harvesters and are sub-contractors to M.V.A.

"I sold my new harvesters to my sons and Chad so they can operate their own companies and share the gain, or pain, of owning a business," said Mark. "It forces them to figure

Continued . . .



**Mark Anderson,
Owner**

David Anderson uses this Komatsu 911.4 to harvest select timber in the Upper Peninsula of Michigan. M.V.A. and the second generation owners have seven harvesters and three forwarders in their fleet – mostly Komatsu Forest or Valmet/TimbcO products.



M.V.A.'s success based on working hard, smart and honorably

... continued

out their own costs and time management and how to make everything work.”

“From about age 9 and up, my brothers and I worked summers for M.V.A.,” said David. “It was hard work, but I enjoyed it and took pride in it. We learned a lot from our dad, including going to work to accomplish something, not just to get paid. We also learned to be fair and honest and always treat people right because any money you make by treating people badly or being dishonest stains your reputation, which is something you can never get back.”

In addition to family, Anderson has several employee operators at M.V.A.

“All told, we have seven harvesting crews. My guys are experienced, trustworthy and share our work ethic. I have total faith and

confidence in their ability to do what needs to be done and to represent the company well, whether I’m around or not.”

Komatsu Forest Equipment

M.V.A. and the second generation owners have seven harvesters and three forwarders – mostly Komatsu Forest or Valmet/Timbcu products (Valmet and Timbcu were acquired by Komatsu Forest in 2004 and have been manufactured under the Komatsu name since 2011).

“We’ve run Valmet, Timbcu and Komatsu Forest products exclusively for many years,” said Anderson. “I like the speed. I like the reliability. I like that they’re user-friendly and last a long time. Fuel economy has also improved significantly throughout the years.”

In addition to the forestry machines, M.V.A. and family also owns two Komatsu D39 dozers and a Komatsu PC160 excavator for stumping, road building and constructing food plots.

“Komatsu construction and forestry products are excellent, but the relationship we have with Roland Machinery and its predecessor, Bark River Culvert, is also crucial to our success,” said Anderson. “Our Roland Sales Rep Brad Jackson gets us what we need when we need it, and the customer service from the Escanaba branch is excellent. From the beginning, they’ve always treated us well. Roland runs its business the same way we run ours – with integrity.”

Roland Sales Rep Brad Jackson (left) meets with Mark Anderson at a jobsite in the U.P. “Komatsu products are excellent, but the relationship we have with Roland is also crucial to our success,” said Anderson. “They get us what we need when we need it, and their customer service is excellent. Roland runs its business the same way we run ours – with integrity.”



Owner Mark Anderson often operates equipment himself, including using this D39PX to build a road at one of M.V.A. Enterprises’ jobsites.



Mills are calling

The soft economy in recent years has limited wood product demand from sawmills, but Anderson says things are picking up. “Right now, the mills are constantly calling and looking for material, and they want it immediately, so I’m fairly optimistic about the future.”

Anderson is also pleased with the decision he made more than 30 years ago to start M.V.A. “We’ve made a good living, and to be able to do it with my sons is about as good as it gets. Moving forward, I’ll probably turn more of the business over to them. I’m confident in their abilities. They all understand what it takes – work hard, smart and honorably. Do those things routinely, and you stand a very good chance of being successful in any business.” ■



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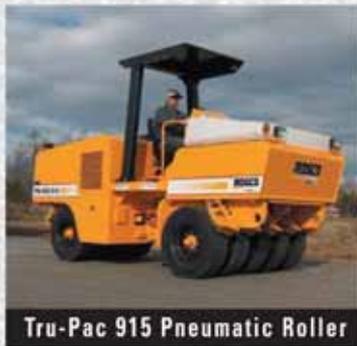
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A KITCHEN TABLE ISSUE

What we pay to fund transportation infrastructure lags far behind spending on other necessities



**Pete Ruane,
ARTBA President
& CEO**

Editor's note: This is excerpted from an article by Pete Ruane, President & CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, www.artba.org.

Many Americans have little idea about how much money they personally pay every month to maintain and improve the roads, bridges and public transit we use. But 75 to 80 percent of them say having safe, efficient and well-maintained transportation infrastructure is at least as, if not more, important to their personal livelihood and well-being than good cable, cell phone, internet, water, sewage, and household electricity and natural gas.

These were the key results in a national Ipsos Public Affairs survey that was recently commissioned by ARTBA as part of the "Transportation Makes America Work" campaign, which is aimed at gauging public sentiment about the role of transportation in daily life relative to other modern necessities we rely upon.

Among the other notable poll findings: 78 percent said driving a motor vehicle is "very" or "extremely" important to our ability to conduct our daily lives and 21 percent said

the same about public transportation; 88 percent said transportation infrastructure is important to maintaining a strong U.S. economy; 74 percent agreed that "investing in transportation infrastructure should be a core function of the federal government."

However, the survey did reveal one major disconnect between the perceived value of transportation mobility and an individual's personal investment in the infrastructure that provides it. When asked how much their household pays each month in gas taxes (the primary means of financing highway and transit capital improvements), 40 percent of respondents said they "didn't know." In fact, according to FHWA data, the average household paid \$46 per month in gas taxes in 2011 – the most current year available.

U.S. Commerce Department 2011 data shows the average household spends about three-and-a-half times more each month for household electricity and natural gas service than we pay in state and federal gas taxes. We also pay three-and-a-half times as much monthly, on average, for landline and cell phone service, and nearly two-and-a-half times as much for cable and satellite television, radio and Internet access.

The bottom line is that this research helps bring the transportation investment conversation down to the kitchen table level, rather than talking about trillion dollar needs. If system beneficiaries – the public and businesses – invested in transportation infrastructure in line with what we routinely pay monthly for other necessary services, we would see reduced transportation costs for business, faster commutes, and safer, smarter, more durable roads, bridges and transit. ■

Most Americans say that transportation infrastructure is important to them but have little to no idea how much they pay in gas taxes that go toward funding roads, bridges and public transit, according to Pete Ruane, ARTBA President & CEO.





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CONEXPO 2014

Construction industry event will showcase innovative new products and technology

“If it’s new, it’s here” is the theme of CONEXPO-CON/AGG 2014, and by all indications, there will be plenty of new products, educational opportunities and amenities at the event. Held every three years, CONEXPO 2014 is scheduled for March 4-8 at the Las Vegas Convention Center.

Billed as the largest construction industry event of its kind, CONEXPO is expected to draw in more than 130,000 visitors and 2,400 exhibitors in the asphalt, aggregates, concrete, earthmoving, lifting, mining and utilities sectors, among others. Show personnel designed CONEXPO 2014 with better-defined product concentration areas to promote more efficient and productive use of attendees’ time.

“The goal, as with all our planning, is to provide the best trade show value and create

the most return on investment for attendees and exhibitors to connect with the people and companies they want to see,” said Megan Tanel, Show Director and Vice President Exhibitions and Events for the Associated Equipment Manufacturers (AEM), which is a lead sponsor of CONEXPO. “These moves will definitely make a positive difference for 2014; attendees can spend less time searching for what they need and spend more time with exhibitors doing business on the show floor.”

New for 2014 is a Platinum Lot where asphalt production/paving, aggregate processing and drilling equipment will be showcased. Located across from the South Hall on Swenson Drive, it will have both indoor and outdoor exhibits, the primary registration area, a full-service restaurant and one of two shuttle stops.

A Demolition & Recycling Exhibits Pavilion is also being rolled out for the first time. Sponsored by the Construction Materials Recycling Association, attendees will find products specific to construction and demolition recyclers and demolition contractors.

“Recycling is an important facet of our industries; more demolition contractors are attending the show, and this pavilion is one way CMRA serves the industry needs,” said Tanel.

Attendees can use an enhanced internal shuttle system to easily get from one show area to another, for example from one of the outside lots where lifting equipment such as cranes can be found, to the North or Central halls where earthmoving machinery will be located.

Thousands attend CONEXPO every three years as it’s considered the premier construction industry event. The show returns to the Las Vegas Convention Center March 4-8.





New products, such as Komatsu's innovative D61i-23 *intelligent Machine Control* dozers, will dominate CONEXPO's landscape. The show will have products grouped by categories, including earthmoving, paving, demolition/recycling and aggregate processing along with many others.

intelligent Machine Control

Komatsu will feature its *intelligent Machine Control* dozers that provide automated grading, from rough cut to finish, through integrated and factory-installed 3D machine control technology. Personnel will be on hand to answer questions, including members of Komatsu's *intelligent Machine Control* Technology Division, which helps customers implement technology into their operations. Also, new Tier 4 Final products will be prominently featured in the 30,000-square-foot Display Area, located in the North Hall, Booth #10016.

Visitors can check out other Komatsu technology such as its KOMTRAX remote machine monitoring system, including its mobile app, which provides users valuable equipment data from a secure website. It will also showcase parts and service capabilities like Komatsu CARE, a complimentary scheduled maintenance program for new Tier 4 Interim and Final machines.

Visitors can also browse the store where apparel, die-cast models and other logoed items will be available.

Projects, people recognized

During the show, attendees will see a CONEXPO campaign focused on raising awareness of the construction industry's accomplishments. The campaign publicizes the positive benefits of construction projects and shows how they can elevate the nation's quality of life. Prior to the event, CONEXPO is inviting those in the construction industry to submit projects that illustrate construction's contributions. Fifty will be chosen and given special recognition.

"CONEXPO-CON/AGG 2014 is the global gathering place in North America every three years for the construction and construction materials industries. It provides an ideal context for the culminating recognition event that will focus on the people of the construction industry and their significant contributions to our modern way of life," said Glen Tellock, CONEXPO Chair.

Recognition will also be given to "young leaders" in construction during a special event on March 5. Those under 40 are encouraged to participate and share ideas that will contribute to the future of the industry.

Continued . . .

CONEXPO-CON/AGG 2014: "If it's new, it's here"

... continued

Educational seminars

Educational opportunities designed to help businesses increase productivity and efficiency are on the docket from March 4-7. Led by industry professionals, these 90-minute presentations cover subjects such as aggregates, asphalt, concrete, cranes, earthmoving, equipment management, recycling and more. Continuing education units are available as are DVDs of the sessions.



Komatsu personnel will be available throughout the show to explain features of products and the technology and engineering behind them.

Komatsu's CONEXPO display will highlight new products, parts and service capabilities and technology along with areas reserved for fun and games and a company store.



As in the past, CONEXPO is co-located with the International Fluid Power Expo, an exposition and technical conference dedicated to the integration of fluid power with other technologies for power transmission and motion control applications. More than 400 exhibitors are expected to participate in IFPE, which also has educational opportunities, including college-level courses in hydraulics and pneumatics.

Its theme is "Where all the solutions come together, and connections are made." An International Fluid Power Summit, with leaders from associations around the world will also be held.

"Attendees will find focused industry education, with the latest techniques and information, that they need to run their businesses most efficiently," said Melissa Magestro, IFPE Show Director and AEM Senior Director Exhibitions. "The opportunity to share experiences and ideas with industry peers adds another dimension to the show experience."

Online show preparation

Preparing for the show can be done by visiting its website at www.conexpoconagg.com. The site provides a list of exhibitors and their locations via a floor plan of the Convention Center, educational seminar topics, registration and hotel information, meeting information and an agenda planner. You can also sign up to receive e-mail alerts about CONEXPO. An enhanced internal show transportation system with a show-specific mobile app will also be available.

As in the past, CONEXPO-CON/AGG is sponsored by several industry groups with which attendees are affiliated, including the American Concrete Pavement Association, American Road & Transportation Builders Association, The Associated General Contractors of America and Construction & Demolition Recycling Association.

"Attendees will find the newest products and technologies and technical experts ready to discuss product features and applications," said Tanel. "In the space of a few days, in one place, visitors can examine and compare the best of what our industries have to offer." ■

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STRONG OPTIONS

Find out how the new Komatsu PC170LC-10 excavator was designed to provide greater lift capacity

Whether you prefer a lighter, more mobile unit or the heavier piece with added lift capacity, Komatsu's new PC170LC-10 excavator can provide exactly what you need.

The new PC170LC-10 is available with two counterweight options, both of which are heavier and provide added lift capacity compared to the counterweight on the PC160LC-8 model that it replaces. The heavy counterweight option is 1,389 pounds heavier with 15-percent more lift capacity, and the lighter option adds 309 pounds and 5-percent more lift.

"Making the choice really depends on the user's preferences and applications," said Rob Orłowski, Product Manager, Excavators. "An advantage of choosing the lighter counterweight is mobility. In that configuration, the PC170LC-10 can be hauled with a bucket on a 40,000-pound tag-along trailer. That's beneficial to contractors who rely on a powerful excavator in a small package for applications such as residential or non-residential construction, while customers looking for still more lifting power can find it in the PC170LC-10 equipped with the heavy counterweight."

More fuel efficient

The PC170LC-10 has the same horsepower as its predecessor, but it is up to 10-percent more fuel efficient, depending on the application and conditions. Efficiency comes in part from a variable-flow turbocharger that provides optimal airflow under all speeds and load conditions. It also has a Komatsu Diesel Oxidation Catalyst (KDOC) that does not have a scheduled replacement interval as would be required for a unit with a diesel particulate filter.

"With the KDOC there is no active regeneration required; it's 100-percent passive," said Orłowski.

"No particulate filter equates to less maintenance over the life of the excavator. Of course, because it's a Tier 4 Interim machine, Komatsu covers the scheduled maintenance for the first three years or 2,000 hours through the Komatsu CARE program."

Orłowski said the closed-centered hydraulics and harmony of systems give the PC170LC-10 the smooth feel and control that makes Komatsu excavators famous.

"The PC170LC-10 offers more capability at a lower cost, which is what every contractor wants," said Orłowski. "The machine offers a solution to customers with a variety of needs." ■



Rob Orłowski,
Product Manager,
Excavators

* Includes heavy-counterweight bucket, thumb and coupler combo

Brief Specs on the Komatsu PC170LC-10

Model	Net Hp	Operating Weight	Bucket Capacity
PC170LC-10	115 hp	38,100-41,600* lbs.	0.48-1.24 cu yds.

Komatsu's new PC170LC-10 comes with two counterweight options, both of which provide greater lift capacity compared to the previous PC160LC-8, and the PC170LC-10 is up to 10-percent more fuel efficient.



WA500-7

From Komatsu - The Loader Experts



The WA500-7 Tier 4 Interim Wheel Loader is a class-leading performer in the aggregate industry with improvements in production, fuel efficiency, operator comfort and serviceability.

- Large-capacity torque converter with lock-up delivers power, speed and efficiency.
- New operator's cab offers improved visibility and ergonomics.
- Efficient Tier 4 Interim engine provides up to a 7% reduction in fuel consumption.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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FEWER PASSES

New WA500-7 Yard Loader Arrangement with specially designed buckets increase capacity, productivity

Whether loading trucks, stockpiling or charging hoppers, you want to move material as quickly as possible. Komatsu designed its new WA500-7 Yard Loader Arrangement with specific features that provide increased productivity for applications involving re-handled or loose material.

“Right away, users notice the larger, flat-floor buckets that keep more material inside. These buckets also significantly increase capacity and decrease the number of passes needed to load 24-ton and 26-ton on-highway trucks,” said Rob McMahon, Product Manager, Wheel Loaders, noting that both 9.1- and 9.8-cubic-yard buckets are available. “These buckets offer several other advantages as well, such as reduced abrasion wear of the floor, less force to penetrate a pile and a wear package that’s lightweight and highly effective.”

Komatsu also added a larger-diameter bucket cylinder for increased bucket forces and additional counterweight for better stability and tipping loads.

“The counterweight’s unique shape provides more ground clearance for stockpiling materials, which is a distinct advantage over competitive machines,” said McMahon. “Other standout features include 29-inch rims and low-profile tires for increased stability; a brake cooling system (front and rear), which maximizes brake life in extended-carry and high-speed applications; and full rear fenders for enhanced protection from debris and thrown material.”

The WA500-7 Yard Loader Arrangement features a Tier 4 Interim engine and is

backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first.

“The WA500-7 Yard Loader Arrangement has many of the same great features as our base WA500-7, and it offers even greater productivity,” said McMahon. “I encourage anyone who wants that combination to try one in their construction and/or quarry operations.” ■



Rob McMahon,
Product Manager,
Wheel Loaders

Brief Specs on the WA500-7 Yard Loader Arrangement

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA500-7 Yard Loader	353 hp	79,162-79,630 lbs.	8.2-9.8 cu. yd.

Komatsu’s new WA500-7 Yard Loader Arrangement features larger, flat-floor buckets that increase capacity and productivity for applications involving re-handled or loose material. It’s designed to load 24-ton to 26-ton on-highway trucks in fewer passes.



KOMATSU HYBRID EXCAVATOR

Fast and fuel efficient, in the right application, the HB215LC-1 offers unmatched performance

In late 2009, Komatsu introduced the Hybrid PC200LC-8, the first hybrid hydraulic excavator in North America. The second-generation HB215LC-1 remains the only hybrid excavator in the popular 25-ton class size. Today, however, it's not the uniqueness or novelty that sets the unit apart, but the performance.

"People generally associate a hybrid with fuel savings – and the HB215LC-1 is definitely fuel-efficient," said Komatsu

Excavator Product Manager Rob Orłowski. "On average, it uses 25-percent less fuel than the Komatsu PC200LC-8, a similar-size, traditional excavator. In the perfect application (light digging with lots of swinging), we've had reports of fuel-savings much greater than 25 percent.

"But what surprises equipment operators most is the machine's speed," he added. "The swing motor in the hybrid is exclusively dedicated to the swing function, which makes it faster and more productive."

Other benefits include:

- Quiet, inside and outside the cab;
- Better company image among the general public and many governmental entities;
- Komatsu engine, hydraulics and hybrid technology work together for maximum performance.

"Of course, the HB215 is not the ideal machine for all applications," Orłowski noted. "For example, if you're using a hammer (although there is a service valve to power hydraulic attachments) or performing deep, heavy work with limited swing involved, this machine may not be the perfect fit. But, in a swing-heavy application such as truck loading, it's tough to beat the fuel-savings and speed advantages of the HB215."

The HB215LC-1 comes with a five-year, 7,000-hour warranty on hybrid powertrain components. If you're considering purchasing a hybrid, now is a good opportunity as Komatsu Financial is offering special financing on the HB215 for a limited time. ■

Brief specs on the Hybrid HB215LC-1 excavator

Operating Weight	Power	Bucket Capacity
48,175 lbs.	139 hp	1/57 cu. yd.

The Komatsu HB215 hybrid excavator is 25-percent more fuel efficient than the PC200LC-8, and operators report the swing speed is faster than the traditional model.



HYBRID EXCAVATOR

From Komatsu - The Green Experts



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Komatsu continues to strengthen its innovation leadership with the HB215LC-1. Komatsu hybrid excavators have accumulated more than 1 million operating hours in the field, proving their reliability, along with fuel and emissions savings.

- With every swing, the HB215LC-1 regenerates energy – yielding an average fuel savings of 25% with an equivalent 25% fewer CO₂ emissions.
- Hybrid powertrain components are backed by a 5-year/7,000-hour warranty.

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EQUIPPED FOR ENERGY PRODUCTION

PC360LC-10 Pipeline Arrangement handles heavy-duty applications such as oil, gas pipelining



Kurt Moncini,
Product Manager,
Excavators

Growth in the oil and gas industry has created a unique need for specialty equipment that can handle rugged terrain, trenching and heavy pipe. Specially-equipped Komatsu excavators perform well in those situations, including the popular PC360LC-10 Pipeline Arrangement. Special features that make this a pipeline machine include: anti-drift/anti-burst valves to provide optimum precision when working with heavy loads; single grouser tracks; and heavy-duty under guards.

Pipe sections are often heavy and the excavators have to hold the load for an extended period of time. These units offer an HKX anti-drift/burst valve package that provides superior

load-holding capabilities, including minimal pipe movement under load.

“Excavators are often called on to perform the role of a side boom to hold pipe sections in place during welding,” said Kurt Moncini, Product Manager, Excavators. “Maintaining precise pipe position is critical, and the anti-drift valves play an important role in the process.

“If a hose or hydraulic tube fails, boom and arm anti-burst valves help protect against uncontrolled load lowering, ensuring compliance with hose burst requirements,” added Moncini. “This is especially important when loads are lifted in close proximity to workers and welders.”

Several other options are also available, including a wide range of hydraulic kits and line packages for powering attachments. If steep ground or rough terrain are issues, the PC360LC-10 Pipeline Arrangement can be equipped with single grouser shoes for increased traction and maneuverability, which is especially important when working on steep sections of pipeline right-of-way. Special under guards are available for the upper frame (Heavy Duty are 3.2 mm thick and Severe Duty are 9 mm thick) to protect engine and hydraulic components from potentially damaging debris rolling along the top of the tracks.

“Excavators are very flexible products for pipeline applications, and the PC360LC-10 Pipeline Arrangement is an especially good option,” said Moncini. “Its hydraulic systems are easily adaptable for a broad spectrum of attachment uses. For instance, aside from digging pipe trench, they can be used as pipe handlers in distribution and storage yards, to power bedding material screening buckets, run hydraulic hammers and many other applications requiring hydraulically-driven attachments.” ■

Brief Specs on the PC360LC-10 Pipeline Arrangement

Model	Horsepower	Operating Weight	Bucket Capacity
PC360LC-10 Pipeline Arr.	257 hp	78,255-79,930 lbs.	.89-2.56 cu. yds.

Komatsu’s PC360LC-10 Pipeline Arrangement works well for holding heavy pipe sections during welding thanks to a standard anti-drift valve. An HKX anti-burst valve package is available and gives superior load-holding capabilities, including precision load control.





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MAINTENANCE MILESTONE

Komatsu CARE hits 10,000th service interval; successful program increases longevity of machines



Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations

Milestones are often marked in big numbers. For Komatsu CARE, its latest big number is 10,000. This is meaningful because it represents the number of services performed since the program's launch in 2011, which came with the introduction of Tier 4 Interim machines.

Komatsu CARE provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first, on Tier 4

Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges. Komatsu distributor technicians perform the services using genuine Komatsu OEM parts and fluids.

"We wanted to work with our distributors and customers to provide a solution to the new technology coming into the marketplace with the Tier 4 Interim machines," said Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations. "We also wanted to help our customers reduce the owning and operating costs associated with maintenance. Komatsu CARE is a proactive approach designed to meet those needs. The program is a tremendous success, thanks in large part to the dedication of our distributors."

Both customer-owned and rented machines are covered under Komatsu CARE. Distributors track the machines with KOMTRAX to determine hours and machine location, and then work with customers to schedule service intervals at a convenient time and place.

The 10,000th service was an initial 250-hour interval performed on a WA470-7 wheel loader. Similar to many service intervals performed under the Komatsu CARE program, it was done on site by a Komatsu distributor field technician.

"There are a couple reasons for reaching 10,000 so fast," said Rizzo. "Having a tremendous number of Tier 4 Interim machines in the field is one. Another is that those machines are highly utilized, so there are a lot of hours put on them. Komatsu CARE assures that the services are done on time, which in turn may help increase the longevity and dependability of the machines." ■

A Komatsu distributor technician performs the 10,000th service interval under the Komatsu CARE program. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first, on Komatsu Tier 4 Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges.



Komatsu, distributor and customer personnel celebrated the 10,000th service interval performed under the Komatsu CARE program.



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BEYOND THE STANDARDS

Mike Ueno says innovative approaches help Komatsu meet and exceed emissions regulations



Mike Ueno,
Komatsu Executive Vice President
& Chief Technical Officer

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.

This year marks Mike Ueno's 30th with Komatsu, and during his tenure with the company he's held several positions. He started with the design of 15-liter engines and later helped develop 30-liter engines.

Ueno became Komatsu's Executive Vice President and Chief Technical Officer about three years ago, giving him overall technical responsibility for the company. That includes overseeing products at the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as in Peoria, Ill., where Komatsu produces mining equipment.

He was also Vice President and President of Industrial Power Alliance, a joint venture between Komatsu and Cummins. Ueno was an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved plant management.

"Engine technology has evolved tremendously through the years," said Ueno. "I'm proud of the way we've implemented the tier emissions standards and made equipment that's more productive, reliable, durable and efficient at the same time. What's really gratifying is that many of the features that make those attributes possible came from listening to our customers and implementing their recommendations."

Mike and his wife celebrated their Silver Anniversary last year. The couple has three children.

QUESTION: Tier 4 Interim requirements finished at the end of last year. How would you assess Komatsu's implementation of the regulations?

ANSWER: I'd say it was very successful. We met the requirements of reducing soot and NOx, and in some cases, exceeded them with an innovative approach that differentiated us from other manufacturers. For instance, to reduce soot we use a diesel particulate filter (DPF) to capture the particulate matter, and we burn it off with the aid of a variable-geometry turbocharger. This process promotes regeneration during production, and in most circumstances, the operator has to take no action. With other-brand machines, operators often have to take them out of production for a significant period of time. That lost productivity can be costly.

We have learned a lot about our DPF system from customers and from our field experience, as we strive for continuous product improvement. From this sense, I would like to express my sincere appreciation to all our distributors and others who promote our products.

QUESTION: How is Komatsu handling implementation of Tier 4 Final regulations, which begin this year?

ANSWER: The biggest challenge Tier 4 Final presents is a further decrease in NOx, taking emissions to near zero. To do that, we will use a selective catalytic reduction (SCR) and urea to regulate and virtually eliminate the amount of NOx emitted from construction equipment. Our SCR-fitted machine tests also show a decrease in fuel consumption. Komatsu's engineering and manufacturing personnel have been integrating the SCR into new models for quite some time, and as with previous regulations, we're ready for Tier 4 Final. We'll also be ready when it's time to implement Tier 4 Final on mining equipment, which begins in 2015.



Komatsu met emissions regulations with its Tier 4 Interim machines, and in many cases, increased production and fuel efficiency. Mike Ueno, Executive Vice President and Chief Technical Officer, says Tier 4 Final machines show further increases in fuel economy.

Another significant challenge with Tier 4 Final standards is the number of machines it affects. During the Interim phase, Komatsu introduced about 20 new machines. During Tier 4 Final, that number will be almost double. In fact, the next few years will involve re-engineering our entire fleet.

QUESTIONS: One new machine Komatsu recently introduced was its first *intelligent Machine Control* (iMC) dozer model, the D61i-23. Where does it fit in?

ANSWER: The D61i-23 is a Tier 4 Interim machine. It's also a perfect example of how Komatsu exceeded emissions requirements. The iMC dozers, with integrated GPS systems, provide automatic blade control that optimizes the amount of material moved from rough-cut to finish grading. All the operator has to do is control direction by moving the joystick control forward or backward, making even the most inexperienced operators more effective and productive. Feedback has been phenomenal, and customers are looking for more automated models.

QUESTION: Will Komatsu have more automated machines?

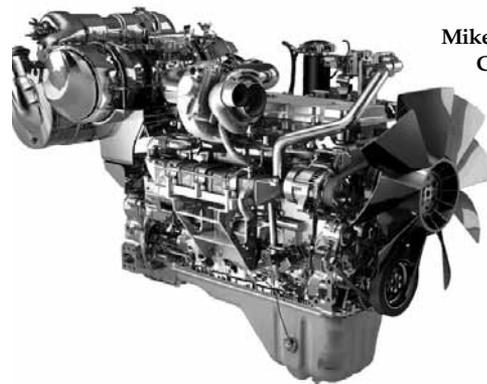
ANSWER: Most definitely, and relatively soon for some models. Komatsu plans to introduce additional *intelligent Machine Control* dozers, as well as iMC excavators. Other products could follow. And the future may hold further possibilities, such as autonomous machines requiring no operator. We've already had autonomous haul trucks for several years.

QUESTION: What else may be on the horizon?

ANSWER: From a machinery standpoint, another hybrid excavator. We introduced the



The *intelligent Machine Control* D61i-23 dozer provides automated blade control from rough-cut to finish grade, with integrated GPS technology. More automated products are on the horizon, according to Mike Ueno, Komatsu Executive Vice President and Chief Technical Officer.



Mike Ueno, Executive Vice President and Chief Technical Officer, says Komatsu is ready for Tier 4 Final regulations which begin this year. Engine technology in new machines aims to further reduce emissions, including virtually eliminating NOx.

first and are now in our second generation with the 20-ton-class HB215LC-1. A new, 30-ton model would be next.

Technology is always improving, and Komatsu will continue to implement it. One example is our KOMTRAX mobile app for smart devices. Since we introduced KOMTRAX, we've continued to add features and data that allow users to track hours, idle time, location, machine usage, modes and a whole host of other critical information. Tracking the SCR and urea level will be integrated with the Tier 4 Final machines. ■

SPOTLIGHT ON HIGHWAY FUNDING

Report, Senate committee show urgent action needed to address inadequate investment

Transportation group TRIP's latest study shows road conditions nationally will continue to worsen unless a current shortfall in funding is addressed. It estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years.

An extra \$670 billion is required for significant improvements, while \$374 billion would make modest enhancements, according to the study, which showed about 27 percent of urban roads contained substandard pavement. That will cost the average urban driver about \$400 annually, \$80 billion nationally, in added vehicle operating costs.

"Our nation's surface transportation infrastructure will further deteriorate if lawmakers don't identify new revenue sources for the Highway Trust Fund (HTF) by October," said Christian Klein, who is Vice President of Government Affairs for Associated Equipment Distributors and on the

Board of Directors of TRIP. "According to data released by the Congressional Budget Office, in FY 2015 the HTF will be unable to support any highway or transit spending, jeopardizing more than \$50 billion in annual investment."

TRIP's report comes just months before the current highway bill is set to expire. MAP-21, passed in June 2012, runs through September 30 of this year. It brought some certainty compared to short-term extensions that had previously funded transportation projects, but failed to address the long-term funding needs of the HTF.

The Senate Environment and Public Works Committee recently held a hearing to examine the HTF, and more hearings are expected in the coming months. Construction industry, labor and business community representatives detailed the highway program's situation and the economic impact that would result if the HTF is unable to support current spending in FY 2015, the "Year Zero" scenario, according to AED.

The committee discussed several options, including increasing the federal gas tax and indexing it for inflation. Expanded tolling, shifting to a vehicle miles traveled levy, a refinery-level fee and a sales tax were also mentioned.

"We commend (Chairman) Boxer both for continuing to ring the alarm bell about the crisis facing the federal highway program and offering bold solutions like a new gasoline sales tax," said Klein. "With 'Year Zero' looming in 2015, it's time for Congress and the president to stop hitting the snooze button and take swift, decisive action to ensure the HTF's long-term solvency." ■

A study by the transportation group TRIP estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years. An additional \$670 billion would be necessary for significant improvements.



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Private developers increasingly require surety bonds

A rise in defaults during the past several years has also increased the demand from private developers that contractors provide surety bonding on their projects, according to a recent Business Insurance article. Surety bonds are normally associated with public

works projects, but due to sluggish recovery in the construction industry, developers are now seeking the same assurances that their investments will be protected against contractors and subcontractors who are unable to perform contracted work, the article notes. ■

Forecast: Equipment rental revenues to continue climb

Rental revenues are up and expectations are that they will continue to climb, according to an American Rental Association's forecast, Rental Market Monitor, compiled by IHS

Global Insight. Equipment rental revenue is expected to grow 9.2 percent in 2014 and nearly 13 percent in 2015. By 2017, rental revenue is expected to top \$46 billion, IHS reported. ■

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Komatsu D61PX-15EO, '07, 4,771 hrs ..\$159,500



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Valmet 911.3, '08, 8,655 hrs\$235,000

DOZERS

Cat D38, '86	\$18,000
Cat D40, '72	\$7,000
Cat D5C XL, '00, 8,011 hrs	\$28,500
Cat D6M LGP, '96, 18,025 hrs	\$44,500
Cat D6M LGP, '96, 18,025 hrs	\$44,500
Deere 455G, '96, 6,864 hrs	\$24,500
Dresser T08E, '81	\$13,000
Komatsu D39EX-21, 4,530 hrs	\$34,500
Komatsu D51PX-22, '08, 4,013 hrs	\$124,500
Komatsu D61PX-15EO, '07, 4,771 hrs	\$159,500
Komatsu D61PX-15EO, '08, 1,388 hrs	\$159,500
Komatsu D65EX-15EO, '07, 3,934 hrs	\$149,500
Komatsu D65EX-17, '12, 1274 hrs	\$229,500
Komatsu D65PX-15EO, '06, 3,238 hrs	\$139,500
Komatsu D65PX-15EO, '08, 5,426 hrs	\$119,500
Komatsu D65PX-15EO, '09, 4,465 hrs	\$140,000
Komatsu D65PX-15EO, '09, 4,203 hrs	\$140,000
Komatsu D155AX-5, '03, 7,007 hrs	\$184,500
Komatsu D155AX-6, '07, 6,524 hrs	\$239,500
Komatsu D275AX-5, '03, 23,015 hrs	\$99,500

GRADERS

Komatsu GD655-3C, '06, 1,866 hrs	\$159,500
Komatsu GD655-3EO, '09, 1,287 hrs	\$189,500

SKID LOADERS

CAT 277, '04, 2,205 hrs	\$22,000
CAT 277, '04, 2,103 hrs	\$22,000
ASV PT100, '07, 2,115 hrs	\$38,500

PAVING

LeeBoy 1000D, '03, 1,475 hrs	\$14,500
LeeBoy 8500LD, '00, 5,434 hrs	\$17,500
LeeBoy 8500LD, '08, 910 hrs	\$74,500
Vogele 1110WB, '05, 3,139 hrs	\$54,500

FORESTRY

Deere 1270D/480 Head, '08, 7,177 hrs	\$310,000
Deere 490D/Rolly Head, '88, 12,000 hrs	\$49,500
Norco Puma 220, '11, 78 hrs	SCALL
Timbco 425EXL, '06, 9,250 hrs	\$170,000
Timbco 425EXL/Quadco Hotsaw, '06	\$225,000
Valmet 415EX/Rolly II, '05, 10,092 hrs	\$135,000
Valmet 840, '02, 13,000 hrs	\$60,000
Valmet 840.2, '05, 6,600 hrs	SCALL
Valmet 840.3/8, '08, 10,301 hrs	\$175,000
Valmet 860.4, '12, 1,640 hrs	SCALL
Valmet 911.3, '08, 8,655 hrs	\$235,000

MILLING

Roadtec RX700, '05, 4,570 hrs	SCALL
Wirtgen W60, '08, 628 hrs	\$144,900
Wirtgen W60 Rumbler, '11, 400 hrs	\$240,000
Wirtgen W600, '03, 2,403 hrs	\$77,500
Wirtgen 2000DC, '96, 9,346 hrs	\$70,000
Wirtgen W2000, '06, 3,735 hrs	SCALL
Wirtgen W2100, '04, 8,373 hrs	SCALL

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Concept Products CP2000, '05	\$13,500
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OFF ROAD TRUCKS

Komatsu HD465-5, '02, 17,763 hrs	SCALL
Komatsu HD465-5, '02, 17,599 hrs	SCALL
Komatsu HD465-5, '02, 17,763 hrs	SCALL

WHEEL LOADERS

Cat 980G, '98, 26,583 hrs	\$69,500
Cat 988B, '77, 11,941 hrs	\$24,500
Komatsu WA65-3, '04, 745 hrs	\$59,500
Komatsu WA70-5, '06, 2,592 hrs	\$47,500
Komatsu WA320-6, '08, 3961 hrs	\$126,500
Komatsu WA380-6, '11, 2,094 hrs	\$179,500
Komatsu WA450-6, '07, 8,069 hrs	\$149,500
Komatsu WA500-1, '90, 4,243 hrs	\$27,500
Komatsu WA500-1, '96, 13,697 hrs	\$34,500
Komatsu WA500-6, '12, 461 hrs	SCALL
New Holland LV80, '05, 3028 hrs	\$19,500
New Holland LW190B, '04, 5,908 hrs	\$33,500

COMPACTION

Bomag BW205AD, '02, 3,520 hrs	\$34,500
Cat CB534C, '98, 5,086 hrs	\$21,500
Hamm HD8, '07, 515 hrs	\$18,500
Hamm HD14VV, '09, 2,460 hrs	\$29,500
Hamm HD14VV, '09, 1,208 hrs	\$19,500
Hamm HD14VV, '07, 2,600 hrs	\$19,500
Hamm HD90 Ozzy, '04, 4,300 hrs	\$54,500

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Doppstadt SM726, '09, 257 hrs	\$225,000

EXCAVATORS

Cat 314C CR, '02, 4,970 hrs	\$52,500
Cat 365CL-MH, '08, 10,428 hrs	\$164,500
Deere 350DLC, '07, 5,837 hrs	\$124,500
Deere 790D, '92, 10,974 hrs	\$19,500
Kobelco SK400LC Mark IV, '97	\$38,500
Komatsu PC35MR-2, '07, 4,747 hrs	\$26,500
Komatsu PC88MR-8, '09, 1,195 hrs	\$74,500
Komatsu PC138USLC-8, '11, 1,142 hrs	\$124,500
Komatsu PC160LC-7, '06, 3,929 hrs	\$84,500
Komatsu PC200LC-7, '03, 8,114 hrs	\$79,500
Komatsu PC200LC-7, '04, 7,640 hrs	\$89,500
Komatsu PC200LC-8, '06, 5,102 hrs	\$109,500
Komatsu PC220LC-6, '96, 11,069 hrs	\$57,500
Komatsu PC220LC-8, '06, 9,084 hrs	\$96,500
Komatsu PC220LC-8, '08, 3,601 hrs	\$149,500
Komatsu PC300LC-6, '99, 16,882 hrs	\$39,500
Komatsu PC300LC-7, '06, 9,430 hrs	\$79,500
Komatsu PC300LC-7E0, '06, 6,320 hrs	\$99,500
Komatsu PC300LC-7E0, '06, 3,710 hrs	\$184,500
Komatsu PC308USLC-3E0, '07, 4,402 hrs	\$214,500
Komatsu PC400LC-7, '04, 9,350 hrs	\$104,500
Komatsu PC400LCR, '11, 454 hrs	\$195,500
Komatsu PC600LC-7, '05, 10,328 hrs	\$199,500
Komatsu PC600LC-7, '05, 4,910 hrs	\$369,500
Komatsu PC600LC-8, '06, 10,478 hrs	\$199,500
Komatsu PC750LC-7, '04, 6,613 hrs	\$349,500
Sennebogen 840M, '11, NEW	SCALL
Volvo ECR145CL, '08, 1,985 hrs	\$85,000
Volvo EC210B, '02, 8,880 hrs	\$46,500
Volvo EC240CLR, '11, 454 hrs	\$195,500
Volvo EC460, '05, 10,958 hrs	\$52,500

ROCK DRILLS

Atlas Copco ROC F9-11, '10	SCALL
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WATER EQUIPMENT

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



Volvo ECR145CL, '08, 1,985 hrs\$86,000



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