

**ROLAND
MACHINERY CO.**

Industry Scoop



A publication for and about Roland Machinery Co. customers • www.RolandIndustryScoop.com • June 2016



KELLENBERGER PLUMBING & UNDERGROUND

Strong work ethic propels
this Elgin, Illinois, firm

Greg Kellenberger,
President

TRINITY PRODUCTS

Serving customers is job No. 1 for this
St. Louis-area steel pipe producer



KOMATSU[®]

Robert Griggs,
Founder/President



A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**We share
your goals of
high production
and efficiency**



Dear Valued Customer:

High production and efficiency are your goals, and Komatsu shares those goals. That's why it continues to manufacture quality products that meet or exceed emissions standards while maintaining, or even boosting, your production and efficiency.

In this issue of your Roland Industry Scoop magazine, you can read about innovative Komatsu products that raise the bar when it comes to increasing your uptime and material movement, while lowering your owning and operating costs. At its recent Demo Days, Komatsu introduced its new *intelligent* Machine Control (iMC) PC490LCi-11 excavator. It is the world's largest excavator with integrated control function and was modeled after Komatsu's iMC PC210LCi-10 excavator, which was the first of its kind. More about the PC490LCi-11 will be released soon.

Komatsu introduced the PC210LCi-10 early last year. It followed several models of iMC dozers that Komatsu began rolling out a few years ago, which feature factory-integrated GPS technology that gives operators automatic blade control from rough-cut to finish grade. You can read about the most recent iMC dozer, the D39i-24, in this issue, along with articles on the new PC30MR-5 and PC35MR-5 excavators and the 931 harvester, the flagship machine of Komatsu's new forestry family.

All Tier 4 Final construction-sized machines are backed by Komatsu CARE, which covers scheduled maintenance for the first three years or 2,000 hours. Our trained technicians perform the work at locations and times convenient for you. We track the machines through KOMTRAX and contact you when it's time to schedule service. Our aim is to minimize or avoid disruption to your production.

Whether it's Komatsu or another brand we carry, we have maintenance plans available to take care of all your machinery. We can also work on your competitive equipment. Talk to your product support representative or your branch service manager to see how we can help.

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

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



IN THIS ISSUE

TRINITY PRODUCTS

For this St. Louis-area steel pipe producer, serving customers is job No. 1. Read more inside.

KELLENBERGER PLUMBING & UNDERGROUND

Learn about the strong work ethic that propels this Elgin, Illinois, firm.

DEMO DAYS

Ride along with Roland Machinery customers as they take a first-hand look at Komatsu equipment during Demo Days in Cartersville, Georgia.

INDUSTRY OUTLOOK

The recent drinking-water crisis in Flint, Michigan, points to larger potential problems in the nation's underground infrastructure. Read why inside.

PRODUCT IMPROVEMENT

Learn how Komatsu's new D39i-24 *intelligent* Machine Control dozers increase production time and lower fuel consumption.

NEW PRODUCT

Take a look at how Komatsu's new PC30MR-5 and PC35MR-5 hydraulic excavators pack serious production into a compact frame.

FORESTRY NEWS

See why the Komatsu 931 harvester defines the next generation of forestry machinery with a host of productive features.

KOMATSU & YOU

Meet General Manager of Ripley, Tennessee, Parts Operation Abe Riddle and see how his team makes sure customers get the parts they need.

SPECIAL RECOGNITION

Komatsu CARE, the complimentary maintenance program, celebrated its 60,000th service interval in late March. Read about it inside.

INDUSTRY EVENTS

Check out Komatsu's impressive WA500-7 Yard Loader arrangement at this year's World of Asphalt Show & Conference/AGG1 Academy & Expo.

NEW PARTNERSHIP

Discover how the partnership between Komatsu and Extreme Sandbox will help to increase national exposure of the construction industry.

Published by Construction Publications, Inc., for



www.rolandmachinery.com

Printed in U.S.A. © 2016 Construction Publications, Inc.

KOMATSU®

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

SPRINGFIELD DIVISION (Corporate Office)

Raymond E. Roland, CEO

Matthew L. Roland, President

Dan Smith, General Manager, Product Support

Mike Brunson, General Manager, Allied Product Support

Jay Germann, General Manager, Used Equipment

AJ Perisho, Used Equipment Manager

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

East Peoria, IL (309) 694-3764
4299 N. Main St., Unit A (*coming soon*)

CHICAGO DIVISION

Mike McNamara, 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.

TRINITY PRODUCTS

Serving customers is job No. 1 for this St. Louis-area steel pipe producer



Robert Griggs,
Founder/President

In eight short years, Trinity Products, based in the St. Louis suburb of O'Fallon, Missouri, has become one of the nation's leading producers of large-structure steel pipe for construction. Trinity's products are used by utility contractors performing underground pipe work, bridge builders needing piling, contractors raising large signs or stadium scoreboards, and many other purposes. Trinity has achieved its position based on one overriding principle, according to Founder and President Robert Griggs.

"We have a boss – it's our customer; that is our No. 1 core value. Our purpose is to serve the customer," he said. "We have other guiding principles, such as 'make our employees' lives better,' and we try to do that through profit sharing. The other principle is 'continuous daily improvement,' a philosophy that includes strenuous and regular measurement checks. But a customer-first mentality is our bedrock, and we know if we live that creed every day, we're going to be successful."

Griggs started Trinity Products as a steel pipe brokerage business in 1979. He and a partner bought and sold pipe – there was no manufacturing side. The company later added

a fabrication division allowing it to diversify into products such as signs and billboards. In 2002, Trinity added a steel pipe coating/painting facility that accomplished further diversification. The final step toward vertical integration occurred when Trinity opened its own pipe mill in 2007.

"The pipe mill is an important piece of the puzzle because it ensures that we can supply our customers," explained Griggs. "The problem with buying product from others is that you think you can always get it, but what if you can't? If that happens, you leave your customers high and dry, and that goes against everything we stand for. With our own pipe mill, we're self-sustaining."

Each of those steps – from selling, to fabrication, to coating, to opening its own mill – has created growth for Trinity Products, which employs about 160 people. In 1993, when Griggs bought out his partner, the company booked orders of \$2.1 million. In 2015, that number was \$89 million.

The Trinity difference

With sales offices in St. Louis, New Jersey, Chicago, New Orleans and soon-to-be in Charlotte, Trinity Products sells its pipe nationwide. The company produces 4,000-4,500 tons of steel pipe per month. Its products include the largest steel pipe available (127 inches in diameter) with sections that weigh as much as 100,000 pounds. One of the company's strengths is its ability to change from making one size of pipe to another on short notice.

"A lot of pipe mills will run one size for three months," said Operations Manager Paul Wilkerson. "That's ideal for us, too, but at Trinity, we react to our customers' needs. If one of our customers has an urgent need for a different size, we'll stop what we're rolling, change over to their size, and be producing within a few hours. We're

Headquartered in O'Fallon, Missouri, Trinity Products is one of the country's leading suppliers of steel pipe for the construction industry.





This WA500 is one of five Komatsu wheel loaders Trinity Products uses to move material at its O'Fallon, Missouri, manufacturing plant. Trinity rolls material for its customers, including these 99-inch, 33,000-pound sections and has the ability to machine-produce pipe lengths of up to 160 feet.



almost like a job-shop in that regard, and most of our competitors can't, or won't, do that. It costs a lot of money to change over, but if the customer is willing to pay for it, we do it.

"Another Trinity Products difference is our ability to machine-produce pipe lengths of up to 160 feet," he added. "Most mills go 60 to 80 feet max, which means the customer has to weld pieces together twice as frequently. We actually roll 127-inch-diameter pipe with our spiral welder; a lot of our competitors who sell that diameter pipe actually roll shorter sections and weld them together."

Reliable Komatsu wheel loaders

Trinity Products has turned largely to Komatsu wheel loaders from Roland Machinery Company and Sales Rep Jim Evans to run the pipe yard.

"The decision to go with Komatsu came following a demo we did with all the major brands," said Griggs. "Our operators who tested the wheel loaders chose Komatsu because they liked how the machines ran. I was pleased because Komatsu is fairly priced, and Roland is known to provide excellent service."

Since purchasing its first machine, Trinity now has five Komatsu wheel loaders – a WA400, a WA500, and three WA470s, including a new WA470-8 it acquired this spring.

"Komatsu controls are user-friendly and the machines are very reliable," said Wilkerson. "We work them 16 to 18 hours per day, and we have a weekend shift, so they are well-used. Our Komatsus work hard and hold up very well.



Trinity Operations Manager Paul Wilkerson (left) works closely with Roland Sales Rep Jim Evans on equipment matters. "Our Komatsu wheel loaders work hard and hold up very well," said Wilkerson. "The service Roland provides is superior."

"Also important to us is the service Roland provides. It's superior to any other area dealer we've worked with. That's why we have Roland do all of our maintenance, even on our non-Komatsu pieces."

Trans-loading facility

Trinity Products' next step will be opening a trans-loading facility in New Jersey. Griggs says the decision to do that goes back to the company's core value.

"It's all about the customers – having what they want, where and when they want it. There's a lot of work in the New York City metro area, and we want to have product there for logistical purposes. Beyond that, we'll continue to look for other opportunities to expand. You can bet, if and when we do, it will help us do a better job of serving existing customers or earning new ones." ■



Discover more at
RolandIndustryScoop.com

KELLENBERGER PLUMBING & UNDERGROUND

Strong work ethic propels this Elgin, Illinois, firm



Greg Kellenberger,
President

Greg Kellenberger always intended to be an underground contractor. It just took some time for him to achieve that goal.

"I worked on a farm as a kid and enjoyed using equipment to do a lot of digging and tiling," he recalled. "I started a plumbing business in 1991 because it was cheaper and easier to get into that compared to underground contracting. Plumbing wasn't my passion. I liked the challenge of underground utility work, so I knew that's what I wanted to do eventually."

For Greg, "eventually" came in 2005, when he purchased his first excavator.

"We had been doing a little backhoe work prior to that, but the excavator really enabled us to get a foot in the door for underground work," he said. "In 2007, we bought our first Komatsu excavator, a PC200. We were really starting to dive into underground work when the recession hit, which caused our business to tank. We got

down to a two-man operation – me in a machine and my son Miles in the ditch. It was a struggle, but we survived and are probably stronger for the experience."

Today, Elgin, Illinois-based Kellenberger Plumbing & Underground employs about 35 people during its busy season. Nearly 90 percent of the company's work load comes from underground pipe projects.

"We do some work for municipalities, however most of our projects are what I'd call 'private-commercial,'" said Greg. "We do storm, sewer and water pipe for big box stores, retail outlets, gas stations and the like. We also do a lot of storm traps, which are large, underground concrete vaults that temporarily hold excess rainwater to prevent flooding. Most people probably don't know that these structures even exist. Almost any heavily commercialized area that doesn't have a detention or retention pond will have a storm trap."

Family business

Kellenberger Plumbing & Underground is very much a family business. In addition to Greg and his wife, Debbie, all four of their sons – Miles, Landon, Dillon and Taylor – work for the company.

"We had a family discussion when they were younger," Greg recalled. "We asked if they wanted to be involved in the company. Turns out they all wanted to be here, and I'm happy that was their choice. Miles handles a lot of our day-to-day activities. Landon studied construction management at Colorado State University. He joined the company full time after graduating in December and does bidding for us. Dillon and Taylor are twins – one is an operator, the other is an apprentice plumber."

Kellenberger Plumbing & Underground specializes in underground pipe work for commercial projects such as this recent job in Carpentersville, Illinois.





The Kellenberger fleet consists primarily of Komatsu machines. "What I appreciate most about Komatsu equipment is how reliable it is," said President Greg Kellenberger. "We turn the key and go to work."

"I think our greatest strength as a company is our work ethic," said Miles. "We complete projects on time or early. We allocate enough people, and we work long hours and weekends if that's what it takes to get the job done. I think we're also known for mobilizing and responding quickly when we get a call from a municipality for a water-main break or a general contractor to come in and complete a project on short notice."

Reliable Komatsu equipment

Kellenberger Plumbing & Underground's equipment fleet includes three Komatsu excavators (PC360, PC88 and its original PC200) and a WA320 wheel loader. The company also rents extensively from Roland Machinery and Sales Rep James Klosowski.

"What I appreciate most about Komatsu equipment is how reliable it is," said Greg. "We turn the key and go to work – even our PC200 that's now eight years old runs every day. There's no play in the swing. It has been virtually trouble-free."

"We've been very pleased with the Komatsu product – both the excavators and wheel loaders," said Miles. "They're quick, efficient, powerful and productive – I'd say better than any other brand we've tried. Breakdowns are few and far between."

"Roland Machinery has been great to work with," added Greg. "When I first started, Roland was willing to work with us when some other dealers wouldn't. We've stayed with them because the equipment is great, and they



(L-R) Greg and Debbie Kellenberger have four boys, including Miles and Taylor (pictured here), all of whom are involved in the family business.

support us very well in all phases – sales, rentals, parts and service."

Honor God and help people

Kellenberger said he's pleased with the size and scope of his company today.

"We ran as many as six crews last summer, but I prefer to keep it at four. I feel as though we can manage that better. We could get bigger and probably make more money, but for me, it's never been about the money. What's important to me is my faith. I'm a Christian, and I want this to be a business that honors God and helps people along the way.

"That's what we try to do – help employees and help customers," he added. "We're also always aboveboard in our dealings. We stand by our work, which means we do it right, or we make it right. My word and my reputation are worth more to me than anything else. I think if we maintain that philosophy, we'll be in good shape in the years to come." ■



Discover more at
RolandIndustryScoop.com

TAKING A RIDE INTO THE FUTURE

Customers test Komatsu equipment, including the new PC490LCi-11 excavator, at spring Demo Days



Bob Post,
Komatsu Director
of Marketing
Communications

Nearly 230 current and prospective customers attended Komatsu's spring Demo Days at its Training and Demonstration Center in Cartersville, Georgia, in February. The three-day event opened with a single-day record number of attendees. Those in attendance got an early look at the latest additions to the Komatsu *intelligent* Machine Control (iMC) line – the PC490LCi-11

excavator and the D155AXi-8 remote-control dozer.

"Demo Days is a great opportunity for customers to come and operate our machines and get a first-hand feel for them," said Komatsu Director of Marketing Communications Bob Post. "While the event served as a debut for the PC490LCi and the D155AXi with remote control, our other Tier 4 machines that were featured were also a big hit."

Komatsu had 31 machines available for operation at Demo Days. In addition to the highly anticipated PC490LCi-11 – the world's largest excavator with integrated GPS technology – several iMC products were also on display, including three PC210LCi-10 excavators and D51PXi-23, D61PXi-23 and D65PXi-18 dozers.

The line up also featured six wheel loaders (sizes WA200-7 to WA600-8), four dozers (sizes D39PX-24 to D85EX-18), multiple excavators (sizes PC88MR-10 to PC490LC-11), an HM400-5 articulated truck, an HD605-7 mechanical truck and a GD655-6 motor grader.

During the event, attendees had the option of touring Komatsu's Chattanooga Manufacturing Operations Center in Tennessee or attending morning information sessions at the Training and Demonstration Center in Cartersville. The sessions included "Bottom Line Tactics" and a tire-management class. Presentations covering Komatsu's iMC products and Komatsu Financial followed a catered lunch. After a short safety video and product demonstration, guests had the opportunity to operate machines. ■

(L-R) Roland Sales Rep Dan Christensen chats with David McMullin, Glen Fronabargar and Ron Seabaugh of Fronabargar Concrete, while they wait to operate machines.



Komatsu had 31 machines available for demonstration at its Demo Days in Cartersville, Georgia, February 23-25.





Bryce (left) and Randy Rudisill of Lasar Construction discuss the excavators at Demo Days. "We ran three standard excavators and one with *intelligent* Machine Control," said Randy. "They are great machines, and we are happy we got to run so many at this event."



Komatsu's latest *intelligent* Machine Control excavator, the PC490LCi-11, was the main attraction at Demo Days. It is the world's largest GPS-integrated excavator on the market.



Matt Stukenberg of DMS Contracting (left) speaks with Roland Sales Rep Brian Lauer after operating a Komatsu D39i at Demo Days. "It's has great visibility – you can definitely see the blade," said Stukenberg.



Attendees tour Komatsu's Chattanooga Manufacturing Operations Center in Chattanooga, Tennessee.



Mel Remsel (left) of Remsel Corporation meets with Roland Sales Rep James Jesuit.



Casey Mueller (left) and Steve Roberts of New Berlin Grading chat at Demo Days after testing the new *intelligent* Machine Control excavators.



Brent (left) and Mark Hendricks of Wisconsin Earthworks take in Demo Days at Cartersville, Georgia.



Roland Sales Rep Jerry Hess (left) visits with Bob Widel of Widel, Inc.



Stevie Boyd of Sierra Bravo Contractors demo'd the PC490LCi-11 excavator. "I was impressed with its smooth operation and the way the boom auto-corrects as you're pulling the bucket back toward you," he said.

WATER, WATER EVERYWHERE

Flint's crisis points to larger potential problems in the nation's underground infrastructure

The water crisis in Flint, Michigan, may only be the tip of the proverbial iceberg when it comes to failing systems that carry the nation's drinking water and other critical utilities. Several factors figured into the crisis, including the use of old lead pipes that brought water from the Flint River, through a water treatment plant and eventually into residences.

Failure to treat the water properly caused pipes to corrode and to leach lead and heavy metal. The harmful materials made their way into homes, causing health problems that could plague Flint for a very long time. Efforts are underway to assess and eventually fix Flint's issues, including switching the city back to its original water source, Lake Michigan, and replacing all lead service lines leading to homes. The first

lead-to-copper line replacement was recently completed, but replacing all lines could take years.

Although Flint's crisis is an isolated incident, a problem with the nation's drinking water and other utility lines isn't. Corrosion is a leading cause, but aging pipes and overtaxed systems may be to blame as well.

A break every two minutes

The American Society of Civil Engineers says that a water main breaks every two minutes in the United States. The same group has graded the country's infrastructure a D⁺. Estimates show that as much as 44 percent of the nation's water infrastructure is approaching or past its useful life, and that about 1.7 trillion gallons of water are wasted each year.

"We have a buried problem that no one sees," said Terry Leeds, Director of Kansas City Water Services and a board member of the National Association of Clean Water Agencies in a recent Kansas City Star article. "Infrastructure has a life span, and now we're seeing a lot of cities are facing the end of it."

That article, "Here's why Flint's water problem isn't likely to happen in Kansas City," highlights what the Missouri city is doing to combat an aging system that saw more than 1,850 water-main breaks in 2012. It began a program to replace 28 miles of pipe per year. Many of the old lines were made of cheap metal and installed during and after World War II. Other cities are facing the same scenario of outdated systems.

A hefty price tag

The PVC Pipe Association sponsors WaterMainBreakClock.com, a website that tracks the costs associated with aging pipes throughout the country. It shows that about 850 water-main

PVC Pipe Association's WaterMainBreakClock.com notes that corrosion of old lead and other metal pipes eventually contributes to failures. The association estimates that leaking pipes lose more than 2.6 trillion gallons of drinking water every year, or 17 percent of all water pumped in the United States.





PVC and concrete pipe is an alternative to lead and other metal service lines that are subject to corrosion. Kansas City created a program to replace 28 miles of pipe each year after suffering more than 1,850 water-main breaks in 2012. Most of Kansas City's existing infrastructure was made of cheap metal and installed during and after World War II.

breaks occur each day in the United States. Since 2000, there have been more than 5 million breaks. Corrosion costs more than \$50 billion annually; that's about \$652 billion over the past 15 years.

The website notes that corrosion of old lead and other metal pipes eventually contributes to failures, and the costs are not just associated with repairing and replacing those lines. Leaking pipes lose more than 2.6 trillion gallons of drinking water every year, or 17 percent of all water pumped in the United States. This represents \$4.1 billion in wasted electricity annually.

"Corrosion is a significant drag on the economy," the site claims. "Not only is this cost calculated in terms of water-main-break repair, but also in terms of lost water, replacement of corroded pipes and implementation of corrosion-mitigation measures, which are ineffective since they only delay an unavoidable outcome."

An Environmental Protection Agency (EPA) survey shows that \$271 billion is needed throughout the next five years to maintain and improve the nation's wastewater infrastructure. It

has also said it will cost \$385 billion in the next 15 to 20 years. Those figures include pipes that carry wastewater to treatment plants, the technology that treats water and methods of managing stormwater runoff. The EPA also calls for the investment of hundreds of millions of dollars in treatment plants, many of which are several decades old.

"The only way to have clean and reliable water is to have infrastructure that is up to the task," said Joel Beauvais, the EPA's Acting Deputy Assistant Administrator for Water, in a Construction Equipment article. "Our nation has made tremendous progress in modernizing our treatment plants and pipes in recent decades, but this survey tells us that a great deal of work remains."

Many believe the price tag could be much higher. The American Water Works Association, for example, claims that \$1 trillion is needed to replace outdated pipes and meet growth during the next 25 years.

"The future is looking a little dark for something as basic and fundamental as water,"

Continued . . .

Infrastructure solutions necessary, but costly

... continued

said Adam Krantz of the Water Infrastructure Network (WIN) in a San Angelo (Texas) Standard Times article. WIN is a broad-based coalition of local elected officials, drinking water and wastewater providers, state environmental and health administrators, engineers, and others dedicated to preserving and protecting the health, environmental and economic gains that America's drinking water and wastewater infrastructure provides, according to the organization.

Could your rates rise?

WIN and other groups are pushing Congress to invest more. Federal funding comes from the Drinking Water State Revolving Fund that offers loans to help cities and towns get needed dollars. Cities and towns also rely on taxes, but many fall short of raising enough money to pay for needed upgrades and repairs. More efficient faucets, shower heads and other plumbing systems have made revenue shortfalls worse. Population loss, which reduces taxes, also plays a role in municipalities. That's forcing some local governments to raise rates.

"That's the key that Americans have to understand: If they want this system, they are going to have to be willing to finance it," said

Greg DiLoreto, Past President of the American Society of Civil Engineers in the Times article.

Fitch Ratings, a nationally recognized statistical rating organization, said that in light of the Flint crisis, if the EPA strengthens its Lead and Copper Rule – which is used to regulate drinking-water exposure to lead – the removal of all lead service lines could be mandatory. That would be an expensive proposition.

"Reprioritizing and accelerating the lead pipe replacement would add significant capital needs to the sector and could compete with other critical infrastructure projects, including developing sufficient long-term water supplies and replacing aging infrastructure components other than lead lines," said Fitch in a March press release. "Some sources estimate more than 6 million lead service lines exist across the U.S. We believe the capital costs to replace these lines could exceed \$275 billion. The EPA's latest survey estimated the entire sector needs \$385 billion in water infrastructure improvements through 2030, and this estimate includes the costs to only partially replace lead pipes. Either level of capital cost would likely be manageable for the sector as a whole if it is spread throughout a time frame like the one in the EPA survey. However, implementation across a shorter time span may create stress for individual credits."

Representatives on both sides of the aisle in Congress have called for establishing a National Infrastructure Development Bank to help pay for the costs associated with projects such as roads, bridges and water systems that are critical to Americans, but no bill passed. A recent push came again in February from U.S. Rep. Rosa DeLauro (D-Conn.), who has introduced an act in every Congress since 1994 to create an infrastructure bank.

"Emergencies like the tragedy we are seeing in Flint are a stark reminder of what is at stake when it comes to investment in water projects," said DeLauro in a commentary on TheHill.com. "We cannot continue the pattern of turning attention to critical infrastructure only when disaster strikes – we must make long-term, pro-growth investments to prevent further tragedies from ever occurring." ■

The American Society of Civil Engineers says that a water main breaks every two minutes in the United States. The same group has graded the country's infrastructure a D+.



POWERING YOUR PRODUCTIVITY

...FOR OVER A CENTURY



Portable Power



Air Compressors • Generators • Light Towers



Visit us today at one of our 16 locations!
www.rolandmachinery.com

Find Us on 

Follow Us on 

DoosanPortablePower.com

(800) 633-5206

©2013 Doosan Infracore Portable Power

MORE INTELLIGENT DOZING

Komatsu's new D39i-24 dozers lower fuel consumption and increase production time with no cables



Jason Anetsberger,
Komatsu Senior
Product Manager

Eliminating the need to install and remove blade-mounted sensors each day saves on machine and operator wear and tear, and it converts potential downtime into increased production. Komatsu's second-generation D39PXi-24 and D39EXi-24 dozers offer that and more with a new Tier 4 Final engine that increases fuel efficiency compared to its predecessor.

"With factory integration and a host of intelligent capabilities, the more that owners run their D39i-24 dozers, the more they save," said Jason Anetsberger, Komatsu Senior Product Manager. "The monthly production gains from starting sooner, finishing faster, using less fuel and saving on materials can add up quickly.

Skipping the cables, climbing and connections of traditional aftermarket systems saves operators up to 30 minutes a day and is more convenient."

Rough-cut to final grade, the *intelligent* Machine Control (iMC) dozers extend production gains. Once engaged, the system automatically starts the cut and lowers the blade to grade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive dozing. This allows the dozer to achieve up to 8-percent-greater efficiency in moving materials, based on start-to-finish grade testing against typical aftermarket machine-control systems.

New features

Customer feedback led Komatsu to introduce a standard, operator-selectable, automatic Reverse Grading Mode, which enables automatic blade control while reversing, to grade the target surface. Other new features include a Triple Labyrinth final-drive design that provides additional protection for the final drive floating seals.

The more-efficient engine uses a Selective Catalytic Reduction System and Diesel Exhaust Fluid, as well as a new, water-cooled, Variable Flow Turbocharger that improves durability and engine response. The Diesel Oxidation Catalyst provides 100-percent passive regeneration that does not interfere with operation. Auto-idle shutdown helps reduce idle time and saves fuel.

"These dozers are great for everything from stripping to finish grading on a variety of small-to-medium-sized jobsites, such as commercial buildings and residential lots," said Anetsberger. "As with all Tier 4 construction machines, they are covered under the Komatsu CARE program." ■

Quick Specs on Komatsu's D39PXi-24 and D39EXi-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D39EXi-24	105 hp	21,848 lbs	2.89 cu yd
D39PXi-24	105 hp	22,774 lbs	3.14 cu yd

Komatsu's new D39EXi-24 and D39PXi-24 dozers lower fuel consumption with a Tier 4 Final engine. They also increase production with integrated machine control that eliminates the time needed to install and remove cables.



D61PXi-23



PUSHING AHEAD WITH *INTELLIGENT* MACHINE CONTROL

- Automated operation from rough dozing to finish grade
- *intelligent* Machine Control dozing mode and load control features
- No cables between machine and blade
- A factory-installed integrated system



I AM KOMATSU

CODY GASTON / KOMATSU DOZER DESIGN ENGINEER / CHATTANOOGA, TN

"I'm proud that our Komatsu dozer designs are always breaking new ground, like our forward cab small dozers and now our *intelligent* Machine Control equipment with integrated technology. But it's a team effort and it takes dedicated team members to build in the quality it takes to meet our customers' demands. And that's why I AM KOMATSU."

MADE WITH PASSION AND PRIDE

KOMATSU[®]

komatsuamerica.com



Copyright ©2015 Komatsu America Corp. All Rights Reserved

009



PC240LC-11

TIER 4 FINAL HYDRAULIC EXCAVATOR

- New higher performance 177 HP engine*
- More efficient through lower fuel costs*
- Larger LCD color monitor panel*
- Wide access service doors



I AM KOMATSU

MICHAEL THOMAS / WELDER / CHATTANOOGA, TN

"Komatsu excavators come with the latest in technology. I'm proud to be part of the production team that builds them to hold up to years of daily punishment. I make sure they're as rugged as Komatsu's quality reputation, because it's not just Komatsu's reputation on the line—it's mine and all my friends' too. And that's why I AM KOMATSU."

MADE WITH PASSION AND PRIDE

KOMATSU®

komatsuamerica.com

*Compared to previous Komatsu model.

Copyright ©2015 Komatsu America Corp. All Rights Reserved



SMALL PACKAGE, BIG RESULTS

Komatsu's new PC30MR-5 and PC35MR-5 hydraulic excavators pack serious production into compact frame

Contractors looking for a versatile excavator with a smaller footprint are in luck. Komatsu's new PC30MR-5 and PC35MR-5 utility-sized excavators are a perfect fit for tight worksites.

The new models have a swing-boom design that enables them to easily complete jobs in confined spaces. The excavators are each equipped with a standard dozer blade to help with backfilling and enhanced work modes to help operators match engine speed and pump delivery to the application.

"The swing-boom design allows the machines to dig close to foundations or alongside buildings," said Komatsu Product Marketing Manager Des Jarvis. "The PC30 and PC35's standard dozer blade makes backfilling a breeze and eliminates the need for a second machine."

The excavators come with a Tier 4 Final, 24-horsepower engine and an Exhaust Gas Recirculation Valve to meet emissions standards. They feature a new auto decelerator, auto-idle-shutdown and economy modes to help reduce idle time and save fuel. Additionally, a dial-type knob offers finer throttle control. The excavators are available in three track options – rubber, steel or roadliner – to further their worksite versatility.

Upgraded comfort

Both the PC30 and PC35 feature an updated cab to provide a durable and secure work environment. The ROPS cab and two-post canopy come equipped with a 3.5-inch, high-resolution LCD screen and Ecology Guidance to help

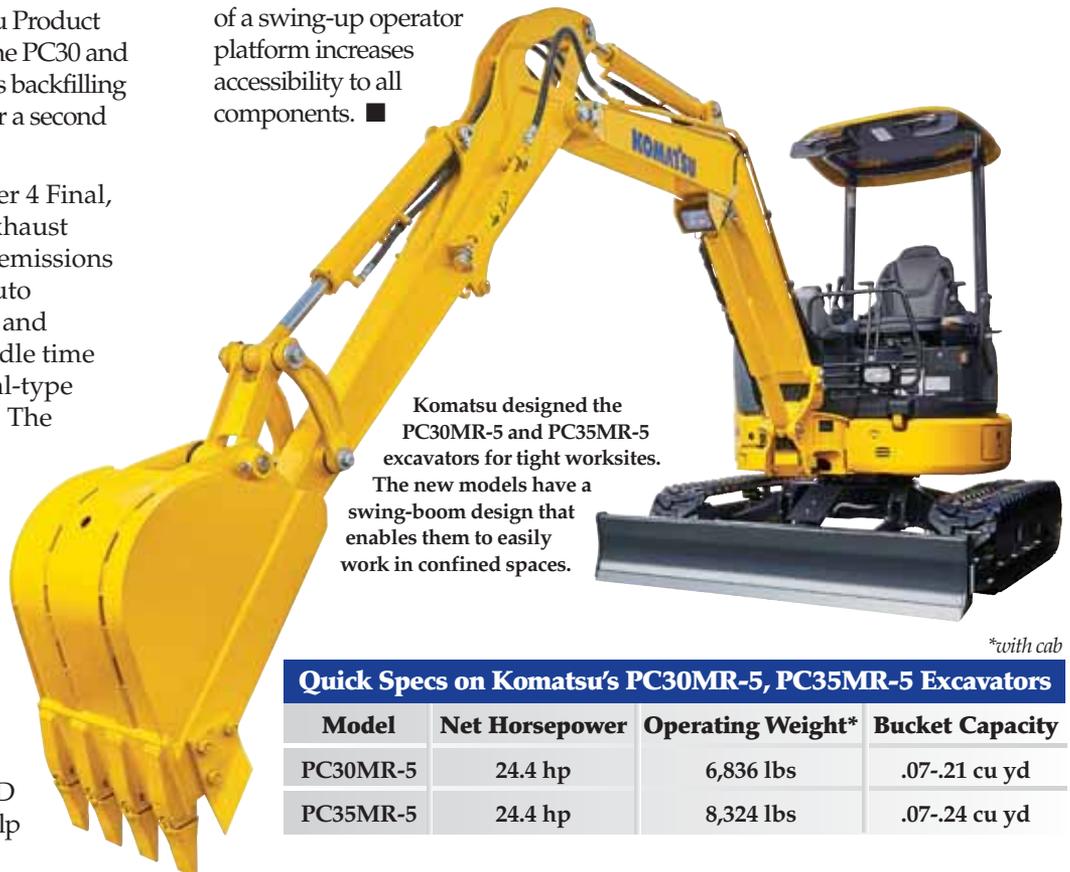
operators monitor machine-performance metrics and maximize fuel efficiency.

Komatsu improved visibility and functionality inside the cab through several enhancements, including a swing-open hinge door. The cab has a flat rear window to increase visibility and reduce replacement costs. The two-post ROPS canopy is designed with no front posts, which can distract the operator.

Daily maintenance and service is easier on the excavators, as both the PC30 and PC35 have wide service doors for access to ground-level maintenance. The addition of a swing-up operator platform increases accessibility to all components. ■



Des Jarvis,
Komatsu Product
Marketing Manager



Komatsu designed the PC30MR-5 and PC35MR-5 excavators for tight worksites. The new models have a swing-boom design that enables them to easily work in confined spaces.

**with cab*

Quick Specs on Komatsu's PC30MR-5, PC35MR-5 Excavators			
Model	Net Horsepower	Operating Weight*	Bucket Capacity
PC30MR-5	24.4 hp	6,836 lbs	.07-.21 cu yd
PC35MR-5	24.4 hp	8,324 lbs	.07-.24 cu yd

ATLAS COPCO AND ROLAND MACHINERY CO.

Everything a driller needs

From a full range of Atlas Copco drilling rigs to a complete line of hammers, bits and other consumables, we've got you covered. And when it comes to service after the sale, the partnership of Atlas Copco and Roland Machinery Co. will deliver.

Sustainable Productivity

Atlas Copco



www.rolandmachinery.com

Springfield, IL
(217) 789-7711

Bolingbrook, IL
(630) 739-7474

Carterville, IL
(618) 985-3399

East Peoria, IL
(coming soon)
(309) 694-3764

Marengo, IL
(815) 923-4966

Portage, IN
(219) 764-8080

Escanaba, MI
(906) 786-6920

Bridgeton, MO
(314) 291-1330

Cape Girardeau, MO
(573) 334-5252

Columbia, MO
(573) 814-0083

Palmyra, MO
(573) 769-2056

Deforest, WI
(608) 842-4151

De Pere, WI
(920) 532-0165

Eau Claire, WI
(715) 874-5400

Franksville, WI
(262) 835-2710

Schofield, WI
(715) 355-9898

A PROVEN WINNER

Komatsu's new 931 harvester defines next generation with a host of productive new features

Demanding logging applications require machines that can withstand the rigors of daily use and consistently deliver high productivity. Komatsu's totally new, four-model harvester family – led by its flagship 931 harvester – is doing just that.

“Our new harvester family was designed from the ground up to set the industry benchmark for productivity, operator comfort and eco-friendliness,” said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. “The 931 harvester is our high-volume flagship model in the family.”

Komatsu designed the 931 harvester for serious productivity by including the new 3-Pump Hydraulic System (3PS), featuring dual circuits with separate pressure levels. The system is power-regulated against the engine and offers a class-leading working hydraulic flow of 139 gallons per minute (528 liters per minute), which is 68-percent-greater than the prior 931.1 model.

Unique pressure and flow optimization enables operators to work considerably faster without losing hydraulic power. Operators can use multiple functions simultaneously with maximum hydraulic power, such as slewing the crane, feeding a log and maneuvering the machine – all with optimally low fuel consumption.

Performance and productivity are further enhanced with the new H-series parallel crane that has greater lift capacity, 360-degree cab/crane rotation and automatic four-way cab/crane leveling, which keeps the operator on a consistent plane and ensures an unobstructed view of the tree at all times. While a variety of harvesting heads are offered to meet specific applications, the

C144 model is a strong overall performer and serves the broadest market segment. It has a maximum cutting diameter of 28 inches, and the powerful four-wheel-drive feed system generates 6,650 pounds of feed force.

The larger, modern cab increases the front line-of-site visibility by 62-percent upward and 17-percent downward. Operator comfort was enhanced with an automotive-grade fit and finish interior, first-class ergonomics and adjustable hand controls.

The 931 harvester has a new 251-horsepower Tier 4 Final engine that is both powerful and more fuel efficient than prior models. A cold-weather starting system, which heats the batteries, engine coolant, diesel exhaust fluid and hydraulic oil, come standard on the harvester.

“Since the first next-gen harvesters began working in the woods last fall, every indication is that we have achieved our productivity, operator comfort and eco-friendliness goals,” stated Yolitz. “The 931 harvester is proving to be an outright winner.” ■



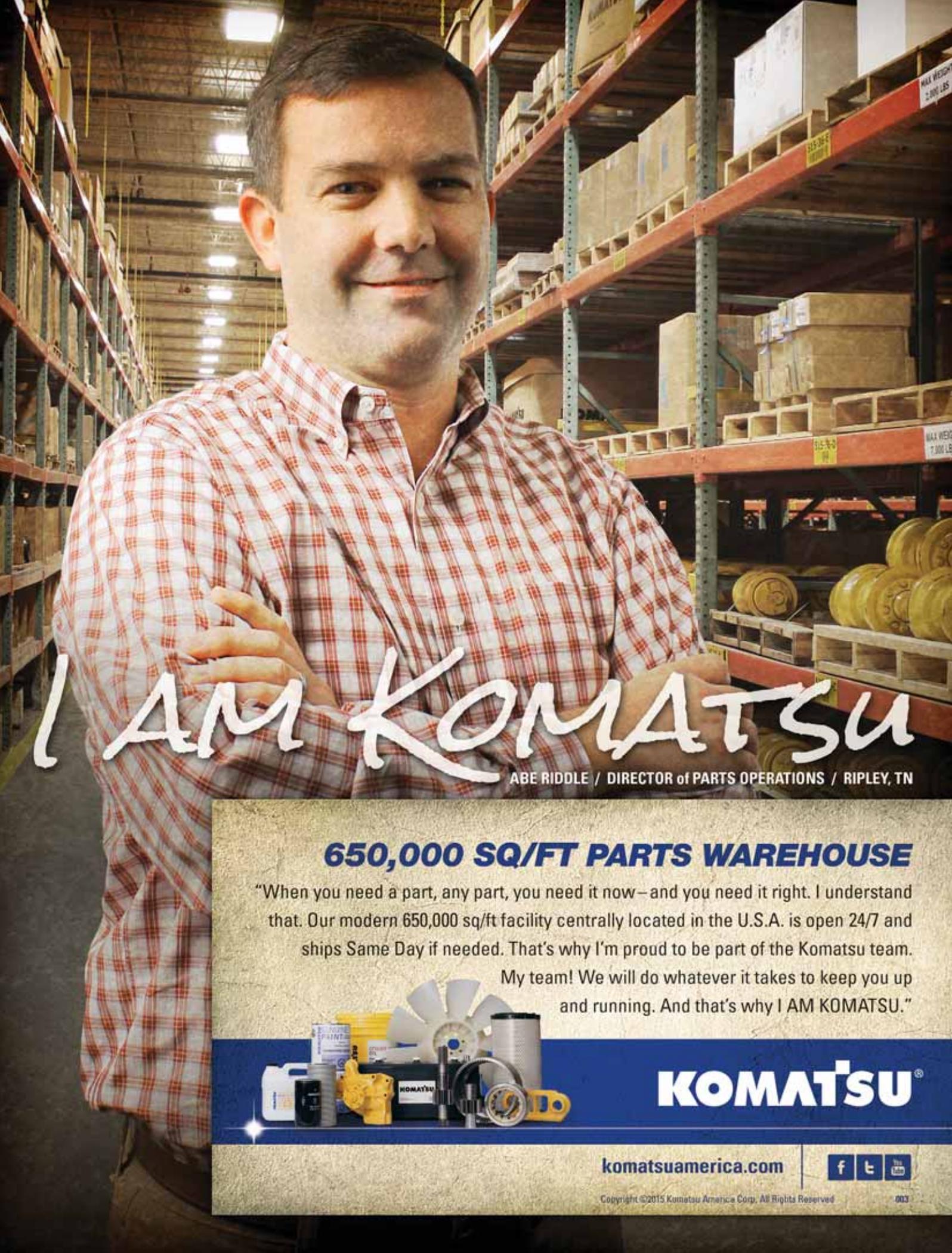
Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

The 931 harvester features a new cab, crane, hydraulic system and a new Tier 4 Final engine, which is more fuel efficient than the prior model.



Discover more





I AM KOMATSU

ABE RIDDLE / DIRECTOR of PARTS OPERATIONS / RIPLEY, TN

650,000 SQ/FT PARTS WAREHOUSE

"When you need a part, any part, you need it now – and you need it right. I understand that. Our modern 650,000 sq/ft facility centrally located in the U.S.A. is open 24/7 and ships Same Day if needed. That's why I'm proud to be part of the Komatsu team.

My team! We will do whatever it takes to keep you up and running. And that's why I AM KOMATSU."



KOMATSU®

komatsuamerica.com



Copyright ©2015 Komatsu America Corp. All Rights Reserved

003

ENSURING YOUR UPTIME

Abe Riddle says the aim of Komatsu's Ripley Parts Operation is timely delivery from its vast inventory

QUESTION: What is the role of Komatsu's Ripley Parts Operation in Tennessee?

ANSWER: It is the central parts warehouse for North America and Latin America, with an emphasis on parts for Komatsu construction, forestry, forklift and industrial press products. We also carry parts for what we call "mining support," which is inventory related to non-electric-drive trucks.

Everything – O-rings, engines, transmissions and some boom-assembly parts – comes through here and is shipped to our distributors or one of our eight regional parts distribution hubs located in the United States and Canada. We serve Komatsu affiliates globally, too, but our primary customer base is in North American and Latin American countries.

Our most important role is ensuring those parts arrive in a timely manner. The Parts Operation Department runs two shifts per day, but we're really a 24/7/365 operation. We have a hotline number (731-635-6120) and staff on-call, so even if customers call during holidays or off hours, we can still process their orders and get them shipped. It's our goal to have most parts orders in customers' hands the same day or the next day.

QUESTION: Why is that important?

ANSWER: When machines are down, customers are losing money. We understand that, so our response is critical. The faster they get the parts, the faster they can be back up and running. Many customers tell me that service after the sale is a huge factor in what brand of equipment they choose, so we obviously place a heavy emphasis on timely parts support.

Continued ...



**Abe Riddle, General Manager,
Ripley Parts Operation**

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.

Abe Riddle joined Komatsu's Ripley Parts Operation (RPO) in Ripley, Tennessee, 10 years ago in an inventory-planning position. He moved into a continuous-improvement role, then into inventory management. Later, he managed the warehouse.

"Through my progression, I think I have touched every area at some point," said Riddle. "It was good preparation for my current position."

Today, Riddle oversees the Master Parts Distribution Center, helping ensure that inventory levels are appropriate and "that the right part gets to the right place at the right time," according to Riddle.

"Our availability is outstanding at more than 96 percent," said Riddle. "I believe Komatsu has built a strong parts-support network, and I'm proud to be a part of a forward-thinking company that emphasizes continuous improvement to better serve customers."

Riddle started in the manufacturing industry at 18, and earned his undergraduate degree in business from Union University in Jackson, Tennessee, by attending classes at night. After joining Komatsu, he completed an MBA through Union while working at the Master Parts Distribution Center.

Abe and his wife, Stephanie, have three children and enjoy spending time together as a family. He also likes to duck hunt.

Location is key for Ripley Parts Operation in Tennessee

... continued

QUESTION: Why is Ripley, Tennessee, a good location?

ANSWER: We are strategically located close to a major freight hub in Memphis. That allows us to take orders late in the day and still be able to get parts where they need to be early the next day, in most cases. For example, if someone in Washington state places an order at 6 p.m., they will have it around 10 a.m., depending on what they ordered.

QUESTION: How likely is it that you will have the parts on hand that customers need?

ANSWER: Highly likely as we carry about \$560 million in inventory. Our target is 95-percent availability, meaning that when an order is placed, we have what's needed on the shelf and ready to go. Currently we are at 96.4 percent.

QUESTION: How do you know what inventory to have on hand?

ANSWER: There are several factors we take into account. We consider historical demand, and we collaborate with distributors to understand their operations and machine populations. We also use KOMTRAX to monitor data that helps us anticipate future parts needs. In addition, our manufacturing plants give us recommended lists of parts for new machines. All of that information helps us get a strong hold on what we need to build inventory and keep parts stocked at appropriate levels.

QUESTION: What about older machines?

ANSWER: We maintain a good deal of inventory for machines dating back a decade or more, so we likely have the needed parts on hand. If we don't, we can source parts from trusted suppliers. We will do everything we can to make sure customers get what they need. ■



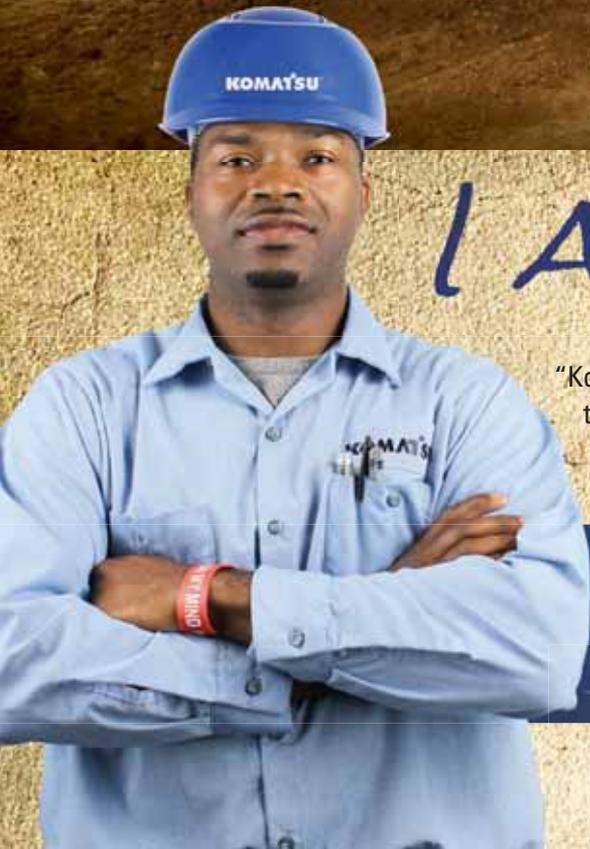
General Manager, Ripley Parts Operation (RPO), Abe Riddle says the RPO's most important role is ensuring that parts arrive in a timely manner. With nearly 97-percent availability, most orders are filled within 24 hours.

Komatsu's Ripley Parts Operation (RPO) is the central parts warehouse for North America and Latin America. Its inventory includes items for construction, forestry, industrial press and mining support. It also includes parts for Komatsu forklifts, like the one pictured here, which RPO personnel use at the warehouse.

WA470-8

INCREASE PRODUCTION WHILE LOWERING FUEL COSTS

- Komatsu SmartLoader Logic for optimal energy savings
- Large capacity torque converter with lock-up
- All-new cab for comfort and visibility
- Powerful 272 HP engine



I AM KOMATSU

OLANJUWON LUKIE / ASSEMBLER / NEWBERRY, SC

"Komatsu loaders are tough. The loaders I assemble here in South Carolina are built to high standards. I know because my team and I meet and exceed those standards every day. Our goal is to build you a product that will handle the jobs you throw at it and keep coming back for more. And that's why I AM KOMATSU."

MADE WITH PASSION AND PRIDE

KOMATSU[®]

komatsuamerica.com



Copyright ©2015 Komatsu America Corp. All Rights Reserved

006

TURNING 60,000

Komatsu CARE program celebrates milestone service interval



Mike Hayes,
Komatsu Director
of Distributor
Development

Komatsu launched Komatsu CARE in 2011 with one goal in mind: demonstrate the company's commitment to delivering quality parts and reliable service in a manner that ensures a customer's machine performance is never compromised. That goal has been accomplished – 60,000 times. Columbus Equipment Company (CEC), the Komatsu distributor in Ohio, performed the 60,000th Komatsu CARE service interval on a D61EXi-23 dozer for Eramo & Sons in late March.

"We're very honored to participate in Komatsu CARE and to have completed the 60,000th service," said CEC President Josh Stivison. "We're also proud to conduct the service for Eramo & Sons, a company we have a rich history with."

CEC completed the milestone service interval during a ceremony at its Columbus, Ohio, facility and presented Eramo & Sons with a certificate to celebrate the event.

"Through Komatsu CARE, we can make sure our customers' Tier 4 machines are maintained

properly," said Komatsu Director of Distributor Development Mike Hayes. "Komatsu CARE secures uptime, increases productivity and protects residual values for the machines. It also keeps service technicians familiar with the customer's equipment, which is great for future maintenance. The service is complimentary, and we contact customers to schedule the maintenance at a convenient time and jobsite location. This way, the customers save time and money and can schedule their maintenance downtime."

The Komatsu CARE complimentary maintenance program provides service on Tier 4, construction-sized machines – whether rented, leased or purchased – for the first three years or 2,000 hours of operation. The program includes scheduled factory maintenance, a 50-point inspection at each service interval and two Komatsu Diesel Particulate Filter exchanges within the first five years. Komatsu distributors monitor the machines and contact owners when a service is due. Then, a Komatsu CARE-certified service technician performs the maintenance.

Today, Komatsu CARE programs are standard on all Tier 4 and Tier 4 Final machines in the United States and Canada. The program has been a huge success with customers, including Eramo & Sons.

"Komatsu CARE saves us a lot of labor," said Eramo & Sons Chief Mechanic Dave Penwell. "It also keeps me more involved with the service department at the distributorship. Overall, it makes my job easier. They take care of everything."

"We began using Komatsu equipment in the 1970s; it was a decision that has served us well," added Chairman Rocky Eramo. "Komatsu makes an excellent product, and our distributor has always been there to help us. Today, we have about 45 Komatsu machines in our fleet. It's been a great partnership." ■

Officials from Komatsu and Columbus Equipment Company (CEC) present Eramo & Sons' representatives with a certificate to celebrate the 60,000th Komatsu CARE service interval. CEC completed the milestone service on Eramo & Sons' D61EXi-23 dozer in late March.



**ROLAND
MACHINERY CO.**

www.rolandmachinery.com

East Peoria Store Opening Soon!!



**4299 N. Main St. Unit A
East Peoria, IL 61611**

Roland Machinery is proud to announce the opening of a new store in East Peoria, IL. We are strategically located in five states with **NOW 16** full-service locations.

New Sales • Used Sales • Rental • Parts • Service • Hose • Repairs



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence®

**PALADIN OFFERS
THE WIDEST BREADTH
OF ATTACHMENT
SOLUTIONS ACROSS ALL
APPLICATIONS**

**CONSTRUCTION
MATERIAL HANDLING
VEGETATION MANAGEMENT
LAND CLEARING
LANDSCAPING
AGRICULTURE MATERIAL HANDLING
SNOW REMOVAL
ENERGY
DEMOLITION**

BRADCO CP CUSTOMWORKS CUIS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

www.paladinattachments.com

LeeBoy



8616B Asphalt Paver



8515D Asphalt Paver

endless
PAVEMENT
solutions.

Increase productivity and reduce operating costs with LeeBoy's 8515D Asphalt Paver. The 8515D 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 Tier 4 Final Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the new, heavy-duty 815 electric screed.



www.rolandmachinery.com

Springfield, IL
(217) 789-7711

Bolingbrook, IL
(630) 739-7474

Carterville, IL
(618) 985-3399

East Peoria, IL
(coming soon)
(309) 694-3764

Marengo, IL
(815) 923-4966

Portage, IN
(219) 764-8080

Escanaba, MI
(906) 786-6920

Bridgeton, MO
(314) 291-1330

Cape Girardeau, MO
(573) 334-5252

Columbia, MO
(573) 814-0083

Palmyra, MO
(573) 769-2056

Deforest, WI
(608) 842-4151

De Pere, WI
(920) 532-0165

Eau Claire, WI
(715) 874-5400

Franksville, WI
(262) 835-2710

Schofield, WI
(715) 355-9898

ROSCO

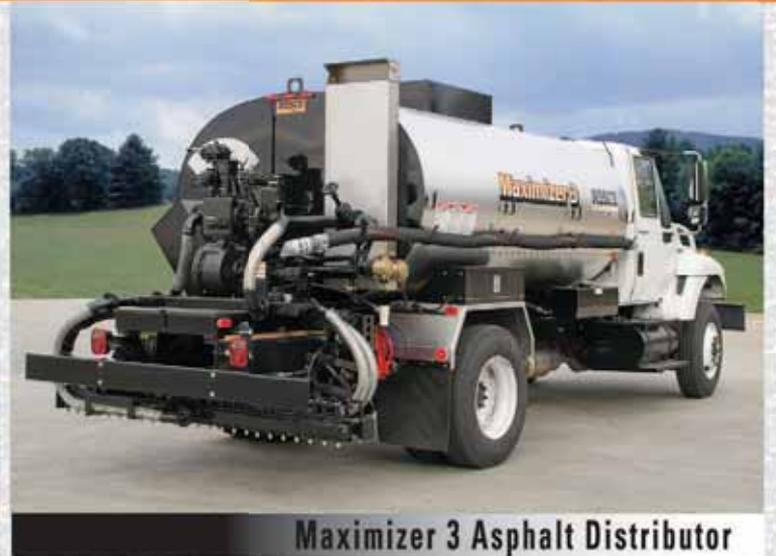
A LeeBoy Company



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

Marengo, IL
(815) 923-4966

Escanaba, MI
(906) 786-6920

Cape Girardeau, MO
(573) 334-5252

Palmyra, MO
(573) 769-2056

De Pere, WI
(920) 532-0165

Franksville, WI
(262) 835-2710

Bolingbrook, IL
(630) 739-7474

East Peoria, IL
(coming soon)
(309) 694-3764

Portage, IN
(219) 764-8080

Bridgeton, MO
(314) 291-1330

Columbia, MO
(573) 814-0083

Deforest, WI
(608) 842-4151

Eau Claire, WI
(715) 874-5400

Schofield, WI
(715) 355-9898



www.rolandmachinery.com

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

IN THE SPOTLIGHT

Komatsu displays WA500-7 Yard Loader arrangement at record-setting asphalt, aggregate events

The co-located 2016 World of Asphalt Show & Conference and AGG1 Academy & Expo set new attendance records with more than 9,000 people checking out the exhibits inside the Music City Center in Nashville. Komatsu was among the exhibitors, displaying a 353-horsepower WA500-7 Yard Loader arrangement that is designed to load 24-ton on-highway trucks in two passes.

“Loading trucks in fewer passes increases production, and that’s just one advantage the WA500-7 Yard Loader arrangement presents,” said Rob Warden, Komatsu National Account Manager. “It’s great for moving and stockpiling already-processed materials.”

The 79,000-pound-plus loader that Komatsu displayed features a 9.8-cubic-yard, flat-floor bucket, which increases capacity and productivity for applications involving re-handled or loose materials. Komatsu added a larger-diameter bucket cylinder to the WA500-7 Yard Loader arrangement 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.

The machine has 29-inch rims and low-profile tires for increased stability; front and rear brake-cooling systems, which maximize 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 handles loose stone, sand, gravel and other materials very well downstream from a crusher,” said Joe Sollitt, Komatsu Product Marketing Manager. “It fits perfectly into the asphalt and aggregate industries.”

All 50 states represented

Attendees from every state, nine Canadian provinces and more than 60 other countries made their way to the events, which covered a record 157,000 net square feet of exhibit space. The shows featured more than 500 exhibitors, including 150 new ones.

World of Asphalt and AGG1 will be held again March 6-8, 2018, in Houston. The annual shows will skip next year due to CONEXPO-CON/AGG. ■



Attendees of the 2016 Asphalt Show & Conference and AGG1 Academy & Expo check out the Komatsu WA500-7 Yard Loader arrangement. The 79,000-pound-plus loader that Komatsu displayed features a 9.8-cubic-yard, flat-floor bucket, which increases capacity and productivity for applications involving re-handled or loose materials.



UNBEATABLE TEAM.



Close to
our customers



PASSION

The Wirtgen Group owes its strength to the excellence of its four product brands – Wirtgen, Vögele, Hamm and Kleemann – with their unique wealth of experience.

Put your trust in the Wirtgen Group team.



ROAD AND MINERAL TECHNOLOGIES

www.wirtgenamerica.com



www.rolandmachinery.com

Springfield, IL
(217) 789-7711

Bolingbrook, IL
(630) 739-7474

Carterville, IL
(618) 985-3399

East Peoria, IL
(coming soon)
(309) 694-3764

Marengo, IL
(815) 923-4966

Portage, IN
(219) 764-8080

Escanaba, MI
(906) 786-6920

Bridgeton, MO
(314) 291-1330

Cape Girardeau, MO
(573) 334-5252

Columbia, MO
(573) 814-0083

Palmyra, MO
(573) 769-2056

Deforest, WI
(608) 842-4151

De Pere, WI
(920) 532-0165

Eau Claire, WI
(715) 874-5400

Franksville, WI
(262) 835-2710

Schofield, WI
(715) 355-9898

PLAYING IN THE SAND

Komatsu, Extreme Sandbox enter partnership aimed at increasing national exposure to construction industry

Komatsu has teamed up with Extreme Sandbox, LLC, a top-rated, heavy-equipment-adventure company, to become its exclusive equipment sponsor. The partnership enables both companies to expose more Americans to the experience of operating heavy equipment.

Extreme Sandbox provides guests with a truly unique opportunity to operate real construction equipment inside a 10-acre "sandbox." Expert instructors help guests learn and operate the machines in a proper operating environment, while creating a fun and memorable experience.

Together, the two companies plan to expand the public's exposure to heavy machinery. By combining Extreme Sandbox's national expansion plans and proven track record of creating memorable experiences, with Komatsu's world-class machines, national reach and global resources, the partnership will introduce a new generation to heavy machinery and an under-explored area for rewarding careers.

"This alliance is an opportunity to transform these impressive marvels of engineering technology from a roadside and work-zone curiosity, to an informative, exciting, hands-on experience," said Rich Smith, Vice President, Product Services Division for Komatsu America. "Long term, we hope climbing inside and feeling the comfort, speed and power of these machines inspires a new generation of men and women who are good with their hands to consider construction careers. The construction industry provides great employment opportunities for future operators, technicians and engineers. The degree to which cutting-edge technology will shape the jobsites and careers in the construction industry of the future is a well-kept secret. We want to change that."

Extreme Sandbox currently has two locations: its Trip-Advisor-No. 1-rated suburban Minneapolis site and its new one about an hour north of Dallas. More sites are planned for several U.S. cities in the next few years. Permanent locations will offer the opportunity to schedule machine and operator training at the high school and community college levels, as well as demonstration and customer appreciation events for local Komatsu distributors.

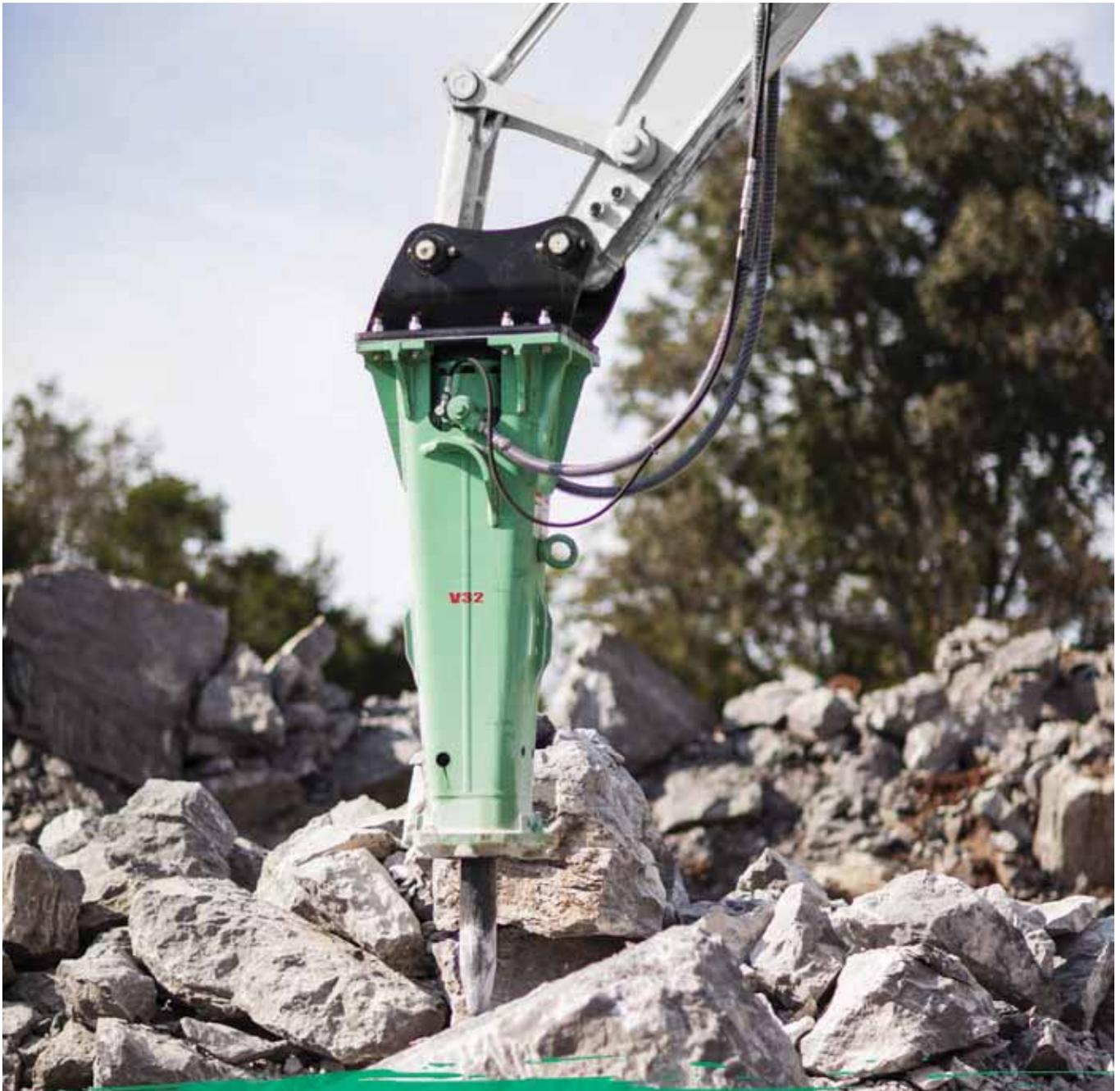
It will also allow Extreme Sandbox to collaborate with local distributors and embark on periodic road tours that spread the message of a thrilling experience and rewarding careers to local communities across the country, via tailgating events, state fairs, festivals, parades and other avenues. ■



Rich Smith,
Vice President,
Product Services
Division for
Komatsu America



Komatsu teamed up with Extreme Sandbox to become its exclusive equipment sponsor. The partnership enables both companies to expose more Americans to the experience of operating heavy equipment. Extreme Sandbox provides guests with a truly unique opportunity to operate real construction equipment inside a 10-acre "sandbox."



THE ANSWER HAS ARRIVED

www.montabert.com
Customer Service - 866-472-4373

Follow us on social media
for regular updates!



MONTABERT



Engineering Innovation since 1921



www.rolandmachinery.com

Springfield, IL
(217) 789-7711

Bolingbrook, IL
(630) 739-7474

Carterville, IL
(618) 985-3399

East Peoria, IL
(coming soon)
(309) 694-3764

Marengo, IL
(815) 923-4966

Portage, IN
(219) 764-8080

Escanaba, MI
(906) 786-6920

Bridgeton, MO
(314) 291-1330
Cape Girardeau, MO
(573) 334-5252

Columbia, MO
(573) 814-0083

Palmyra, MO
(573) 769-2056

Deforest, WI
(608) 842-4151

De Pere, WI
(920) 532-0165

Eau Claire, WI
(715) 874-5400

Franksville, WI
(262) 835-2710

Schofield, WI
(715) 355-9898

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



Komatsu PC200LC-8, '06, 5,300 hrs\$79,000



KOMATSU

**KOMATSU
REMARKETING**



Hamm HD8 VV, '12, 493 hrs.....\$21,000

DOZERS

Case 1650K, '04, 391 hrs	\$49,000
Cat D4H XL, '86, 6,557 hrs	\$21,500
Komatsu D51PX-22, '07, 5,510 hrs	\$114,500
Komatsu D51PX-22, '08, 4,247 hrs	\$114,500
Komatsu D61EX-15ED, '12, 3,158 hrs	\$139,000
Komatsu D61PX-15ED, '08, 4,180 hrs	\$99,000
Komatsu D61PX-23, '14, 1,838 hrs	\$179,000
Komatsu D61PX-23, '14, 2,367 hrs	\$179,000
Komatsu D65EX-15, '06, 2,301 hrs	\$144,500
Komatsu D65PX-15ED, '06, 11,070 hrs	\$59,000
Komatsu D65EX-15ED, '07, 3,934 hrs	\$149,500
Komatsu D65PX-15ED, '07, 4,704 hrs	\$149,500
Komatsu D65PX-17, '12, 1,709 hrs	\$215,000
Komatsu D65WX-15ED, '07, 3,959 hrs	\$157,000
Komatsu D155AX-6, '11, 3,694 hrs	\$265,000
Komatsu D275AX-5, '03, 23,015 hrs	\$99,500

FORESTRY

Deere 759J, '14, 1,186 hrs	\$435,000
Komatsu 911.4, '11, 6,132 hrs	\$359,000
Komatsu 911.4, '10, 5,225 hrs	\$370,000
Ponsse Ergo Harvester, '05, 13,239 hrs	\$160,499
Ponsse Ergo, '05, 17,610 hrs	\$125,000
Valmet 931.1, '11, 7,200 hrs	\$349,000

MATERIAL HANDLERS

Cat 365CL-MH, '08, 10,428 hrs	\$137,500
Gehl RS8-42, '03, 3,594 hrs	\$37,500
Komatsu P400LC-8MH, '08, 6,095 hrs	\$219,500
Sennebogen 825M D, '13, 17 hrs	SCALL



Komatsu D61PX-15ED, '08, 4,180 hrs\$99,000

OFF-HIGHWAY TRUCKS

Komatsu HD465-7, '06, 18,843	\$219,500
------------------------------	-----------

MILLING

Wirtgen W60, '08, 628 hrs	\$144,900
Wirtgen W600, '03, 2,403 hrs	\$59,500
Wirtgen W2000, '08, 7,798 hrs	\$199,999
Wirtgen W2000FCS, '01, 11,797 hrs	\$99,000
Wirtgen W2100, '04, 8,538 hrs	\$209,500
Wirtgen WR240, '06, 7,913 hrs	SCALL

COMPACTION

Bomag BC61RB, '00, 15,862 hrs	\$49,900
Bomag BC1172RB, '05, 15,531 hrs	\$89,900
Hamm HD8 VV, '12, 324 hrs	\$21,000
Hamm HD8 VV, '12, 493 hrs	\$21,000
Hamm HD14VV, '09, 0 hrs on engine	\$25,799
Hamm HD120HV, '03, 2,690 hrs	\$32,999
Hypac C778A, '95, 6,674 hrs	\$9,000
Stone WP4100 Double Drum, '09, 1,018 hrs	\$14,599

PAVING

Cat AP-1000B, '03, 5,781 hrs	\$53,399
Leeboy 8500T, '06, 5,859 hrs	\$20,799
Vogele 5203-2, '08, 4,307 hrs	\$115,000
Vogele 880WB, '05, 5,862 hrs	\$26,699

WATER EQUIPMENT

Komatsu HM300-2, '07, 6,500 gal	\$299,499
---------------------------------	-----------

SKID STEER

New Holland L230, '14, 295 hrs	\$49,399
--------------------------------	----------

TRAILERS

Trailboss 25-Ton, '90	\$7,500
-----------------------	---------

WHEEL LOADERS

Deere 544K, '13, 1,023 hrs	\$159,000
Deere 624K, '13, 948 hrs	\$166,000
Deere 624K, '13, 905 hrs	\$166,000
Komatsu WA200PZ-6, '14, 957 hrs	\$115,000
Komatsu WA270-7, '15, 177 hrs	\$139,000
Komatsu WA270-7, '15, 759 hrs	\$129,000
Komatsu WA380-6, '11, 2,888 hrs	\$150,000
Komatsu WA380-6, '12, 2,571 hrs	\$165,000
Komatsu WA380-7, '12, 3,025 hrs	\$147,500
Komatsu WA400-5L, '05, 10,968 hrs	\$72,999
Komatsu WA500-6, '09, 9,628 hrs	\$207,299
Komatsu WA500-7, '12, 4,618 hrs	\$265,000
Komatsu WA500-6, '09, 8,621 hrs	\$211,399
Terex TL300-2, '08, 2,441 hrs	\$69,500

CRUSHING/SCREENING

Kleemann MSD190D Screen, '13, 688 hrs	\$255,000
Kleemann MC110Z Crusher, '13, 714 hrs	\$475,000
Kleeman MR130Z, '11, 6,158 hrs	\$415,000
Metso LT 1415, '06, 7,401 hrs	SCALL

EXCAVATORS

Atlas Copco MB1200 Hydraulic Hammer, '05, Rebuilt & Painted	\$21,799
Case CX135SR, '11, 2,350 hrs	\$88,000
Case CX160, '05, 6,579 hrs	\$45,599
Cat 330CL, '02, 12,032 hrs	\$59,500
Cat M318, '96, 6,440 hrs	\$39,500
Deere 2000 LC, '11, 1,700 hrs	\$125,000
Deere 200C LC, '04, 8,988 hrs	\$60,000
Deere 225C LC, '04, 7,029 hrs	\$62,667
Deere 350DLC, '07, 5,837 hrs	\$109,500
Deere 350DLC, '07, 6,832 hrs	\$109,500
Gradall XL3100, '03, 4,889 hrs	\$47,900
Kobelco SK485-9, '12, 3844 hrs	\$184,599
Komatsu PC128, '02, 8,947 hrs	\$29,000
Komatsu PC138USLC-8, '12, 2,056 hrs	\$105,000
Komatsu PC138USLC-8, '13, 2,432 hrs	\$115,000
Komatsu PC200LC-7, '03, 8,117 hrs	\$65,000
Komatsu PC200LC-7, '03, 7,248 hrs	\$45,000
Komatsu PC210LC-10, '14, 978 hrs	\$150,000
Komatsu PC210LC-10, '14, 1,307 hrs	\$178,000
Komatsu PC210LC-10, '15, 812 hrs	\$169,000
Komatsu PC220LC-6, '98, 19,095 hrs	\$37,100
Komatsu PC220LC-6, '99, 12,994 hrs	\$34,000
Komatsu PC220LC-7, '04, 12,969 hrs	\$48,000
Komatsu PC220LC-8, '06, 9,204 hrs	\$83,000
Komatsu PC220LC-8, '06, 5,300 hrs	\$79,000
Komatsu PC228USLC-1, '99, 4,400 hrs	\$54,500
Komatsu PC228USLC-8, '12, 3,449 hrs	\$155,000
Komatsu PC228USLC-10, '14, 923 hrs	\$186,599
Komatsu PC300LC-7 w/Shear, '06, 7,463 hrs	\$265,000
Komatsu PC300LC-7E0, '06, 7,736 hrs	\$110,000
Komatsu PC300LC-8, '09, 9,584 hrs	\$119,000
Komatsu PC360LC-10, '12, 1,148 hrs	\$264,500
Komatsu PC400LC-6, '02, 13,868 hrs	\$49,000
Komatsu PC400LC-7, '06, 10,541 hrs	\$76,500
Komatsu PC400LC-7E0, '07, 10,905 hrs	\$92,500
Komatsu PC400LC-7E0, '07, 10,448 hrs	\$99,500
Komatsu PC400LC-8, '08, 7,118 hrs	\$127,000
Komatsu PC490LC-10, '13, 2,977 hrs	\$268,999
Komatsu PC490LC-10, '12, 3,136 hrs	\$265,000
Komatsu PC490LC-10, '12, 4,306 hrs	\$245,000
Komatsu PC490LC-10LR, '10, 4,720 hrs	\$289,500
Komatsu PC600LC-7, '05, 10,328 hrs	\$199,500
Komatsu PC600LC-8, '06, 10,478 hrs	\$199,500
Komatsu PC650LC-3, '89, 20,397 hrs	\$36,200
Volvo EC220DL, '13, 2,151 hrs	\$134,500
Volvo EC380DL, '11, 4,017 hrs	\$150,000
Volvo EC380DL, '11, 2,847 hrs	\$155,000



Komatsu D61EX-15ED, '12, 3,158 hrs\$139,000

Financing available for qualified buyers.

16 Roland branch locations in IL, IN, MI, MO and WI

Call AJ Perisho (217) 789-7711 • Email: aperisho@rolandmachinery.com

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

Presorted Standard
 US Postage Paid
 C.P.I.

16no2

Change Service Requested



www.rolandmachinery.com



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

Springfield, IL
 (217) 789-7711

Bolingbrook, IL
 (630) 739-7474

Carterville, IL
 (618) 985-3399

East Peoria, IL
(coming soon)
 (309) 694-3764

Marengo, IL
 (815) 923-4966

Portage, IN
 (219) 764-8080

Escanaba, MI
 (906) 786-6920

Bridgeton, MO
 (314) 291-1330

Cape Girardeau, MO
 (573) 334-5252

Columbia, MO
 (573) 814-0083

Palmyra, MO
 (573) 769-2056

Deforest, WI
 (608) 842-4151

De Pere, WI
 (920) 532-0165

Eau Claire, WI
 (715) 874-5400

Franksville, WI
 (262) 835-2710

Schofield, WI
 (715) 355-9898

