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GEOTECHNICAL CONSTRUCTION, INC.

Southeastern-Illinois company specializes in dewatering projects in the Mississippi River Valley



Mark Dragovich, President (left) and Jon Dragovich, Vice President

LAKESHORE RECYCLING SYSTEMS

Merger creates major player in Chicago-area waste and recycling services industry



Rich Golf,
Managing Partner

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Matthew L. Roland

**Komatsu is
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revolution**



Dear Valued Customer:

What an exciting time to be in construction. Today's technology is making companies more productive and efficient than ever. Komatsu continues to lead the revolutionary changes that maximize productivity, decrease downtime and increase your bottom line.

This issue of your Roland Industry Scoop illustrates that perfectly. Here, you will find articles on new *intelligent* Machine Control products that make every pass count – from rough-cut to finish grade. Among them are the new PC360LCi-11 and PC490LCi-11 excavators.

Last year, Komatsu introduced the world's first *intelligent* Machine Control semi-automatic excavator. Now, Komatsu delivers two more excavators that take you straight to grade.

The fun doesn't stop there. Komatsu also filled a gap in its dozer lineup by adding a new D85i-18. Featuring a patented SIGMADOZER® blade, it moves massive amounts of dirt. Read about the features of this new dozer inside.

Want to know which machine is the right size for your operation and applications? We can help you determine that, and there is an article inside which provides beneficial information on this topic. There is also an informative article on the new Komatsu WA320-8 and WA500-8 wheel loaders.

If you wish to demonstrate any of these machines, or if there is anything else we can do for you, please call or stop by one of our branch locations.

Sincerely,
ROLAND MACHINERY CO.

Matthew L. Roland
President

Industry Scoop



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LAKESHORE RECYCLING SYSTEMS

Merger creates major player in Chicago-area waste and recycling services industry



Rich Golf,
Managing Partner

Recycling Systems, Inc. and Lakeshore Waste Services were rapidly growing Chicago companies in the early 2000s. They conducted business with each other regularly and decided that teaming up would provide a unique service to the area. In 2013, the two companies merged to form Lakeshore Recycling Systems (LRS), creating a major player in Chicago’s waste management industry.

“It was a move that made a lot of sense,” said Rich Golf, who headed Recycling Systems, Inc., and is now a Managing Partner of LRS. Lakeshore Waste Services wanted to avoid taking waste loads to landfills, and Recycling Systems was looking for a guaranteed stream of material. The companies needed each other to reach those goals.”

Today, LRS has more than 600 employees and several facilities in the Chicago area that control and process approximately 2.2 million tons of waste material annually. The goal of the new company is to recycle as much of the material it handles as possible.

“We don’t own a landfill,” explained Golf. “One of the things that makes us unique is that we have the facilities and ability to sort out the

material. Everything – plastic, cardboard, C&D material and garbage – comes through us, and we separate it and sell it back to its original markets.”

Single-stream efficiency

To create an efficient operation for managing the large amount of material the merged company was handling, LRS purchased a Machinex single-stream system for its material recovery facility in Forest Park. The system, which was fully operational in early 2016, separates a load of raw material through a series of tracks and checkpoints.

“Conveyor belts and machines do nearly 80 percent of the sorting, and we have employees who monitor and cover the rest,” explained Golf. “We knew what material we wanted to produce on the back end, so we designed a system that would deliver it. Essentially, a load of material goes in one end and comes out sorted and baled on the other end.”

While it sounds like a magic sorting system, it is more sophisticated than that. Magnets, scales and electrical currents work together to identify and separate different types of material. The system has enabled LRS to increase production considerably.

“Before installing this system, we had a conveyor belt and picked out materials by hand; it wasn’t efficient at all,” said General Manager Jon Schroeder. “We have doubled or tripled our production with the single-stream system.”

LRS controls the material coming into the recovery facility by sorting loads at its other locations and by using residential recycling bins to increase the efficiency of the system.

“We run two, nine-hour shifts, and we are processing nearly 15 tons of material an hour,” stated Golf. “We think that total can be closer to 20 tons when we really ramp up production.”

The Komatsu PC210LC excavator is the machine of choice for Lakeshore Recycling Systems. The PC210LCs are used to load trucks and feed its material-processing system.



PC210LC continues to impress

Machinex recommended that LRS use a Komatsu WA500 wheel loader to manage the tip floor and keep the system fed, but the WA500 was too big for the facility. LRS turned to a Komatsu PC210LC excavator with a three-finger grapple attachment.

"No one had used an excavator in this application, so there were some concerns," recalled Facility Manager Mark Sredin. "Everyone was immediately impressed with how well the PC210LC performed. It takes up less space, we keep the system fed, use less fuel and we won't burn through a set of tires every year. It's doing the job of a WA500 and doing it more efficiently."

The idea to use a PC210LC stemmed from the company's success using it to load trucks and feed its C&D and wood-chipping systems.

"The PC210 is a hell of a machine," remarked Sredin. "We ask a lot of our machines. Some are running 23 hours a day, and the PC210s hold up. We started buying them in 2000, and we've continually been impressed. The cycle times are great, and they have the power to lift anything we need them to."

The LRS fleet includes 10 Komatsu PC210LC excavators, all purchased from Roland Machinery Company and Territory Manager John Kroger. The excavators are also equipped with waste-handling packages.

"We work in very dirty and dusty environments, and with the wide-fin radiators and reversible fans, we don't have to stop to blow out the radiator," explained Sredin. "Normally, we would need to stop five or six times a day to avoid overheating, but the PC210 can go all day without skipping a beat."

The excavators feature Komatsu CARE, with Roland performing complimentary service for the first 2,000 hours or three years, and KOMTRAX, Komatsu's machine-monitoring system.

"The services Roland provides are great," said Sredin. "We get updates in real time with KOMTRAX, and Roland completes all the service through Komatsu CARE. Everything is done for us."



Lakeshore Recycling Systems uses a Komatsu PC210LC instead of a wheel loader to feed the single-stream system at its material recovery facility in Forest Park. "It takes up less space, we keep the system fed, use less fuel and we won't burn through a set of tires every year," said Facility Manager Mark Sredin. "The PC210 is doing the job of a WA500, and doing it more efficiently."



Material is processed using a combination of machine settings and manual labor. It is separated, baled and sold back to its original markets.



(L-R) Lakeshore Recycling Systems Managing Partner Rich Golf, General Manager Jon Schroeder and Facility Manager Mark Sredin call on Roland Machinery Company Territory Manager John Kroger for parts and service on their Komatsu PC210LCs.

Looking ahead

LRS has experienced a great deal of growth since 2013 and hopes to continue that trend in the future.

"We're still a young company with new facilities, and I think we are just scratching the surface on what we can be," said Golf. "We're always looking to grow, and we're excited to see how that progresses in the future."

"We are diversified in the services we offer, and that makes us unique in this area," he added. "Those services, with a dedication to customer service, will help us grow and remain in demand." ■



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A SALUTE TO A CUSTOMER

GEOTECHNICAL CONSTRUCTION, INC.

Southeastern-Illinois company specializes in dewatering projects in the Mississippi River Valley



Mark Dragovich,
President

Springtime is a weather roller coaster for those living in the Midwest. Abundant sunshine on Monday can give way to flurries on Tuesday. While most of the weather inconsistencies are an annoyance, sometimes there are dangerous side effects. Constant rain and melting snow can push rivers and streams over their banks and cause serious property damage. Helping to prevent rivers from reaching that point is a specialty of Mount Olive, Illinois-based Geotechnical Construction, Inc. (GCI).

“One of the main components of our work is drilling relief wells for levees to relieve hydrostatic pressure,” noted GCI President Mark Dragovich. “These wells help control the flow of water when levels rise by diverting it to a pump station or drainage ditch. Without the wells, the water will force material up through the levee and could cause it to break, which leads to mass flooding.”

Mark, who earned a civil/structural engineering degree from the University of Illinois, built waste-energy plants before purchasing GCI with a partner in 1992. His son, Jon, started going on jobs and helping out in the shop at age 10 and

has progressed to running the field operations. Mark and Jon are the owners and operators of the company that has experienced significant growth in the past few years. GCI’s work is primarily focused along the Mississippi River Valley from St. Louis to New Orleans, as well as some jobs in the Ohio River Valley.

When working on relief projects, GCI creates artesian wells by drilling 27-inch holes between 80- and 120-feet deep. Once a well is made, it is fit with a stainless-steel casing and filled with filtered gravel. After GCI performs a pump test to remove the fine material that remains in the well, it is capped and covered. Jobs can vary in size, requiring as few as five wells or as many as 90.

“Every assignment is different,” said Mark. “We might take an entire day to set up, other times we complete a well per day. We may need to do some soil sampling, too. Planning is important.”

In addition to relief wells, GCI specializes in dewatering projects at new construction sites. It also has a five-year land-development contract at Lake Shelbyville in Illinois that includes grading for a campground, laying riprap and sewer pipe as well as constructing roads.

“I think the potential to expand into some other areas is there, but right now the water aspect of our business makes up the bulk of our work,” explained Mark.

Komatsu creates efficiency

GCI utilizes an efficient fleet that includes Komatsu PC88, PC290LC and PC360LC excavators. While each machine plays an important role in finishing jobs, the headliner is the new PC360LC.

“Having the PC360 really sets us apart from the competition,” said Jon. “It’s a do-it-all



Jon Dragovich,
Vice President

(L-R) The GCI team of Kevin Devries, Jason O’Neal, Denny Conroy, Mark Dragovich, Jon Dragovich, Nick Troeckler and Rick Scribner rely on Roland Sales Rep Chris Ingram for equipment and service.





Geotechnical Construction, Inc. uses its Komatsu PC360LC to move large objects like these water tanks on jobsites. "Having the PC360 really sets us apart from the competition," said Vice President Jon Dragovich. "It's a do-it-all machine. We can drill and trench with it, but the biggest advantage is its ability to move large objects."

machine. We can drill and trench with it, but the biggest advantage is its ability to move large objects. We previously used cranes to move heavy mats into place to level out jobsites and transport tanks to filter water. The PC360 handles those tasks now. It's been addition by subtraction."

The idea to use the PC360 for heavy lifting occurred in the midst of a 75-well project the company performed in Louisiana.

"It was pretty wet on that job, so we decided to do the work with an excavator that we were using instead of unloading another machine," said Mark. "It worked well, and we've been doing it this way ever since."

Trust in Roland

GCI turned to Roland Machinery Company and Sales Rep Chris Ingram to purchase the Komatsu excavators. The company's decision to acquire the PC360LC followed a similar path as its previous purchases.

"Until recently, we only rented machines," said Jon. "Finally, we decided it made more sense financially to buy the machines we were using a lot. That's how we bought the PC88 and PC290. We rented them for a while and then purchased them. We did the same with the PC360."

When it came time to add a new excavator, the choice to work with Roland and Komatsu was natural.

"Our relationship with Roland started with Paul Walters, who works in rentals. It has

continued with Chris, and we couldn't be happier," said Mark. "We've rented other brands when we've traveled, and we have some horror stories – generators showing up without lugs, light towers with bulbs that didn't work and a broken excavator. We've never had an issue with the equipment we rent from Roland. Every piece is always in great condition. This attention to detail made the decision to purchase from Roland clear cut."

A competitive package from Komatsu Financial and Komatsu CARE complimentary service for the first three years or 2,000 hours also prompted GCI to purchase the PC360LC.

"We went through Komatsu Financial and have Komatsu CARE for both the PC290 and PC360," noted Mark. "To get zero-percent financing and have Roland monitor and service the machine made it a slam dunk. It's rare to find a dealer that works with customers in this way."

Continued success

Mark predicts more of the same in the years to come for GCI. The company has enjoyed solid growth in the last few years, and he foresees a steady number of projects on the horizon.

"We've grown and become more efficient, which has been great," said Mark. "Right now, I don't see much change coming in the future. There is a lot of dewatering work that needs to be done, and we have a solid reputation among customers. As long as we continue to do quality work, I think we'll be successful." ■



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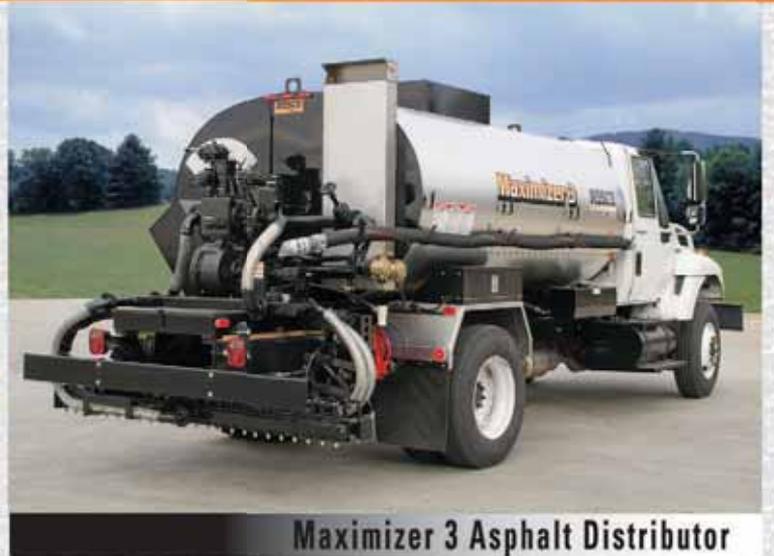
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CREATING A SAFETY CULTURE

Companies should focus on more than just recording zero incidents

Great news! Your project achieved a safety milestone with zero OSHA-recordable injuries. Mission accomplished, right? Not entirely. Most safety practitioners insist that there is always room for improvement with safety practices and procedures.

While the OSHA Recordable Incidence Rate (RIR) is a common and important metric for many organizations, some industry groups rank this indicator too high. Avoiding OSHA-recordable injuries is always a good thing, but claiming victory based on that alone does not meet the true goal of safety. For example, how many close calls were there? As safety leaders, we should work to change the mind-set that milestones equal achievements and instead shift to a clearer understanding of overall safety performance.

To better grasp the evolution of safety-performance measurements, it is important to appreciate why the OSHA RIR has become so prevalent. In 1982, the Business Roundtable issued the report "Improving Construction Safety Performance" to emphasize the importance of investing in safety programs and open dialogue between contractors and the workforce. The report also provided a relatively objective method to select safe contractors by suggesting the use of Experience Modification Rate (EMR) and OSHA RIR for safety evaluations.

Ultimately, the report's appendix gave business owners a tool to evaluate their contractors objectively. The intentions were noble, but some may have taken these guidelines as definitive metrics, placing too much emphasis on OSHA-recordable cases. In fact, many owners are still using variations of the original 1982 report appendix as a qualification document to help select contractors. This reporting can

lead to inconsistencies. For example, one dose of a prescription pain medication qualifies as an OSHA-recordable injury, as does a fractured femur. Ideally, injury severity should be considered, because incidence rates alone may not paint the clearest picture.

Evaluators sometimes focus on the numbers and place too much emphasis on case management in achieving safety performance. Workers notice when management continually stresses achieving zero RIRs. If bonuses and promotions are tied to OSHA rates, employees and contractors may intentionally, or unintentionally, avoid reporting incidents.

It is important to build safety systems and processes to minimize the impact of human error. This also means we must think beyond achieving zero incidents, particularly with regard to OSHA rates. It is vital to implement proactive safety processes and take care of our people. ■

Bob Fitzgerald, Manager of Project Safety and Health, Southern Company Services, says it's important for companies to go beyond thinking in terms of achieving zero recordable incidents and implement proactive safety processes.



Bob Fitzgerald,
Manager of Project
Safety and Health,
Southern Company
Services

The following article has been republished with permission and originally appeared in the fall 2015 issue of NCCER's Cornerstone Magazine at nccercornerstone.com.



IS BIGGER BETTER?

Companies employ rightsizing strategy to purchase equipment and build efficient fleets



Ken Calvert,
Director, Komatsu
Business Solutions
Group

While the lowest points of the Great Recession are in the rearview mirror, construction companies are applying the lessons learned from those tough economic times to their current business models. As a result, companies today are continually looking for the most efficient ways to operate. One area where that mind-set is put into action is with equipment fleets.

Owners are concentrating on maximizing the value of every piece of equipment in their yards. The strategy of rightsizing – matching equipment to its most cost-effective application – is helping owners accomplish this.

In a 2014 interview with *Equipment Manager* magazine, industry consultant Andrew M. Agoos noted that equipment owners emerged from the economic downturn with changed attitudes. He says that rightsizing grew in popularity as many owners were skeptical of the economy's continued growth. Because of this belief, owners continued to increase their efforts to manage and maintain equipment judiciously.

Buying the right machine

One of the most effective ways to own an efficient fleet is to purchase the correct machines.

Fleet managers need to consider several factors when purchasing equipment – budget, work-site conditions, current and future projects, technology and transportation. Companies can save time and money by doing their homework.

Ken Calvert is the Director of Komatsu's Business Solutions Group, a team that handles special projects relating to customers, distributors and corporate personnel. As part of this mission, the group collaborates with customers to help with the fleet-building process.

"Our favorite thing is to present a customer who has a \$2 million budget with a package that costs \$1.5 million and is much more efficient," shared Calvert. "We work with companies to help them monitor machines, look at the future and make the best decisions. Our goal is to save them money up front and in the future."

The group achieves this goal by often advising customers to buy smaller equipment with a focus on rightsizing.

"The data shows that many people own machines which are too big," said Calvert. "Buying a smaller machine is the single-best thing customers can do to save money. Large machines cost more up front, are more expensive to run and maintain, require more fuel, and they depreciate faster. Smaller machines have a higher utilization rate because they can be used on more jobs, and their residual values are more predictable and potentially higher."

Ego can play a role in the decision to purchase a larger machine, but Calvert says that many times it's a lack of information that causes customers to select machines that are too big. Customers may believe they are protecting themselves by purchasing a larger machine with the thought that it can handle more jobs. Using the wrong-sized machine is also common with new or growing companies. Many times, those businesses are

To operate cost effectively, equipment owners are building their fleets by purchasing smaller machines and renting or leasing larger ones when needed. The rightsizing strategy has grown in popularity since the Great Recession.





Owning and Operating Cost Comparison Among Komatsu Excavators

Model	PC88MR-10	PC138USLC-10	PC170LC-10	PC210LC-10	PC360LC-10	PC490LC-10
Price Variance	x	1.4x	1.5x	2.1x	3.4x	4.6x
Fuel Usage	1.41 gal/hr	2.04 gal/hr	2.97 gal/hr	3.38 gal/hr	5.77 gal/hr	7.55 gal/hr
Average Maintenance Fee Variance	x	1.3x	1.4x	1.4x	1.9x	2x

trying to do jobs with the machines they already own to avoid paying for an additional one. For a short time, this strategy may prove beneficial, but not over an extended period.

Another important component of rightsizing is matching equipment that will be working together in the same applications. For example, loading and hauling equipment need to match for optimum efficiency. If a loader is too large for a truck, or vice versa, the project will not be as efficient.

“I think people would be surprised at the benefits of buying properly sized machines,” continued Calvert. “Just because a PC360 excavator can do the same jobs as a PC210, doesn’t mean it should. The PC360 isn’t nimble enough for smaller jobs. Using a right-sized machine is not only cheaper from an equipment standpoint, but it also saves time and eliminates wasted effort, which reduces the cost.”

Technology changes fleets

In addition to buying right-sized machines and maintaining a proper-sized fleet, owners today also must consider technology advancements. With every new generation of equipment released, fuel efficiency, hydraulic performance,

visibility and emissions output improve. Simply purchasing the previous model again can cost companies a great deal of money.

“If an owner of an older machine, like a Komatsu PC400LC-6 excavator, was ready for a new machine, getting the latest 400-series excavator may not be the best decision,” explained Kurt Moncini, Komatsu Senior Product Manager – Tracked Products. “Some of today’s machines are so advanced that they are able to outperform older, larger machines.”

To illustrate this, Moncini compares a Komatsu PC400LC-6 excavator to a new Komatsu PC390LC-11. The PC400 is 93,000 pounds with a 125-series engine; the PC390 is 90,000 pounds with a 114-series engine. Despite being smaller, the PC390 has a similar bucket capacity (2.97 yards to 3 yards), more horsepower (267 hp versus 266 hp), better over-side lift at 25 feet and comparable over-front lift at 15 feet. The PC390 also has the ability to match engine modes to application, offers advanced hydraulic features and has better fuel efficiency while meeting the latest emissions standards.

“With improvements to engine efficiency and hydraulic systems, the smaller PC390 can do just about everything the PC400 can,” said Moncini.

As machines increase in size, so does the cost to purchase and maintain them as illustrated in the chart above. Ken Calvert, Director of Komatsu’s Business Solutions Group says that owners would be “money ahead” by purchasing smaller machines and renting or leasing machines for larger projects as needed.

Continued . . .

Rentals and leases both growing in popularity

... continued

“For companies that are looking to replace older machines, there is value in considering newer, smaller models. In many cases, they are just as productive.”

The idea of rightsizing can also apply to the number of machines in a company’s inventory. Traditionally, firms built large fleets by holding onto older machines that were paid for, on the small chance they would be needed on a future project. While the machines may not have a payment, they lose value annually, and the costs associated with running those machines are higher than new ones. To run a leaner operation, some companies may want to sell older machines and begin building more efficient fleets by purchasing right-sized machines, renting or leasing.

“What many people don’t realize is they may be money ahead by buying a smaller machine to handle a majority of their projects and renting a larger machine when needed,” reported Calvert. “If a company can handle 90 percent of its projects with a smaller machine, it would be better off financially to rent a larger one for the other 10 percent.”

Meeting the trends

Equipment distributors and lenders have noticed this trend and designed programs to accommodate these changing attitudes. Agoos said that rental purchase options (RPOs) and similar programs were uncommon five or 10 years ago, but are now standard because dealerships have built large rental fleets.

Advanced technology makes newer machines just as productive as older, larger machines. “With improvements to engine efficiency and hydraulic systems, the smaller PC390LC-11 excavator can do just about everything the PC400LC-6 can,” said Kurt Moncini, Komatsu Senior Product Manager – Tracked Products.



Short-term leases have also experienced a similar spike in popularity.

“Twelve-month leases were almost unheard of before the recession, but now they are very popular,” revealed Tony Suits, Retail Finance Manager at Power Motive Corporation, a Komatsu distributor for Colorado and Wyoming. “A number of companies were stuck with big equipment payments during the recession, and they want to avoid that situation again. Today, some companies have work scheduled for eight to 12 months, but may not be sure what is coming after that. They love short leases because of the option to walk away or extend the lease after 12 months, depending on what work becomes available.”

Another reason that managing equipment through rentals or leases has grown in popularity is the benefits that come with the agreement.

“During a lease, we cover the maintenance and repairs, taking much of the risk out of the equation for the customer,” said Suits. “If something goes wrong, we can fix it or get them a new machine, and it’s all part of the agreement. Customers like being able to write the same check each month and not worry about downtime.”

Calvert says that financial protection should give owners the confidence to develop their fleets and grow their businesses.

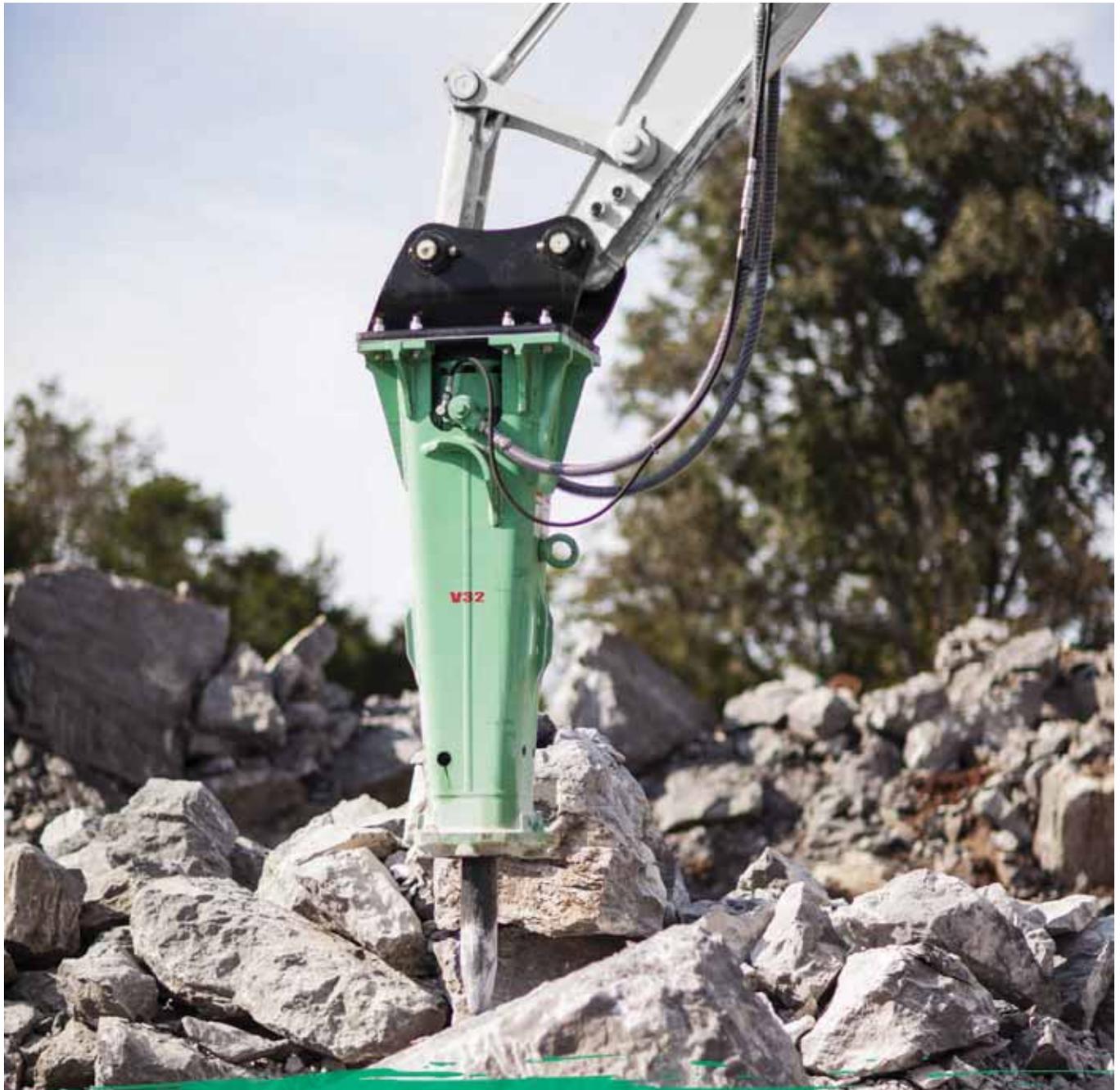
“As companies grow and get into applications where they don’t own the optimal machines, they should consider rental,” he suggested. “It’s a cost-effective, low-risk way for owners to decide how to build their fleets and test out machines before they purchase.”

Mix and match

While rightsizing is a technique that allows companies to operate more efficiently, it is far from a one-size-fits-all solution. The onus is on a company to do its research and tailor a strategy to its needs.

Calvert points out that each company is different and should create a plan based on its production needs and goals, but he suggests a mix of machines that can handle many jobs cost effectively.

“Think of it like a basketball team,” he explained. “You can play with five centers, but you aren’t going to be very successful. You need a mix of abilities to succeed. The same is true when building a fleet.” ■



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"As a Komatsu Technology Solutions Expert at Modern Machinery, I train operators how to get the most out of their equipment. The all-new PC490LCi-11 is the world's first *intelligent* Machine Control excavator in its size class. It features Komatsu's fully factory integrated, revolutionary machine control and guidance system. It's ready to make you more efficient and more profitable. Leading-edge innovation is why I AM KOMATSU."

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011

'STRAIGHT TO GRADE'

Komatsu adds larger, more productive *intelligent* Machine Control excavators

Want to dig straight to grade with an excavator? You can with Komatsu's new *intelligent* Machine Control excavators, including the PC360LCi-11 that fits in the popular 30-ton size class and provides excellent productivity and efficiency in a wide range of applications.

"Nimble, yet highly productive, the PC360LCi-11 is easily the most anticipated *intelligent* Machine Control product to launch from Komatsu in recent memory," said Jason Anetsberger, Komatsu Senior Product Manager. "From trenching on a utility work site to mass excavating on a highway project, the PC360LCi-11 is flexible and versatile enough to be at home on almost any jobsite."

A 257-horsepower Tier 4 Final engine powers the PC360LCi-11, while the larger PC490LCi-11 has a Tier 4 Final, 359-horsepower engine. On top of an already very productive base machine, incorporation of the *intelligent* Machine Control technology boosts productivity up to 66 percent when compared to conventional excavation methods.

"Many of our customers have enjoyed the precision, versatility and efficiency of our first *intelligent* Machine Control excavator, the PC210LCi-10, and have asked us to scale *intelligent* Machine Control technology to larger-sized excavators. The wait is over," reported Anetsberger. "Whether you are mass excavating, trenching or fine grading, the PC490LCi-11 will help increase productivity and efficiency, while removing the burden and worry of overexcavation."

Revolutionary automation

Komatsu introduced the world's first *intelligent* Machine Control excavator, the PC210LCi-10, to rave reviews in 2014. Like that machine,

the PC360LCi-11 and PC490LCi-11 feature Komatsu's revolutionary, fully factory-integrated, machine-control system. The exclusive control function lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface.

Komatsu's *intelligent* Machine Control excavators utilize 3D-design data loaded into the touchscreen display to show machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit overexcavation.

"Once the target elevation is reached, no matter how hard the operator tries to move the joystick control to lower the boom, the excavator won't allow it," said Anetsberger. "From rough digging to finish grade, these machines improve efficiency and precision and minimize overexcavation, making every pass count." ■



Jason Anetsberger,
Komatsu Senior
Product Manager



Discover More

Quick Specs on Komatsu PC360LCi-11 and PC490LCi-11 Excavators

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC360LCi-11	257 hp	78,484-79,807 lb	0.89-2.56 cu yd
PC490LCi-11	359 hp	105,670-107,850 lb	1.47-4.05 cu yd



The new *intelligent* Machine Control excavators feature Komatsu's fully factory-integrated machine-control system. The exclusive control function lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface.



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010

MORE EFFICIENT LOADERS

New WA500-8 and WA320-8 feature high production, lower fuel consumption in a variety of applications

Wheel loaders perform a variety of tasks and in a wide range of applications. Komatsu's new Tier 4 Final WA500-8 and WA320-8 models provide increased efficiency and high production under all types of conditions. These new models also use less fuel than their Tier 4 Interim predecessors – up to 5 percent less with the WA500-8 and up to 3 percent less with the WA320-8.

The WA500-8's standard bucket has an increased capacity of 7.6 cubic yards, and the bucket now fills easier and retains material better, contributing to the loader's efficiency and productivity gains of up to 10 percent. The machine also features greater horsepower than the Dash-7 model.

"The WA500-8 is made for loading on-highway trucks or smaller rigid trucks in quarry applications, articulated trucks on construction sites or load-and-carry applications," said Komatsu Product Marketing Manager Rob McMahon. "Operators will also appreciate enhancements in cab comfort and features, such as the integrated load meter and full automatic digging function."

'Utility knife on four wheels'

The WA320-8's parallel-lift linkage, with auto tilt-in to simulate a Z-bar, can be used in any application from pallet handling to hard digging. With increased operating weight, the WA320-8 features an S mode that gives operators maximum control in slippery conditions.

"The easy-to-control hydrostatic transmission makes the WA320-8 ideal for agriculture and residential applications, but its size and attachment-friendly quick coupler make it an all-around performer for almost any work site," Komatsu Product Marketing Manager Craig McGinnis said. "The WA320-8 works well for snow removal. It's a multi-purpose utility knife on four wheels."

Komatsu designed its Komatsu Diesel Particulate Filter (KDPF) and other after-treatment components in its new Tier 4 Final loaders to work in conjunction with the engine for efficiency and longer life. More than 90 percent of KDPF regeneration is performed passively, with no action required by the operator and no interference with machine operation.

"These new models are a great fit for companies using construction-sized and small quarry loaders," said McGinnis. "We encourage anyone who uses loaders to demo a WA500-8, WA320-8 or both. We believe owners and operators will see the clear advantages that the new models offer." ■

The WA500-8's standard bucket has an increased capacity of 7.6 cubic yards, and the bucket now fills easier and retains material better, contributing to machine efficiency and productivity gains of up to 10 percent.



Rob McMahon,
Komatsu Product
Marketing Manager



Craig McGinnis,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu WA500-8 and WA320-8 Wheel Loaders

Model	Horsepower	Operating Weight	Bucket Capacity
WA320-8	165 hp	34,128-34,392 lb	3.0-4.2 cu yd
WA500-8	357 hp	76,708-77,856 lb	5.9-8.2 cu yd



D61PXi-24



intelligent MACHINE CONTROL

- First to last pass grading technology
- Revolutionary track slip control
- External stroke sensing hydraulic cylinders
- New Tier 4 Final technology



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ANDY CHAPMAN / SALES REP / LINDER INDUSTRIAL MACHINERY / GREER, SC

"From financing to product quality to support and training after the sale, Komatsu delivers everything my customers demand. I've been selling their full line, including the PXi and EXi series dozers, for years. Innovation and the exclusive *intelligent* Machine Control set them apart from the others. And that's why I AM KOMATSU."

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014

ROUNDING OUT THE LINEUP

Komatsu's new D85i-18 dozers hog dirt, excel at finish grades with *intelligent Machine Control*

Three years ago Komatsu unveiled its first *intelligent Machine Control* dozer, the D61i-23. Several models followed, ranging from the 105-horsepower D39i-23 to the 354-horsepower D155AXi-8. However, one size class remained without an *intelligent Machine Control* dozer. Komatsu filled that gap with its new 30-ton, 264-horsepower D85EXi-18 and D85PXi-18 models.

The new D85i-18 dozers feature factory-integrated GPS grade control that eliminates the need for cables and masts. Once engaged, the system automatically starts the cut and lowers the blade 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 dozers to achieve up to 8 percent greater efficiency in moving materials, based on start-to-finish-grade testing against typical aftermarket machine-control systems.

A new standard, operator-selected Reverse-Grading mode enables automatic blade control while in reverse.

"Customers who use a standard D85-18 like that it moves massive amounts of dirt, yet is easy to transport," said Chuck Murawski, Komatsu Product Marketing Manager. "The new D85i-18 does that with the added benefit of machine control, so that every pass counts. Eliminating the components of traditional aftermarket systems, and the time required to remove and install them, means even more passes and greater profits."

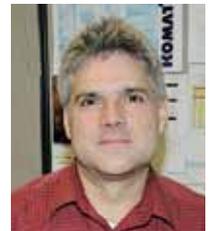
Increase production with **SIGMADOZER® blade**

Increased production of up to 15 percent during those passes is possible using a Komatsu-patented

SIGMADOZER® blade that rolls material to the center for increased soil-holding capacity and reduced sideways spillage.

Maintenance and repair costs remain low with Komatsu's Parallel Link Undercarriage System (PLUS) that provides up to double the wear life of traditional systems. A new Triple Labyrinth final drive provides added protection for the drive's floating seals.

"With the monthly production gains that are realized by starting sooner, finishing faster and using less fuel, owners are finding that the more they run the D85i-18, the more they save," said Sebastian Witkowski, Komatsu Product Marketing Manager. "From heavy-slot dozing to finish grading, this dozer is perfect for larger earthmoving jobs where accuracy and efficiency are important." ■



Chuck Murawski,
Komatsu Product
Marketing Manager



Sebastian Witkowski,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu D85i-18 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D85EXi-18	264 hp	67,439 lb*	9.4 cu yd*
D85PXi-18	264 hp	65,080 lb	7.7 cu yd

*With SIGMADOZER®

Komatsu's new *intelligent Machine Control* D85i-18 dozers move massive amounts of dirt and grade efficiently while remaining easy to transport. They feature a new standard, operator-selected Reverse-Grading mode that enables automatic blade control while in reverse.



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015

ADAPTING TO YOUR NEEDS

Komatsu releases new maintenance programs, adapts to changing attitudes about machine ownership

QUESTION: What is the main role of the Parts Sales & Marketing department at Komatsu?

ANSWER: The role of our group is to focus on customers' parts support needs in order to maximize efficiency in their operations. By doing so, we demonstrate the quality of our parts, strengthen our customer relationships and drive loyalty for Komatsu machines, parts and service.

QUESTION: How has the market changed in regard to owning heavy equipment during the past few years?

ANSWER: It's become clear that equipment owners are looking for even more ways to maximize their investments in the machines they own. Customers are cautious with the money they spend to ensure it is used as efficiently as possible. They want to allocate their maintenance dollars where it makes the most sense. Komatsu builds technologically advanced, high-quality products that require the use of high-performance filters and engineered oils to maintain peak performance and component longevity. When customers buy revenue-generating, capital assets they expect a maintenance program that ensures only parts and fluids made for their specific Komatsu machines are used when serviced. This is why we developed Genuine Care. We're so confident in the benefits of our Genuine products that we stand behind each Genuine Care program with a 12,000-hour component life assurance and 100 percent core guarantee.

QUESTION: What should customers know about the new Genuine Care program and how do they benefit from it?

ANSWER: Our new Genuine Care program is an extension of our complimentary Komatsu CARE program for Tier 4 machines. Customers can purchase a Genuine Care program from their Komatsu dealers to pick up where the

Continued ...



**Paul Moore, Vice President,
Parts Sales & Marketing**

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.

Paul Moore joined Komatsu in 2006 and became the Vice President, Parts Sales & Marketing in 2015. His career path to that point included two continents and several jobs in the heavy-equipment field. He started as an apprentice technician in his native United Kingdom in 1984. In 1990, he joined a global agricultural-equipment manufacturer and then moved to the United States with that company in 2000, before joining Komatsu.

"My background and career path have provided me several opportunities to progress," said Moore. "I've held different product support positions, and I think that helps me understand the importance which customers place on parts support."

Moore joined Komatsu to focus on its remanufacturing business. From there, he progressed from Senior Product Manager, Reman; to Senior Marketing Manager, Spare Parts; to Director of Parts Marketing; and finally to his current position.

"The first thing that attracted me to Komatsu was the reputation of the product," Moore recalled. "Now that I've been involved with the company, I know why the reputation is so strong. We have great people who set the bar really high. It's a world-class organization."

Moore is married and has two children. In his free time, he enjoys riding motorcycles and spending time with his family.

Programs strengthen customer-distributor-brand relationship

... continued



To accommodate customers' changing attitudes regarding machine ownership, Komatsu offers new programs that encourage customers to meet with distributors and plan future maintenance. The programs ensure that Komatsu-certified technicians continue to perform maintenance on machines.

complimentary maintenance leaves off. As long as that Genuine Care program remains in place, we reward the Komatsu machine owner with the component assurance and core guarantee; both of which are fully transferrable when it's time to trade in or sell the machine. Our Komatsu distributors use KOMTRAX to monitor the machine and proactively schedule and perform maintenance at times that work best for the Komatsu machine owner. Factory-trained technicians perform the work, and all services include oil analysis of each component and a full machine inspection. This complete service history also ensures that the machine qualifies as Komatsu CARE Certified Equipment, our highest level of previously owned equipment and a serious driver of higher residual values when an owner decides to trade in or sell the machine.

QUESTION: What has Komatsu done to accommodate customers' changing attitudes about ownership?

ANSWER: We began planning programs that we believed could be of value to our customers and this new trend. Our new Firm Future Order program is a direct result of that. This long-term planning program is designed for the distributor to sit down with a customer and look at what machines the customer is running, the applications those machines are performing in, how hard the machines are working and what the machines will be doing in the future. Then, we schedule large maintenance projects three, six or 12 months in

In addition to service programs, Komatsu places an emphasis on getting more people in the field to meet with customers and work with the distributors. As a result, the customer-distributor-brand relationship has strengthened. "These programs give customers the opportunity to develop a relationship with someone from Komatsu, in addition to their dealers and sales reps," said Vice President, Parts Sales & Marketing Paul Moore.



advance, based on the information gathered. We let the customers lock in pricing and guarantee availability of parts. We also schedule the work at times that are convenient for the owners. This enables the owners to build those repair costs into their budgets.

The purpose of this program is to eliminate unexpected downtime through preventive maintenance. We want to help customers plan ahead and involve them in a proactive discussion. Having a plan in place is better than reacting to a surprise failure, and the plan can always be modified. For example, if a machine is scheduled for a transmission replacement, but it is outperforming our estimates, the customer can move the maintenance date but keep the guarantees. We will be ready and anticipate the service on the revised date.

QUESTION: How have customers received these programs?

ANSWER: Our distributors see a huge benefit in creating more face-to-face meetings with their customers, and the customers appreciate that we are looking out for them and handling the machine monitoring and the maintenance scheduling.

We've noticed that these programs have strengthened the bond between customers and their distributors and created a deeper sense of brand loyalty to Komatsu. The programs make our technicians more visible to customers because they are servicing the machines consistently and meeting with the customers. Customers can see that we are working to minimize downtime. The programs were put into place to help customers have a better experience with the Komatsu brand.

QUESTION: Were these programs the only changes made to accommodate customers?

ANSWER: No, continuous improvement is a core competency of Komatsu and led us to reorganize our field support staff. By increasing the number of staff members and reducing the size of their territories, we are able to spend more time with our distributors and in front of their customers. We've seen a great benefit to building, maintaining and strengthening those relationships at a jobsite level where the work is really being done. It truly helps us bring products and programs to the market to meet the ever-changing needs of our Komatsu machine owners. ■

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SERIES INTRODUCTION

Wirtgen Group launches new Vögele paver series with release of Super 2000-3i

The Wirtgen Group recently unveiled its new 10-foot tracked Vögele Super 2000-3i that refines the productive features of the Vision paver (5200-2i) it replaces and elevates asphalt paving to a new level of performance. The Super 2000-3i introduces a new group of wheeled and tracked pavers that will eventually supplant the acclaimed Vision series.

“The Super 2000-3i is designed primarily for use in highway construction and large-scale commercial applications, where power and productivity are paramount,” said Mike Brunson, Roland Machinery General Manager, Allied Products. “It features a basic width of 10 feet, a maximum paving width of 28 feet and has a top placement rate of 1,540 tons per hour. It will lay a lot of asphalt quickly and efficiently.”

Three main components define the power unit of the Super 2000-3i: its modern, liquid-cooled diesel engine; a splitter gearbox flanged directly to the engine; and a large cooler assembly. The powerful six-cylinder Tier 4 Final engine rated at 250 horsepower drives the paver through even the most robust applications. It is also fuel-efficient and has an *ECO mode* that is sufficient for many applications. A large cooler assembly ensures that the power unit always delivers its full output.

The Super 2000-3i has an innovative and reliable drive concept for accurate tracking. All drive components, including a three-phase generator, are supplied from the central splitter gearbox and operate at maximum efficiency. High-traction crawler tracks efficiently convert drive power into forward motion.

ErgoPlus 3

ErgoPlus 3 is the latest version of Vögele’s operating system, now enhanced with a

number of ergonomic and functional features. With its new mounting system, the paver operator’s console can be shifted even more conveniently and easily between the right and left sides of the operator’s stand. In addition, it now has a large color display that ensures good readability even in poor lighting conditions.

“Vögele focused on the operator when designing the Super 2000-3i,” said Mike McCulloch, Wirtgen District Sales Manager. “Ergonomics, safe operation and operator comfort were key design elements. Vögele’s commitment is to provide the highest quality machine and the industry’s most reliable paver.” ■



Discover More

The Vögele Super 2000-3i is designed primarily for use in highway construction and large-scale commercial applications.

Quick Specs on the Vögele Super 2000-3i

Model	Max Paving Width	Max Laydown Rate	Transport Width
Super 2000-3i	28 ft 3 in	1,540 tons per hour	10 ft



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'JOBSITE OF THE FUTURE'

Komatsu showcases new *intelligent* Machine Control equipment and SMARTCONSTRUCTION

Komatsu unveiled new *intelligent* Machine Control dozers and excavators, as well as its SMARTCONSTRUCTION jobsite solutions, during the recent "Jobsite of the Future" event held at its Customer Center in Cartersville, Georgia. New excavators included the highly anticipated PC360LCi-11 and PC490LCi-11 models.

Komatsu introduced its first *intelligent* Machine Control products three years ago with the D61i-23 dozers, and this event showcased the second generation of that machine. The new D61i-24 model features a Tier 4 Final engine that reduces fuel consumption and operating costs. Additional new dozers included the D85i-18 and the D155AXi-8 RC (radio control) that is operated remotely via a radio transmitter.

"These new machines build on the success of our strong *intelligent* Machine Control family," said Jason Anetsberger, Komatsu Senior Product Manager. "When we introduced our first *intelligent* Machine Control excavator, customers asked us when additional, larger machines would be available – especially one in the popular 30-ton class size. We're pleased to introduce these new models, along with new dozers, and give the people in attendance a chance to operate them."

Attendees could also check out more *intelligent* Machine Control products, including D39i-24, D65i-18, D51i-22 and D155AXi-8 dozers. The world's first *intelligent* Machine Control excavator model, the PC210LCi-10, was also available for operation as was standard equipment such as the new WA600-8 wheel loader and haul trucks.

Komatsu personnel discussed the SMARTCONSTRUCTION program, which goes beyond *intelligent* Machine Control equipment with comprehensive jobsite solutions provided by Komatsu. In addition to training and support, offerings include: surveying/inspection, 3D

modeling, jobsite data solutions, jobsite setup and optimized operation consultation.

"Komatsu distributors offer customers more than just machines," Anetsberger explained. "They provide a total package solution delivered by the distributor's Technology Solutions Expert. Our aim is to meet customers' jobsite technology needs today and tomorrow, through innovative solutions that improve their bottom lines." ■



Jason Anetsberger,
Komatsu Senior
Product Manager



Among the machines featured was the popular 30-ton class size PC360LCi-11.



Attendees could operate all equipment, including the D155AXi-8 RC dozer, which is controlled remotely via a radio transmitter.

Komatsu introduced its second-generation *intelligent* Machine Control D61PXi-24 dozer, along with a new PC490LCi-11 excavator.



Komatsu, Cummins announce global corporate responsibility partnership

Komatsu and Cummins have enjoyed a strong business relationship, including working together for decades to provide equipment in mining and construction markets. Recently, the two companies strengthened their ties with a new global corporate responsibility partnership.

“We share a common commitment to producing and supporting products in a responsible manner, as well as promoting education and improving opportunities for the people in the communities where we do business,” said Tetsuji Ohashi, CEO of Komatsu Ltd. “A partnership that helps the people of our communities will make our

business relationship stronger. It is with great enthusiasm that Komatsu enters into this global collaboration with a trusted partner like Cummins.”

Both companies have invested in technical education in their communities. Prior to formalizing this global relationship, Cummins and Komatsu partnered in other community projects. In the United States, Cummins and Komatsu, along with other partners, launched the Diesel Technicians Pathways Program in Utah that includes two high school diesel programs as well as a community college program. ■



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RISING PRICES

Construction index shows costs up due to increased activity, lack of skilled labor

Turner Construction's recent building-cost index showed that increases in construction costs are being driven by a rising level of activity and limited availability of skilled labor in busier markets. The index measures costs in the U.S. nonresidential building construction market.

The index indicated the market has increased to a value score of 970, a 1.15 percent increase from the fourth quarter of 2015 and a 4.64 percent yearly increase from the first quarter of 2015.

"The shortage of skilled labor is outweighing the impact of declining material prices," said Atillio Rivetti, Turner Vice President. "As the volume of work remains relatively high, we expect subcontractors to continue to be strategic in their pursuits, ultimately resulting in upward cost pressures."

Job openings hit post-recession high

The index was released about the same time as the National Association of Homebuilders' (NAHB) analysis of the U.S. Bureau of Labor Statistics' Job Openings and Labor Turnover Survey that showed the number of available construction positions rose to 193,000 in February, a post-recession high.

NAHB noted that the number of open positions has increased for several years following the Great Recession. The organization reported that the number of residential construction workers has reached more than 2.5 million, with homebuilders and remodelers adding nearly 600,000 to payrolls since the recession. However, the number of unfilled jobs in construction persists and is causing concern.

Hiring is expected to continue as the homebuilding industry grows, according to NAHB. Multifamily construction spending – the value of property placed in service – reached an annual pace of \$59.7 billion in February, up 24.4 percent on a year-over-year basis. Single-family spending came in at an annual rate of \$235 billion. ■

Turner Construction's recent building-cost index showed that increases in construction costs are being driven by a rising level of construction activity and limited availability of skilled labor in busier markets. A National Association of Homebuilders' report noted that the number of available construction positions rose to 193,000 in February, a post-recession high.



PROVEN VALUE

KOMTRAX helps Jackson Plumbing locate stolen PC35MR excavator

A recent global fraud report showed that more than a third of construction, engineering and infrastructure companies experienced theft during a one-year period. Count Jackson Plumbing among the unlucky few. The Sulphur, Louisiana, company had a Komatsu PC35MR compact excavator stolen from a jobsite.

“At some point during a weekend, someone came along, hooked onto the trailer the machine was on and drove off with both of them,” said Jackson Plumbing Owner Jeremy Jackson. “We discovered them missing on Monday morning, and contacted the owner of the project to see if he had taken the machine

to a different jobsite. That wasn’t the case, so we quickly contacted our Komatsu distributor to locate it.”

The distributor pulled up the excavator on KOMTRAX, Komatsu’s remote machine-monitoring system. The PC35MR appeared to be about four hours away.

Within ten minutes, KOMTRAX pinpointed the location of the missing machine to the backyard of a new house under construction, and it transferred the coordinates to Google Maps. Because it was new construction, Google Maps couldn’t provide an address, but it was able to give a description of the building.

The distributor then provided the description to local law enforcement, who contacted the Sheriff.

“They confirmed the machine was there, and the next day we had someone drive over and pick it up,” said Jackson. “Now that I see what KOMTRAX can do, I think I’ll get a little more involved with it. It definitely proved its value to us.”

KOMTRAX was designed for more than locating a stolen machine. Customers can also call their distributors with service codes to find out what needs to be fixed. The service technicians know what the codes mean, so they can take the needed parts with them in one trip, which saves time and lowers costs. KOMTRAX also tracks machines for services due under Komatsu CARE. Customers can check equipment locations, hours, idle time and other valuable information.

For more details on Komatsu’s KOMTRAX machine-monitoring system, contact your local distributor. ■



Jackson Plumbing Owner Jeremy Jackson stands next to the company’s PC35MR excavator that was recovered after being stolen. KOMTRAX, Komatsu’s remote machine-monitoring system, quickly pinpointed the machine’s location. “Now that I see what KOMTRAX can do, I think I’ll get a little more involved with it. It definitely proved its value to us,” said Jackson.

USED EQUIPMENT SPECIALS

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



Komatsu PC200LC-7, '02, 8,099 hrs\$59,000



KOMATSU **KOMATSU
REMARKETING**



Volvo DD15, '14, 631 hrs\$25,950

DOZERS

Komatsu D51PX-22, '07, 5,510 hrs	\$114,500
Komatsu D61EX-15E0, '12, 3,158 hrs	\$139,000
Komatsu D61PX-15E0, '08, 4,180 hrs	\$105,000
Komatsu D61PX-15 GPS, '06, 3,961 hrs	\$105,000
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-15E0, '06, 11,070 hrs	\$59,000
Komatsu D65EX-15E0, '07, 3,934 hrs	\$149,500
Komatsu D65PX-15E0, '07, 4,704 hrs	\$149,500
Komatsu D65WX-15E0, '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 Feller, '10, 6,000 hrs	\$219,000
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
Valmet 931.1, '11, 7,200 hrs	\$349,000

MATERIAL HANDLERS

Cat 365CL-MH, '08, 10,428 hrs	\$137,500
Komatsu P400LC-8MH, '08, 6,095 hrs	\$219,500
Sennebogen 825M D, '13, 17 hrs	Call

OFF HIGHWAY TRUCKS

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

Wirtgen W60, '08, 628 hrs	\$144,900
Wirtgen W600, '03, 2,403 hrs	\$99,500
Wirtgen W2000, '08, 7,798 hrs	\$199,999
Wirtgen W2100, '04, 8,538 hrs	\$209,500



Komatsu D65PX-15E0, '07, 4,754 hrs ..\$124,000

COMPACTION

Bomag BC61RB, '00, 15,862 hrs	\$49,900
Bomag BC1172RB, '05, 15,531 hrs	\$89,900
Hamm HD120HV, '03, 2,690 hrs	\$32,999
Hamm HD120HV, '04, 3,211 hrs	\$30,000
Hypac C778A, '95, 6,674 hrs	\$9,000
Ingersoll Rand SD 100D, '01, 5,726 hrs	\$39,000
Stone WP4100 Double Drum, '09, 1,018 hrs	\$14,599
Volvo DD15, '14, 631 hrs	\$25,950

PAVING

IR 550P, '91, 2,010 hrs	\$9,000
Leeboy 8500T, '06, 5,859 hrs	\$25,000
Vogele 5203-2, '08, 4,307 hrs	\$115,000
Vogele 880WB, '05, 5,862 hrs	\$26,699

SKID STEERS

Case TV380, '11, 1,945 hrs	\$45,000
New Holland L230, '14, 295 hrs	\$49,399

SCRAPERS

Deere 762, '79, 8,400 hrs	\$10,000
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TRAILERS

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

Case 621D, '02, 8,318 hrs	\$45,000
Deere 544K, '13, 1,023 hrs	\$P.O.R.
Deere 624K, '13, 948 hrs	\$P.O.R.
Deere 624K, '13, 905 hrs	\$P.O.R.
Kawasaki 115ZIV-2, '99, 18,714 hrs	\$29,000
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 WA320-7, '14, 1,171 hrs	\$136,000
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-SL, '05, 10,968 hrs	\$72,999
Komatsu WA430-6, '11, 4,377 hrs	\$167,500
Komatsu WA500-6, '09, 9,628 hrs	\$207,299
Komatsu WA500-6, '09, 19,098 hrs	\$125,000
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	\$350,000
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	\$98,000
Case CX160, '06, 6,579 hrs	\$45,599

Cat 330CL, '02, 12,032 hrs	\$59,500
Cat M318, '96, 6,440 hrs	\$39,500
Deere 200C LC, '04, 8,988 hrs	\$60,000
Deere 240D LC, '10, 6,338 hrs	\$80,000
Deere 350DLC, '07, 5,837 hrs	\$109,500
Deere 350DLC, '07, 6,832 hrs	\$109,500
Kobelco SK485-9, '12, 3844 hrs	\$180,000
Komatsu PC138USLC-8, '13, 2,432 hrs	\$115,000
Komatsu PC200LC-7, '02, 8,099 hrs	\$59,000
Komatsu PC200LC-7, '03, 8,117 hrs	\$65,000
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-7, '04, 12,969 hrs	\$48,000
Komatsu PC220LC-8, '06, 9,204 hrs	\$83,000
Komatsu PC220LC-8, '06, 6,663 hrs	\$79,000
Komatsu PC228USLC-1, '99, 4,400 hrs	\$44,500
Komatsu PC228USLC-8, '12, 3,449 hrs	\$155,000
Komatsu PC228USLC-10, '14, 923 hrs	\$186,599
Komatsu PC240LC-10, '14, 727 hrs	\$160,000
Komatsu PC300LC-6, '97, 6,802 hrs	\$40,000
Komatsu PC300LC-7, '02, 6,764 hrs	\$90,000
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, '15, 1,018 hrs	\$250,000
Komatsu PC360LC-10, '12, 1,148 hrs	\$264,500
Komatsu PC400LC-7, '06, 10,544 hrs	\$70,000
Komatsu PC400LC-7E0, '07, 10,949 hrs	\$84,000
Komatsu PC400LC-8, '08, 7,118 hrs	\$127,000
Komatsu PC400LC-8, '09, 6,577 hrs	\$140,000
Komatsu PC490LC-10, '13, 2,977 hrs	\$268,999
Komatsu PC490LC-10, '12, 3,273 hrs	\$245,000
Komatsu PC490LC-10, '12, 4,306 hrs	\$245,000
Komatsu PC490LC-10, '12, 5,371 hrs	\$239,000
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
Komatsu PC750SE-6, 12,835 hrs	\$39,000
Volvo EC220DL, '13, 2,151 hrs	\$134,500
Volvo EC380DL, '11, 4,017 hrs	\$150,000



Komatsu WA430-6, '11, 4,377 hrs\$167,500

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