



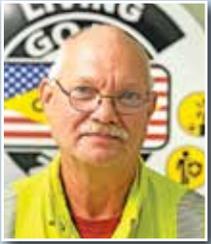
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## Delta Companies Inc. SEMO Quarry

Read how this Missouri quarry is working to maximize efficiency



**Stephen Peterson,**  
Regional Manager



**Terry Everly,**  
Quarry Manager



### K-Five Construction Corporation



**Jennifer Krug,**  
Executive  
Vice President



**Mark Lindbloom,**  
Operations  
Manager

## A Message from the President



Matthew L. Roland

**We're here  
in uncertain  
times**



Dear Valued Customer:

Like most every industry, construction has been affected by the COVID-19 pandemic. No one knows for sure what tomorrow will bring in these uncertain times. One thing you can count on, however, is that we at Roland Machinery will continue to offer around-the-clock sales and service support.

This issue of your Industry Scoop magazine highlights the diverse lineup of Komatsu equipment that we carry. Some of it is very technologically advanced, such as the intelligent Machine Control (iMC) dozers and excavators that were introduced several years ago. Read about iMC 2.0, which has new features including Proactive Dozing Control, that can make dozing up to 60 percent more productive than previous generation models.

Komatsu's smallest standard excavator, the PC130-11, performs its role like a champion. It is a basic digging machine that fits into nearly any operation and can be hauled on a tag trailer. Find out more inside.

Komatsu builds impressive specialty machines as well, such as the new WA800-8 wheel loader – made for big applications. The WA800-8 is a great loader for quarries, and with features like automatic dig, semi-auto approach and semi-auto dump, it can make operators more effective in V-cycle loading.

As always, if there is anything we can do for you, please contact us. We're always here to help.

Sincerely,  
Roland Machinery Co.



Matthew L. Roland  
President

# Industry Scoop



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# Delta Companies Inc. SEMO Quarry focuses on increasing production, reducing waste to help maximize efficiency



**Stephen Peterson,**  
Regional Manager



**Terry Everly,**  
Quarry Manager

**D**elta Companies Inc. Southeast Missouri (SEMO) Quarry opened in the late 1950s. Since then, the 120-acre Cape Girardeau location has produced limestone material in all sizes for customers.

“The majority of the product we make here is for local need,” said Regional Manager Stephen Peterson. “Our limestone is used in concrete, asphalt and base material. Specialty products, like dimensional stone and landscaping boulders, have really taken off. We want to find a use for everything we make here. Waste is a bad word to us.”

SEMO Quarry has done a good job of finding a home for all of its products. With 25 employees on site, the quarry is the largest within Delta Companies’ group.

“We are currently working 11 different benches and are at a depth of 525 feet,” noted Quarry Manager Terry Everly. “It’s a very deep mine, and we have about 42 acres exposed right now.”

**SEMO Quarry’s Quarry Manager Terry Everly (right) talks with Roland Machinery Sales Rep Dan Christensen as a Komatsu HM400 carries a load up a haul road. “We switched to Komatsu HM400 articulated trucks (last year),” said Everly. “They have been great, and their uptime is 92 percent, which is fantastic for this industry.”**



## Ramping up

This summer, the quarry has worked to boost its production of riprap thanks to its involvement in a large undertaking for the Army Corps of Engineers.

“We were awarded a large project for 400-pound riprap,” explained Peterson. “The timing was great because we were looking for a way to make a sellable product from our upper benches. It’s a lot of material in a short time, and we are excited to be a part of it.”

In order to fill the demand, SEMO Quarry created a dedicated area to produce the riprap with a trommel. To feed the operation, it turned to Roland Machinery and Sales Rep Dan Christensen to rent a pair of Komatsu wheel loaders.

“This was going to be a short-term need, so we added a WA500 and WA380 for the project,” said Peterson. “We worked with Roland because we trust them. We knew we were going to be treated fairly and as a partner. We were also certain we’d get great service. Having that confidence in Roland and the Komatsu equipment makes this project a lot easier.”

## Making the switch

The addition of the Komatsu loaders for the riprap contract is an example of a larger trend at the quarry. During the last 18 months, Komatsu equipment from Roland has been making its mark at the site.

“With our previous fleet, we were down about 57 percent of the time, which was a nightmare,” recalled Everly. “Our trucks were the main problem. We couldn’t remove the overburden fast enough. So, we switched to Komatsu HM400 articulated trucks. They have been great, and their uptime is 92 percent, which is fantastic for this industry.”

SEMO Quarry also added a trio of WA500 wheel loaders and a PC490LC excavator with similar results.

“This is not an easy application for equipment, but the Komatsu machines deliver,” said Everly. “The operators like to run them, and they have helped to increase our efficiency. We run five, 10-hour shifts each week, with some Saturdays in there as well. All we need to do is basic maintenance.”



Operators use a Komatsu WA500 (top) and WA380 wheel loader on rent from Roland Machinery to feed a trommel at SEMO Quarry's new area created to produce riprap. "We worked with Roland because we trust them," said Regional Manager Stephen Peterson. "We knew we were going to be treated fairly and as a partner. We were also certain we'd get great service."

Everly expected this kind of performance from the new equipment.

"I have been in the industry for 30 years; I knew what Komatsu could do," he shared. "They deliver."

In addition to performance in the quarry, Roland's support of the equipment has played a role in the success of the fleet.

"Knowing Roland is behind the equipment is great," proclaimed Peterson. "If we pick up the phone, we know we'll get an answer. We see our relationship with Roland as a partnership."

### Safe and smart

While production numbers and efficiency goals are what drive the bottom line for SEMO Quarry, Peterson says it's the people who work there who make the difference. That's why the company places great importance on safety.

"About six years ago, we made changes to our safety culture because we wanted it to be the best it could be," explained Peterson. "We developed a continuous process improvement team to look at things on the site. We are committed to keeping this a safe place to work.

"One thing we challenge our employees with every morning before they start their



Using a Komatsu PC490LC excavator, an SEMO Quarry operator breaks boulders at the Cape Girardeau, Mo., site.

shift is to think about why they want to work safe," he continued. "For most people it's their family. Just like our safety coins remind us: 'The people you work for are waiting for you at home.' We believe in Go Home Safe. Everyone. Everyday. That's why we value safety so much." ■

# K-Five Construction Corporation utilizes new milling machine to achieve goals and spread awareness of a special cause



**Jennifer Krug,**  
Executive  
Vice President



**Mark Lindbloom,**  
Operations Manager

The Krug family has been involved in the growth of the Chicagoland area for four generations. From constructing skyscrapers to paving the major arteries in and around the Windy City, the Krug lineage is firmly entrenched in northeast Illinois.

“My great grandfather got us started in construction as he did a lot of caisson work and excavation downtown,” shared Jennifer Krug, who is Executive Vice President of the Krug family business, K-Five Construction. “My grandfather ran Krug Excavating after that. In 1977 my dad, George, and his siblings – Kitty, Jody, Rob and Bill – morphed the company into K-Five Construction Corporation. Today, that business is in its second generation with Robert G. Krug and I joining the fold.”

K-Five Construction has developed into one of northeastern Illinois’ largest highway contractors with as many as 300 employees in busy months. It also runs a number of asphalt and concrete plants.

“Our business focuses on both public and private arenas. We perform horizontal

road construction. We work on tollways, airports, state department of transportation, municipalities, railroads and private developments. We’ve done a lot of work throughout the decades at both O’Hare and Midway Airports.

“We work in the deep end of the pool,” Jennifer added. “We target large jobs on tight timelines.”

## Power and versatility

When K-Five planned to add to its milling fleet, it turned to Roland Machinery Company and Sales Rep Dave Cruise for a new WIRTGEN W 220 Fi large milling machine.

“We were looking to improve our performance,” explained Operations Manager Mark Lindbloom. “The two-speed transmission of the W 220 Fi was attractive. It carries the horsepower for the big mainline runs, yet it is also versatile enough to perform deep cuts.”

In addition to the industry-leading performance of the W 220 Fi, K-Five was excited to add the state-of-the-art technology that came with it.

“The technology is what makes WIRTGEN equipment top of the line,” said Mark.

WIRTGEN PERFORMANCE TRACKER (WPT) was included in the W 220 Fi purchase. This program can precisely monitor milling performance and display other machine metrics on the control panel in real-time. For a company that primarily competes for low-bid work, having information on-hand to base bidding decisions is vital. The addition of WPT also provides more data for estimating, performance and purchasing plans.

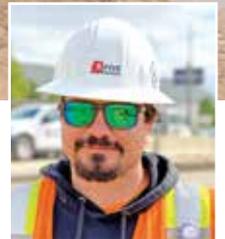
“When we buy a machine, we want dependability, versatility, value and performance. The W 220 Fi provides all of those, plus a significant technological upgrade with WPT. This allows us to measure our output in a very precise way. We have used telematics systems before, but we’ve never had anything on this level. We are confident the technology will

**K-Five Construction’s new WIRTGEN W 220 Fi mill features a customized pink wrap that promotes cancer awareness and honors founder George B. Krug. “We have been very involved in cancer awareness and philanthropic causes,” said Executive Vice President Jennifer Krug. “To have the opportunity to showcase our involvement is wonderful.”**





Local 150 Heavy Equipment Operator Chris Bencsik uses K-Five Construction's new WIRTGEN W 220 Fi milling machine on Interstate 55 in Bolingbrook, Ill. "It's got some great features," said Bencsik. "The MILL ASSIST and Level Pro are great. It's very operator friendly."



continue to help us improve our efficiency," stated Mark.

### Put to the test

K-Five Construction wasted little time in putting the W 220 Fi to work. Its first job was a full-depth excavation of both the on and off ramps at the intersection of Interstate 55 and Weber Road in Bolingbrook, Ill. With the MILL ASSIST program on the machine, the W 220 Fi was able to optimize performance by matching the speed of the engine and milling drum to the traction drive, water system and the machine's advance rate. The result was K-Five Construction achieving its depth goal of 18 inches in two passes.

"The machine has a lot of really nice features that make it easy for both the ground person and the operator," said K-Five Construction Milling Foreman Ed Mesko. "It has a lot of technology and power. Overall, it's an awesome machine."

### Milling with a message

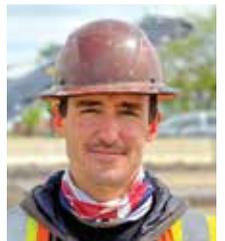
When K-Five Construction purchased the WIRTGEN W 220 Fi large milling machine in May, the company knew it was packed with features that would help it boost productivity

and efficiency. One benefit unrelated to production, however, has provided one of the most significant returns.

The new F-Series WIRTGEN mills include the option to add a customizable wrap around the machine. While most companies utilize this to add a logo or company colors, Shop Manager Dave Gorski came up with the idea for a pink wrap as a way to promote cancer awareness and honor Jennifer's father and K-Five founder George B. Krug, who passed away from cancer in 2019.

"We have been very involved in cancer awareness and philanthropic efforts," said Jennifer. "It is a very personal cause for us. In addition to my father's fight with it, my aunt (Co-owner Jody Schulte) is a breast cancer survivor. To have the opportunity to showcase our involvement was wonderful.

"We couldn't be prouder," she added. "It's very noticeable. Within the first weeks of having the milling machine on jobsites, we received calls from people asking about it. It's a tremendous testament to bring awareness. We're always trying to make sure our investment in equipment and our people is top-notch. This helps us do that." ■



Ed Mesko,  
Milling Foreman

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# Response and recovery plans are key to successfully weathering a variety of emergency situations

One of the main factors in successful project completion is preplanning. That's also a key element in responding to an emergency situation or crisis, according to Troy Tepp, Director, Safety Services with Sentry Insurance.

"Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans; thoughtful preplanning that addresses potential scenarios is vital," said Tepp, whose webinar for the Associated Equipment Distributors titled, "Developing Your Emergency Response & Recovery Plans – Before They're Needed" outlined what businesses need to focus on during a crisis. He suggests starting by establishing goals and priorities.

"The top priority within any emergency response plan must always be developing procedures that prioritize the protection of

lives and the safety of your staff, customers and any other visitors to your facilities," said Tepp. "Keep in mind your procedures also need to account for employees outside of your fixed-based operations, such as field personnel, drivers and equipment operators."

Once life-safety priorities have been addressed, a focus on procedures to stabilize sites and protect buildings, premises and other key assets is the next step. Plans to protect sensitive records, monies kept on site and other assets should follow.

### Primary risks

Tepp emphasized that risk assessment is fundamental to the preplanning and development process. He advises firms to take into account three primary risks, including natural events such as tornadoes, fires, severe storms, hurricanes, ice and snow and



**Troy Tepp**  
Director,  
Safety Services,  
Sentry Insurance

*Continued...*

Response and recovery plans help ensure your business is well-prepared to handle risks and emergency situations. "Predicting when those events will occur is nearly impossible, and that's why it's essential to be prepared with response plans; thoughtful preplanning that addresses potential scenarios is vital," said Troy Tepp, Director, Safety Services with Sentry Insurance.



# Develop an action plan to mitigate risks

... continued

*Editor's Note: This article contains information from a webinar Troy Tepp of Sentry Insurance created for the Associated Equipment Distributors and from a conversation with Tepp. It is for information purposes only and provides insight for businesses in our industry.*

**Natural events, such as severe weather, happen across the United States. "These are the most likely risks firms face," said Troy Tepp, Director, Safety Services with Sentry Insurance. "Where you conduct business should be factored in. If you are a contractor who works across various regions, or all of the country, you must have every type of weather in your plan."**

flooding. "These are the most likely risks firms face. Where you conduct business should be factored in. If you are a contractor who works across various regions, or all parts of the country, you must have every type of weather in your plan."

Additional risk considerations are human incidents such as medical injuries, robbery or even bomb threats, according to Tepp. The final type of risk is technological occurrences, such as data breaches.

Pre-incident planning and awareness is another important step. Items under consideration can include alarms, public-alert and surveillance systems; site communication capabilities; communication with remote staff; municipal agency support resources; staff expertise, skill development and special needs; and evacuation routes and shelter spaces.

Tepp used a tornado as an example of how to align risk assessment with planning and awareness. "If that is one of your foreseeable emergencies, begin to create a plan by identifying the alarms and alerts that identify these events," said Tepp. "Then, you develop action that mitigates the risk, such as designating a shelter or shelters. You will also want to clearly identify them as such with signage and train staff to know where shelters are located and that they should immediately proceed to the shelters if they hear the alarms. You also need to designate and train staff members to assist those with special needs. If

personnel are off-site, have a communication plan to check on their safety and well-being."

The example outlined above is part of the phase that Tepp calls Designing Your Response Procedures. Responses should be specific, define roles and responsibilities and activate an assigned response team.

"These procedures will be unique for each scenario – no response is likely to be identical for any two emergencies," said Tepp. "Along with response procedures and staff responsibilities, document specific steps for notification, ongoing communication and your planned role for municipal emergency response services. These service providers can help in developing plans and are often willing to assist with annual training and drills. Monitoring staff performance and identifying areas to improve and modify may be part of assessing training and drills."

To prepare effectively, a business-recovery plan is needed, according to Tepp, who said the plan should designate a preassigned business-recovery team. Other elements of the plan can be determining essential versus support staff, creating recovery operations, outlining IT needs, looking at communication considerations, preparing daily progress updates and phased recovery, testing and training.

"Reporting the incident to your insurance carrier in a timely manner should be your first step (after an incident has occurred); the faster it's reported, the quicker an investigation can occur, and reimbursements can be made. Your team will oversee a successful recovery by putting the plans in place that you developed to deal with emergency events."

## Covering COVID

In addition to his formal presentation, Tepp touched on how to respond to major unforeseen incidents, such as the COVID-19 crisis. He said that an addendum to plans already in place or a section devoted to infectious diseases is a good idea, with a caveat.

"This event really came out of nowhere, so most people had not addressed something like it," said Tepp. "Businesses should consider having some personal protective equipment on hand such as masks, but not go overboard. It can be expensive, expiration dates come into play for items stored long term and having large numbers of such items is likely unnecessary in most cases." ■





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# New excavator offers fast cycle times, high productivity in machine designed for easy transport on tag trailer



Andrew Earing,  
Komatsu Product  
Manager

Whether you're a contractor just starting out or an established firm running multiple pieces of equipment, a basic digging machine likely suits your operation. Easy transport from job to job is an added bonus.

"Not all projects involve moving massive amounts of dirt; for instance, agriculture applications such as field tile repair to light utility and municipality work," said Andrew Earing, Komatsu Product Manager. "With fast cycle times, a maximum digging depth of more than 17 feet and high productivity, the new PC130-11 is a good fit."

Earing added that the excavator is highly portable. Komatsu's smallest conventional tail swing can be moved with a tag trailer and still have capacity to spare for additional support equipment.

"Mobility is a real asset with the PC130-11," said Earing. "When a contractor finishes one job, they can quickly load this excavator and be on the way to the next. When they get there, it's a matter of minutes to unload and start digging. That increases production time."

### Ready for the challenge

Earing added that like all Komatsu equipment, the PC130-11 is built for the long haul, as well as for versatility.

"It has steel castings in the boom foot, boom nose and arm tip," he said. "That provides durability for years to come. Additionally, the excavator is available with plus-one piping as an option, so you can run attachments, such as a thumb or hammer, providing the capability to perform multiple applications and potentially boost profits." ■

### Brief Specs on Komatsu's PC130-11 Excavator

Model	Operating Weight	Horsepower	Bucket Capacity
PC130-11	28,660 lb	97.2 hp	0.76 cu. yd

Komatsu's smallest conventional tail-swing excavator, the PC130-11 is a versatile digging machine for projects such as field tile installation, light utility and municipal work. It can be moved on a tag trailer with capacity to spare.



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**Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS**

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# Automatic, semi-auto systems in new wheel loader assist operators during V-cycle loading



Robert Hussey,  
Komatsu Product  
Marketing Manager



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Experienced operators know that V-cycle loading can be a challenging application that takes time to master. One way to speed up the learning curve is with machinery features that assist in automating the process, according to Robert Hussey, Komatsu Product Marketing Manager.

“Several factors are part of a successful loading cycle, including proper digging into the pile to get a full bucket, approaching the truck, dumping, backing up and turning,” said Hussey. “Helping new operators become proficient as quickly as possible is essential. We took that into account when designing our updated quarry, aggregate and mining loaders, including the new WA800-8.”

Hussey highlighted three key systems that contribute to productivity and efficiency, which can be used together or separately to automate the work phases when V-cycle loading haul trucks:

- **Automatic dig** optimizes bucket load, actuating the bucket tilt and lifting operations by sensing the pressure applied to the work equipment.
- **Semi-automatic approach** raises the boom automatically when reversing out of the pile. The lift arms elevate until reaching the upper setting of the boom positioner, allowing the operator to focus on the travel path of the loader.
- **Semi-automatic dump** automatically raises the lift arms and dumps the bucket with the push of a button. After dumping, it levels the bucket and returns the lift arms to the lower boom positioner setting; however, the lift arms will not lower until the bucket has cleared the truck.

### New bucket design, customer-requested features

The WA800-8's bucket has a new shape that includes an increased radius and floor inclination that make it easier to fill and retain material. The spill guard was adjusted to give operators improved visibility to the pile, and sweeper wings on either side protect the front tires.

“We also responded to customer requests by introducing a modulation clutch for optimal tractive effort and throttle lock that improves cycle times by maintaining high work-equipment performance and saves fuel with auto-deceleration.” ■

#### Quick Specs on Komatsu's WA800-8 Quarry, Aggregate, Mining Wheel Loader

Net Horsepower	Operating Weight	Bucket Capacity	Ideal Truck Match
854 hp	254,700 lb	15 cu yd	60- to 100-ton

With automatic dig, semi-automatic approach and semi-automatic dump systems, the WA800-8 assists operators in V-cycle loading. “Helping new operators become proficient more quickly is essential. We took that into account as we began designing our updated quarry, aggregate and mining loaders, including the new WA800-8,” said Robert Hussey, Komatsu Product Marketing Manager.





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# Contractor keeps moving with a fleet of intelligent Machine Control and standard equipment



**Kelly Fulfer,**  
Owner/President



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**B**efore earning his high school diploma, Kelly Fulfer was an experienced operator who had chosen a career path in construction. As a teen, he worked part time for a contractor and was running a backhoe by his junior year.

“During my senior year I had only a couple of classes, so I worked during the day, too,” recalled Fulfer. “If the project was close to the school, I would just drive the backhoe between there and the jobsite.”

Today, Fulfer spends less time on machinery and more on overseeing his business, Superior Construction & Excavating, which is a full-service sitework company that also has its own gravel pits. The business typically runs 12 to 15 jobs at once. Recent assignments included a subdivision that called for excavating a pond with close to 270,000 cubic yards of dirt that was kept on site and spread for fill and grading.

### Spot-on accuracy in all materials

Superior Construction & Excavating operators used Komatsu intelligent Machine Control (iMC) D61PXi-23 and D61PXi-24 dozers

to construct the ponds, build subgrade for roads and level lots.

“The accuracy is spot-on, no matter the application,” said Operator Justin Bollinger. “I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it’s a matter of getting in the machine, doing a quick calibration and letting it do the work. If you have an area to fill, it will place the materials as fast as the truck drivers can dump them. The blade holds grade no matter how fast I push or what material I’m placing.”

Fulfer acquired the iMC dozers not long after he started using standard Komatsu equipment in his fleet. He now has more than 20 machines, including excavators, dozers, wheel loaders and articulated dump trucks.

“We had hydraulic component issues with another brand and that led to a need to rebuild several engines in a short time, so we took a look at Komatsu,” said Fulfer. “(Our distributor) put together an impressive package of machines. Equally important is service. (They) have been excellent to work with.” ■

Superior Construction & Excavating Operator Justin Bollinger fine grades dirt with a Komatsu intelligent Machine Control D61PXi-24 dozer. “The accuracy is spot-on, no matter the application,” said Bollinger. “I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it’s a matter of getting in the machine, doing a quick calibration and letting it do the work”



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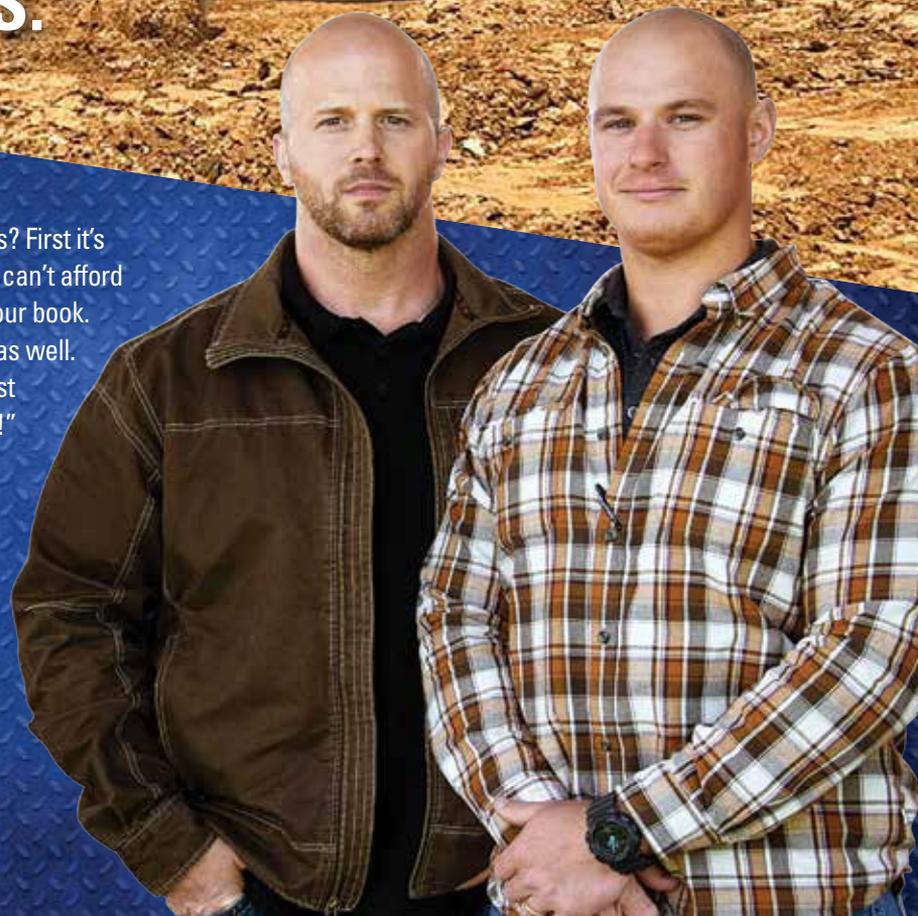
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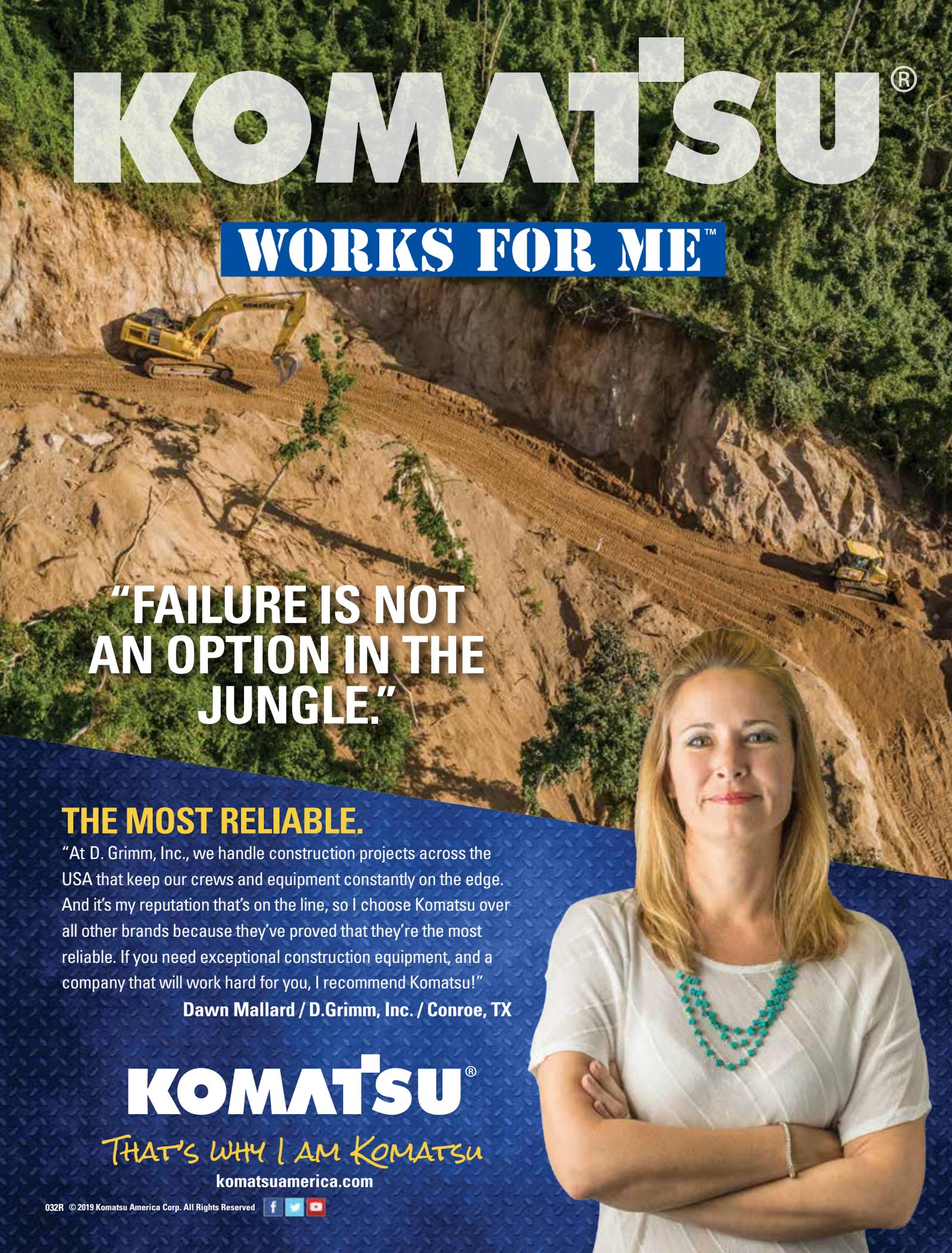
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# Roland Machinery adds Humdinger Equipment and Tana North America, expanding options for customers

**R**oland Machinery has added the Humdinger Equipment and Tana North America lines to its equipment product offerings, providing more choices for earthmoving and waste application customers. The two manufacturers specialize in pull scrapers, landfill compactors, waste shredders, window turners and trommel screens.

“We are excited about our new partnership with Humdinger and Tana,” said President Matt Roland. “Tana produces a high quality product while bringing innovation to the industry. We currently support a number of Tana landfill compactors in Illinois and Missouri. Our new partnership with Tana

complements our Komatsu product offering for this important customer base.”

The announcement expands Roland’s coverage of the Tana line throughout its 17 locations across the Midwest. Roland was named Tana North America’s 2019 Service Dealer of the Year.

“With the level of quality and innovative technology that these machines bring to the industry, we are confident we will continue provide new and existing customers with the level of support they have come to expect from Roland Machinery Co., Humdinger and Tana,” added Vice President of Product Support Dan Smith. ■

## Product Feature: Tana ECO Series Landfill Compactor



**T**ana’s ECO Series landfill compactors – with five models ranging in size from 58,000 to 121,000 pounds – have made a name for themselves in the waste market. Boasting the industry’s only “compaction improvement guarantee,” Tana compactors bring proven confidence and production to any fleet.

The machines are designed to maximize uptime with features including full-width, twin-drum construction to provide uniform compaction; a rigid-frame for optimal crushing force; and crushing teeth devised to maximize compaction.

All Tana ECO Series machines are equipped with the Tana Control System (TCS), allowing the operator to monitor and control all machine functions. An LCD panel with four-color display allows settings and functions to be controlled easily from inside the cabin.

The ProTrack system monitors real-time information including fuel consumption, uptime information, fault codes and other vital statistics. It also troubleshoots, sends notifications and provides reminders for scheduled maintenance. ■

**Tana North America’s ECO Series landfill compactors, like this E520 model, are designed to maximize uptime to achieve results in the field and are packed with technology to conveniently track that progress.**

# Mike Gidaspow says that the features and technology in today's equipment are the result of connecting with customers

*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.*



**Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions**

Mike Gidaspow said that when he joined Komatsu it fulfilled a childhood wish. He started with the company as a test engineer executing performance and stress testing of equipment.

“Growing up, I had visions of working for a car-review magazine and performance testing automobiles,” said Gidaspow. “Construction equipment was pretty close, so it was a bit of a dream come true.”

Komatsu was Gidaspow's second job after graduating from Illinois Tech with a degree in mechanical engineering. It has since led to a 20-year career with the company and an MBA from the University of Chicago. During that time, he has held several positions in design engineering, strategy, product marketing and sales.

In his current role as Director, Sales and Marketing, U.S. Central and Canadian Regions, Gidaspow works directly with Komatsu distributors to acquire equipment and assists them in helping their customers find the right machinery to fit their needs.

“There are new challenges and opportunities every day in this industry,” Gidaspow stated. “When you work with an individual or a company to come up with solutions that make their business more efficient and potentially more profitable, that's a real win for everyone. And, the equipment is fun. That's what makes this career so enjoyable.”

When he's not in the field with distributors and customers, Gidaspow enjoys spending time with his family traveling, biking and doing other outdoor activities. He and his wife, Julie, have two sons. ■

**QUESTION: During the past few years, Komatsu has emphasized talking with customers in the field. Why is that so important?**

**ANSWER:** Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve. What challenges are they facing? What are their pain points with equipment? We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable.

**QUESTION: That's surely been a challenge with COVID-19. How are you adapting?**

**ANSWER:** Much like everyone else, we are doing a lot of remote video conferencing. There have been some growing pains, but also positives, such as the ability to “meet” and talk with more people each day. It's not the same as talking face-to-face, shaking hands and being on a jobsite – and we hope to be able to get back to that very soon – but it's a fair substitute.

At CONEXPO, we placed a strong emphasis on Smart Construction and its ability to increase efficiencies with technology. A big component of it is having fewer people on the jobsite and more people working remotely. That seems to have gained acceptance faster with the current situation. Customers have really embraced remote technology, such as KOMTRAX and intelligent Machine Control, to monitor and manage their machinery.

**QUESTION: Do you see this as a long-term trend?**

**ANSWER:** We were already seeing it to some degree, but it appears to have accelerated under the circumstances. Customers are asking what tools we have to help them better function in this situation, and we believe they will continue to do more and more going forward.

**QUESTION: Will technology continue to play an ever-increasing role?**

**ANSWER:** It certainly will, and the faster equipment users accept and implement it, the faster they will see the positives. Technology is transforming construction. It's giving companies the ability to get results in less time. Drone surveys provide actionable



In-the-field conversations provide Komatsu with first-hand feedback on what customers seek to make their operations more efficient and productive. “Those visits with contractors and individuals give us tremendous perspective about what’s happening in the industries we serve,” said Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions. “We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable.”

data that can be acted on much more quickly than with traditional surveying methods. Remote file transfer to an intelligent machine delivers real-time information about changes to plans. That replaces driving to the jobsite. Those are just a couple of the numerous ways technology is changing the landscape.

**QUESTION: Komatsu Chairman and CEO Rod Schrader serves on the board of the Associated Equipment Manufacturers (AEM) and you are on its I Make America committee. Why is this involvement important?**

**ANSWER:** These groups are comprised of individuals and companies who advocate for common causes. For instance, AEM has all types of manufacturers, including our competitors, who want to bring awareness to issues such as increased infrastructure investment. We know we have a stronger voice, and, if we work together, we can hopefully get Congress to pass meaningful legislation that has a positive effect on the country, such as better roads, bridges and utility systems.

Another area we are supporting is increased investment in workforce development, so we can get the word out that manufacturing and construction are great, well-paying career choices. ■



Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions, says technology will continue to play an ever-increasing role in construction machinery, including GPS grading systems, such as Komatsu’s intelligent Machine Control.

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# intelligent Machine Control 2.0 increases dozer productivity with grass-to-grade automatics

Construction companies are always seeking ways to boost production. The combination of today's equipment and technology elevates the ability to do so like never before.

"Aftermarket GPS add-on systems started the trend toward automated grading, and we built on that with the first generation of our integrated intelligent Machine Control (iMC) dozers," said Derek Morris, Komatsu Product Marketing Manager, intelligent Machine Control. "Now, we're introducing the second generation with products that deliver iMC 2.0."

Morris describes iMC 2.0 as a suite of productivity features that utilize advanced machine technology to improve dozer production. It debuted at CONEXPO and was previewed on the D71PXi-24, Komatsu's newest and largest hydrostatic dozer to date. The D71 will be available later this year, and iMC 2.0 will be available on other dozers later this year as well.

One of the key attributes of iMC 2.0 is the previously introduced patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator, 100 percent of the time. During operation, the dozer measures the terrain it tracks and uses the track-level data to

plan the next pass, making it 60 percent more productive than previous-generation iMC models, according to Komatsu.

### Improved automation

New features of iMC 2.0 include patent-pending lift layer control, which automatically spreads fill from existing terrain with one press of a button. Much like proactive dozing control, this option also tracks the terrain and uses that data to plan the next pass, which doubles production and achieves consistent layers for quality compaction.

Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80 percent.

Quick surface creation creates a temporary design surface with one press of the button. When combined with other iMC 2.0 functions, operators can begin stripping or spreading using automatic without waiting – or the need – for a complex 3D model.

"iMC 2.0 uses a new system architecture to deliver automatics from grass to grade," said Morris. "It really is the next evolution of iMC and further enhances operators' ability to increase production." ■



**Derek Morris,**  
Komatsu Product  
Marketing Manager,  
intelligent Machine  
Control

Komatsu introduced intelligent Machine Control 2.0 during CONEXPO and previewed the D71PXi-24, which features the second-generation technology. The system allows operators to run fully automatic from first-to-last pass with key features that boost productivity by up to 60 percent.



# MyKomatsu web-based solution simplifies fleet management and e-commerce



Rizwan Mirza,  
Komatsu Manager,  
Telematics, Products  
& Services Division



Tom Hergenreder,  
Komatsu Marketing  
Manager, Parts

Fleet management is essential to machine health, ensuring maximum uptime and, in turn, production. Keeping track of data across multiple jobsites and ordering maintenance items through various online platforms can make it a challenge.

“Quick access to critical information is vital,” said Rizwan Mirza, Komatsu Manager, Telematics, Products & Services Division. “Customers told us they wanted to be able to access their fleet data at any time, from a single site where it’s organized in a standard way. We responded with MyKomatsu, a complimentary web-based solution that integrates many legacy systems to deliver intelligence that assists customers in running their businesses.”

### Actionable resources at your fingertips

MyKomatsu enables users to visualize and evaluate their assets with fleet-wide or equipment-specific information from any device and order Komatsu Genuine Parts.

“Combining parts ordering capabilities and telematics allows customers to monitor machine conditions and quickly order parts when needed,” said Tom Hergenreder, Komatsu Marketing Manager, Parts.

Hergenreder added that ordering parts is easy with checkout similar to that of online shopping sites. “Customers receive a tracking number to keep tabs on the order. With flexible shipping options, they can conveniently have their parts delivered virtually anywhere, including directly to their jobsites or have them waiting at their local distributor’s parts counter.”

Fleets can be viewed on a map or list and highlighted with quick statistics from the past day, week or month. “Starting from a fleet view, users can easily check the performance of their fleet or an individual machine,” Mirza explained.

“Working hours, fuel, idle time, working modes, CARE reports, standard and extended warranty details, recommended parts lists based on machine hours and more are available,” added Hergenreder.

“The parts recommendation feature makes it easier to quickly identify the maintenance items that are coming due for service, without the need for extensive searching.”

Customers can register for a complimentary account on the MyKomatsu website (MyKomatsu.komatsu). After inputting some details, a notice is sent to the local distributor who provides the customers with access. Once activated, users can begin to reap the benefits.

“We are working to add customers’ competitive machines to be able to track them, too,” said Mirza. “This really does simplify fleet management, marrying it with a simplified e-commerce. We are also working on a mobile app with the same features, which will be available in the near future for both Android and Apple devices.” ■



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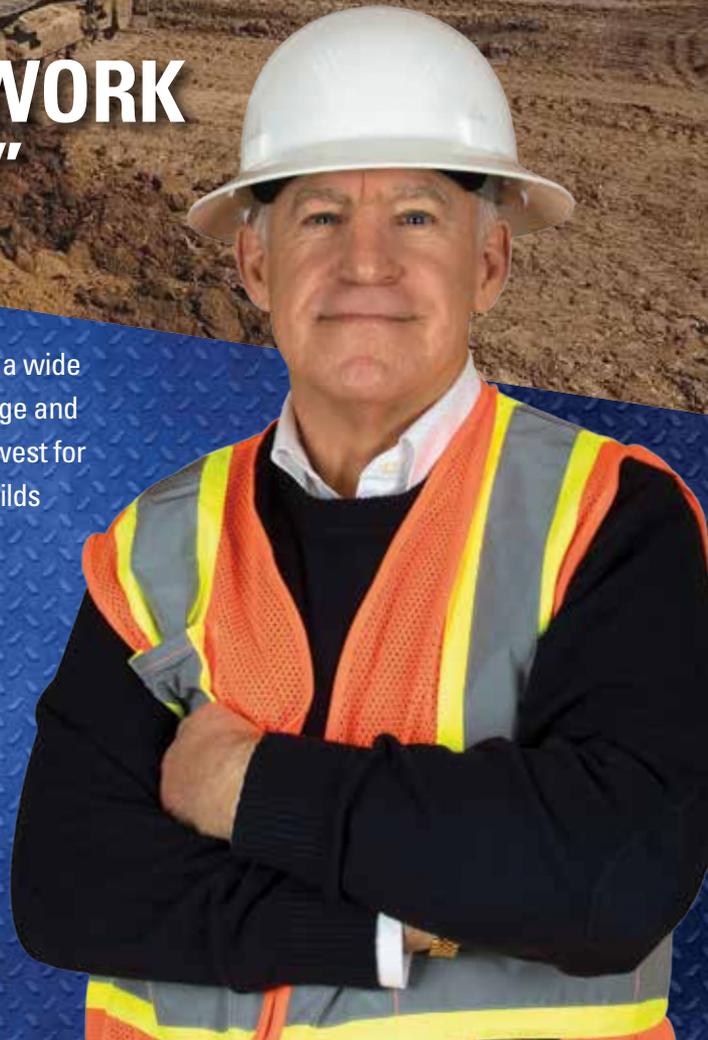
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**Marv Selge / Selge Construction, Inc. / Niles, MI**

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# Adding automatic lubrication system can sustain vital components' performance, longevity



Scott Ruderman,  
Komatsu Product  
Marketing Manager



Dan Varon,  
Graco Market  
Specialist

Proper greasing completed at recommended intervals is vital to the performance and longevity of components. Komatsu Product Marketing Manager Scott Ruderman emphasized that one way to stay on schedule is with an automatic lubrication system.

“Equipment has several grease points, and it takes time to manually hit them all,” said Ruderman. “In some cases, those tasks are done multiple times a day. The chance of missing one can potentially be very costly. An automatic lubrication system eliminates that possibility by dispersing a metered amount of grease to each individual point at set intervals during operation.”

### Easy to use

Ruderman said systems from Komatsu-allied vendors, such as Graco, should be considered and are available for trucks, wheel loaders and excavators. They are pre-installed on new machines or come as a field-install kit for equipment already in the field. Working together, the two companies ensured that a Graco automatic lubrication system meets Komatsu's recommended grease intervals.

“Ideally, once it's set to Komatsu's recommendation, no additional adjustment is needed,” said Dan Varon, Graco Market Specialist. “However, you can manually regulate the amount of grease. For example, if

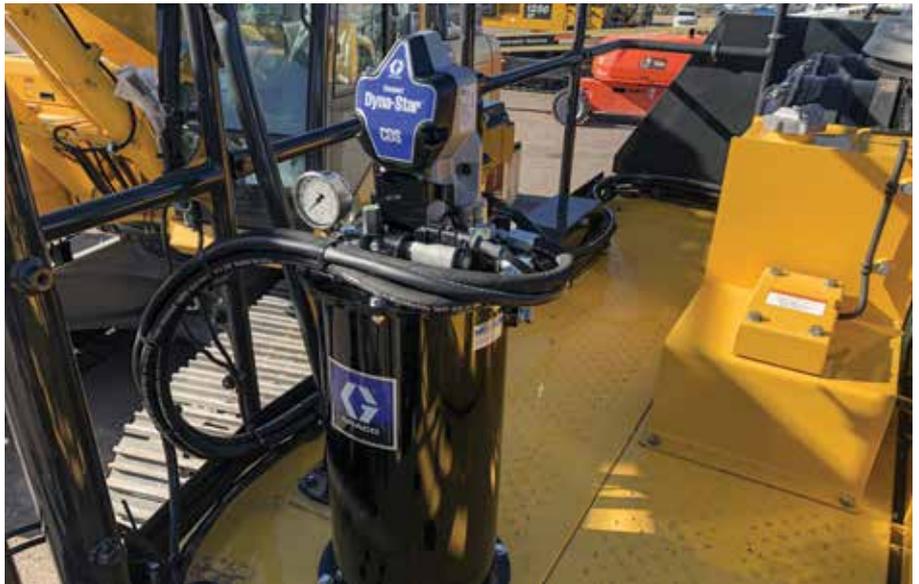
operators notice that they are raising the dump body more than usual, they can increase the interval for that individual point.”

Varon added that newer Graco systems, such as the one used with a Komatsu HD605 haul truck, have enhanced features. Its GLC X controller and Auto Lube™ app are Bluetooth-enabled for remote condition monitoring and data logging. Information can be tracked via the smartphone app and exported to a common data file for maintenance records. Additional components include the new Compact Dyna-Star® pump that reduces weight, increases platform space and has continuous level monitoring.

Wheel loaders and excavators use a GLC™2200 controller to control the pump and monitor the level of grease and system performance. Working in conjunction with the controller is Graco's G3™ pump, featuring an 8-liter translucent reservoir with stir paddle and a low-level monitoring switch. The series progressive system feeds a set of divider valves to deliver the predetermined volume of grease to each point.

“Both systems have convenient ground-level ports for refilling the reservoir quickly without the need to climb on the machine,” Ruderman noted. “Using auto lube is highly recommended for keeping vital parts moving and preventing premature failure.” ■

Automatic lubricating systems for trucks, wheel loaders and excavators are pre-installed or come as field-install kits for equipment already in the field. The systems ensure greasing at recommended intervals to maximize component performance and longevity.



## Pandemic challenges ability to address road improvement backlog

Decreased revenues due to the COVID-19 pandemic may further hinder state and local governments from addressing a \$211 billion backlog of needed improvements to U.S. rural roads and bridges, according to a report from TRIP, a national transportation research nonprofit.

“Addressing the nation’s rural transportation challenges will require a significant increase in investment, but the tremendous decrease in vehicle travel that has occurred due to the COVID-19 pandemic is estimated to reduce state transportation revenues by at least 30 percent – approximately \$50 billion – in the next 18 months,” said

TRIP in its executive summary of the report, “Rural Connections: Challenges and Opportunities in America’s Heartland.”

The \$211 billion estimate in needed repairs and improvements came from a United States Department of Transportation analysis submitted to Congress in 2019. It further indicated that the nation’s annual \$28 billion investment by all levels of government in rural road, highway and bridge rehabilitation, as well as enhancements, should be increased by 28 percent, to approximately \$36 billion annually to upgrade condition, reliability and safety. ■



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# Komatsu supports Feeding America as national partner in COVID-19 response efforts, donating funds to aid food banks



**Rod Schrader,**  
Chairman and CEO,  
Komatsu North America

More than 37 million Americans face hunger each year. Recently, as the COVID-19 pandemic pushed millions more into food insecurity, Komatsu's North American business units partnered with Feeding America, the nation's largest domestic hunger-relief organization, to donate up to \$250,000 to support the organization.

"The hunger crisis grew quickly in the face of COVID-19," said Rod Schrader, Chairman and CEO of Komatsu's North American operations. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities."

In May, Feeding America predicted that its network of local food banks would need an additional \$1.4 billion during a six-month period to provide food assistance to people facing hunger – a 30-percent increase to the nonprofit organization's operating costs. The network of 200 food banks works with more than 60,000 soup kitchens, food pantries, churches and other community organizations to deliver food, even in the midst of a global pandemic.

"Feeding America is grateful to Komatsu and its employees for their generous support of our neighbors who face hunger during these uncertain times," said Lauren Bierdrion, Vice President of Corporate Partnerships at Feeding America. "Their donation will help food banks serve communities hit the hardest by the COVID-19 pandemic."

### Matching employee donations

Komatsu America Corp., Komatsu Mining Corp., Modular Mining and Hensley Industries – all North America subsidiaries of Komatsu Ltd. – are joining together in the effort. The business units are donating \$150,000 and are providing a two-for-one match of employee donations up to \$50,000.

The companies are dedicating an additional \$100,000 to local organizations in the communities in which they operate throughout North America to support specific charitable efforts and needs in the areas of medical supplies and support, food insecurity and community funds. ■

**Komatsu's North American business units partnered with Feeding America, donating up to \$250,000 to the organization's efforts to provide food assistance to those facing hunger. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities," said Rod Schrader, Chairman and CEO of Komatsu's North American operations.**



# Travis Heseltine loves the daily variety, challenge that come with inside parts sales career

While some tasks are occasionally repeated, no two days are ever exactly the same for Travis Heseltine, who handles inside parts sales for a Komatsu distributor.

“It’s hard to believe such variety after 21 years in a parts department, but that’s a great advantage to this job,” emphasized Heseltine. “Sure, there are some jobs I do on a routine basis to keep things in proper working order; however, I never have that sense of ‘here we go again’ doing the same thing over and over, day after day.”

Working in a parts department has been the one constant in Heseltine’s life since he joined the distributor in 1999 after serving in the U.S. Army for five years. While in the service, he was a radio operator and worked with computers and automation.

“That training fit right into the current parts world, which has become increasingly automated, Heseltine pointed out. “When I started, parts books on CD were the big thing. Now, pretty much everything is online. Today, when a customer places an order by phone or online, we can find what they need in seconds after a few mouse clicks. I put the order together and send it to the warehouse for them to pull the part or parts to be ready for pick up, delivery or shipping.”

### Priority on speed, affordability

Heseltine helps locate and secure parts for both internal use – which includes the distributor’s shop – and for external customers either through his company’s warehouse locations or directly from the inventories of Komatsu and other manufacturers.

“The sooner we can get machines back into production the better, and that’s why most common items are kept in stock, as well as a large inventory of replacement parts,” Heseltine explained. “If we don’t have something, in most instances, we can get it in fairly short order. I try for the fastest, most cost-effective means for the customer.”

Case-in-point involved a recent order from a mine for radiator coolers. Heseltine worked with a freight company to ensure delivery

of the coolers to the customer within its specific timeframe.

“It was a challenge, but anytime you deliver for the customer and make them happy, it’s a good feeling,” said Heseltine. “I enjoy what I do, or I would not have stayed with it this long. The equipment industry is great, and parts are a critical piece of the puzzle. You can’t fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I’m glad I found this job and made a career out of it.” ■

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**“I’m glad I found this job and made a career out of it.”**

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Travis Heseltine (below) looks up a part on his distributor’s inventory. “I enjoy what I do, or I would not have stayed with it this long,” said Heseltine of inside sales. “The equipment industry is great, and parts are a critical piece of the puzzle. You can’t fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I’m glad I found this job and made a career out of it.”



## Journeyman Service Mechanic Tony Goughenour earns E-8 status as U.S. Navy Senior Chief Petty Officer

Service is something that Tony Goughenour takes very seriously. So much so, that it has resulted in two full-time jobs. As a Journeyman Service Mechanic for Roland Machinery out of the Bridgeton, Mo., branch, Goughenour helps customers keep their machines healthy and operational. When he leaves the garage for the day, his other job as an enlisted member of the United States Navy begins.

"I do 40 hours a week for Roland and another 20-30 on top of that for the Navy," explained Goughenour. "Luckily, the work crosses over a bit. I oversee the engineering department

for small craft for the Navy. So I'm always dealing with engines. Right now, my main focus is on planning and organizing, and I do a lot of phone calls and meetings at night."

Goughenour's hard work continues to pay dividends as he was recently promoted to Senior Chief Petty Officer, achieving E-8 status – the second-highest level attainable for an enlisted service member.

"It's an honor," proclaimed Goughenour. "It is my goal to complete finishing school and reach E-9, Master Chief status, so this is one step closer."

His rise in the ranks comes after a return to the service. After serving in active duty from 1993-1997 and then as a member of the reserves until 2000, he left the Navy and began his career with Roland Machinery. However, the call to serve prompted Goughenour to return to the armed forces.

### Roland Machinery supports his service all the way

His decision was made easier with full backing and support from Roland.

"When I approached Roland about finishing out my career in the reserves, they were completely supportive," he recalled. "They told me to go for it and have been very flexible with my schedule.

"That's especially helpful when a 15-day trip turns into 67, which my last one did," he laughed.

Even when Goughenour isn't on base, he is still surrounded by others who have served.

"In our Bridgeton shop, about half of the people are prior service members," he stated. "We have two Marines, two Navy, one Air Force and one Army member. There is an immense sense of pride here with Roland. They are very supportive of the service we've done.

"And then my oldest son, Anthony Jr., is currently an E-1 in the Navy," he shared. "He just graduated from boot camp this year, so we were able to share a very cool moment together." ■



Roland Machinery Journeyman Service Mechanic Tony Goughenour (right) receives official documentation of his E-8, Senior Chief Petty Officer status in the United States Navy from Commander Clutts. "When I approached Roland about finishing out my career in the reserves, they were completely supportive," Goughenour recalled. "They told me to go for it and have been very flexible with my schedule."

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STK# HM20017, 3,277 HRS, SPRINGFIELD, IL



**2010 VALMET 911.4** \$265,000  
STK# VT15018, 5,356 HRS, ESCANABA, MI



**2015 KOMATSU D61PX-24** \$169,500  
STK# KM20131, 3,073 HRS, SCHOFIELD, WI



**2015 WIRTGEN W220** CALL  
STK# WG19010, 3,964 HRS, SPRINGFIELD, IL



**2018 WIRTGEN W120CFI** CALL  
STK# WG20036, 475 HRS, SPRINGFIELD, IL



**2018 TIMBERPRO TN725D** \$399,500  
STK# TP20001, 2,235 HRS, EAU CLAIRE, WI



**2017 KOMATSU PC390LC-11** \$274,500  
STK# KM19044, 2,251 HRS, SPRINGFIELD, IL



**2016 KOMATSU D39PX-24** \$119,500  
STK# KM19557, 943 HRS, PALMYRA, MO



**2006 VALMET 840.3** \$85,000  
STK# VT20015, 19,000 HRS, ESCANABA, MI



**2015 KOMATSU D65PX-18** \$209,500  
STK# KM19234, 3,500 HRS, SPRINGFIELD, IL



**2017 KOMATSU D65PX-18** \$199,500  
STK# KM20132, 3,375 HRS, DEFOREST, WI



**2017 KOMATSU WA380-8** \$219,500  
STK# KM19470, 1,219 HRS, BOLINGBROOK, IL



**2016 KOMATSU WA270-7** \$124,500  
STK# KM19405, 3,236 HRS, EAST PEORIA, IL



**2016 KOMATSU PC138USLC-11** \$119,500  
STK# KM19402, 2,360 HRS, SPRINGFIELD, IL

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