



**KOMATSU**

Summer 2024

# Industry Scoop

A publication for and about Roland Machinery Co. customers • [www.RolandIndustryScoop.com](http://www.RolandIndustryScoop.com)

## Petersburg Plumbing & Excavating LLC

Family business sees substantial fuel savings with Komatsu HB365LC-3 hybrid excavator



Roland Machinery's Best Practices Paving Seminar



Roland Machinery's Smart Construction Seminar

## A Message from the President



Matthew L. Roland

**Stay aware  
of service**



Dear Valued Customer:

I hope your year is going well. As you move further into the busy construction season, it can be easy to focus on production and lose sight of maintaining your machines. Don't let that happen.

Your newer Komatsu machines are covered for scheduled services for 2,000 hours or three years with Komatsu Care. Our skilled technicians will perform the services on-site, at your convenience. We can also service your older machines and nearly all of your non-Komatsu products. Reach out to your local service department, product support representative, territory manager or branch to learn more about the service plans that we offer and to schedule a service.

One way you can ensure you are keeping up with scheduled services is by utilizing your My Komatsu account. Komatsu's digital hub lets you monitor your entire fleet — even non-Komatsu machinery that is registered in My Komatsu — from the convenience of your office, home or other locations. Read more about this efficient fleet management system inside this issue. If you don't have a My Komatsu account, contact us for information about setting one up.

This issue also highlights the many industries that Komatsu serves. Check out the valuable articles on equipment for forestry, demolition and construction, such as the Komatsu 951XC harvester and the highly efficient Komatsu HB365LC-3 hybrid excavator.

If you're looking for parts, consider Komatsu Reman. Its parts and components deliver like-new performance with a great warranty, provide significant cost savings and contribute to sustainability. That's a win-win-win.

As always, if there is anything we can do for you, please contact one of our branch locations.

Sincerely,  
Roland Machinery Co.



Matthew L. Roland,  
President





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## Petersburg Plumbing & Excavating LLC sees substantial fuel savings with Komatsu HB365LC-3 hybrid excavator



**Brian Vogt,**  
President



**Robert Coady,**  
Field Operations  
Superintendent

**P** Brian Vogt is the fourth generation of his family to lead what is now known as Petersburg Plumbing & Excavating LLC. He's also the first Vogt not named Milo to helm the civil sitework and underground utility installation business.

"My mother said, 'No more Milos,'" quipped Vogt, the president of the Springfield, Ill., based firm. "My great-grandfather, Milo F., started the business in 1936 as Petersburg Plumbing & Heating because he saw a need for those services. My grandfather, Milo H., and my father, Milo F. III, joined the business at various points. The focus early on was mainly commercial. Residential service was added later, and then in the early 1970s, they got into underground sewer and water utility installs."

Vogt started full time in the business right out of high school. He worked in the field doing sewer and water work, eventually moving up to an office position. His experience with both set the stage for him to take on his current role.

"We sold the business to Henson Robinson Company in 2011, which is now Petersburg's parent company," Vogt recalled, noting it was during that time that the name changed to Petersburg Plumbing & Excavating. "I stayed on as a project manager/estimator and helped with day-to-day operations. I continued to work my way up. The sale made the company 100% employee-owned, so everyone has a stake in its success, and they step up every day."

The company has grown from three crews to 10 during the past few years and has multiple projects in production at any one time across Central Illinois. Petersburg Plumbing & Excavating primarily serves commercial, industrial and institutional clients. Its services include sewer/water construction, cured-in-place pipelining and manhole lining, directional boring, CCTV inspections, and sewer cleaning.

"In the late 1990s and early 2000s, we were mainly doing housing market subdivision underground utility work," Vogt noted. "In 2008, that kind of dried up, so we turned toward municipal, county and state work, and we've just stayed in that market. We still do a little private work."

### Fast, plenty of power

A current private project has Petersburg Plumbing & Excavating installing more than 1,000 feet of storm and sanitary sewer line for a new sports park in Springfield. Field Operations Superintendent Robert Coady estimated that it will take four to six months to complete.

"Weather has been a challenge as we were held off for about a month with cold temperatures, then rain, snow and mud," said Coady. "Since we started, the pace has been good. As long as the weather continues to allow us to keep working, I think that will be the case. It's being built on an old agricultural field, so it's wide open. We couldn't ask for a better job site to just dig and start laying pipe."

Coady indicated that it's also a good site to use the Komatsu HB365LC-3 hybrid excavator Petersburg Plumbing & Excavating recently rented from Roland Machinery Company. The HB365LC-3 is ideal for use in high-swing applications. Its electric swing motor captures and regenerates energy as the upper structure slows down and converts it to electric energy. It's using the energy that is normally wasted and makes it available to do work, which contributes to increased efficiency and decreased fuel usage.

"We are running it eight to nine hours a day, and the fuel savings really stand out," said Coady.

With a Komatsu WA320 wheel loader, an operator dumps material into a rock box.







#### ▶ VIDEO

Operating Engineer Tom Killebrew digs a pipe trench with a Komatsu HB365LC-3 hybrid excavator on a job site in Springfield, Ill.

Operating Engineer Tom Killebrew added, "After about six days of work, we've only burned about a quarter of a tank of fuel, which is impressive."

The energy captured during each swing braking cycle is stored in the HB365LC-3's ultracapacitor. Each time the excavator swings, the capacitor discharges electric power to the electric swing motor.

"The swing is fast, and it has plenty of power," said Killebrew. "It's quieter than a standard diesel machine. You don't hear the RPMs coming up to match the machine when needed, and that took some getting used to. Other than that, it's just like running a traditional excavator, but with better fuel economy."

In addition to fuel savings, the HB365LC-3 helps reduce emissions. Based on the Environmental Protection Agency's CO2 formula, the hybrid excavator potentially offers an up to 20% reduction in CO2 emissions compared to the standard PC360LC-11.

"Our hybrid excavators have many advantages," explained Taimoor Khan, Business Development Manager, Carbon Neutral Products, Komatsu.

"To begin with, the product architecture developed by Komatsu allows us to isolate the swing circuit from the traditional hydraulic work equipment. This allows the machine to focus all the hydraulic capacity toward the boom, arm and bucket cylinders, creating an impressive production-focused machine that provides customers with increased productivity, reduced fuel consumption, and lower carbon emissions. While these types of hybrid technologies are common in large mining shovels, which are renowned for their durability and reliability, the HB365LC-3 utilizes similar scaled-down technology for the construction industry."

#### Service, creativity

To rent the Komatsu HB365LC-3 hybrid excavator, Petersburg Plumbing & Excavating worked with Roland Machinery Territory Manager Zach Beck and Chris Ingram, Vice President/General Manager of Roland Machinery's Springfield Division. The two companies have a long relationship as Petersburg Plumbing & Excavating is a staunch Komatsu user with several excavators and wheel loaders.



Discover more at  
[RolandIndustryScoop.com](http://RolandIndustryScoop.com)

*Continued...*



# 'We have been very impressed'

... continued



**Chris Ingram,**  
Vice President/  
General Manager,  
Springfield Division,  
Roland Machinery  
Company

"In 2012, we bought a PC210 and a PC360, and over the years we just kept replacing the competitive equipment we had with Komatsu," stated Vogt. "One of the biggest drivers was Roland Machinery handling service through the Komatsu Care program and the savings on maintenance we saw with it. Another was the creativity of Roland Machinery and its sales team to come up with deals that work more for us versus them. I consider Roland Machinery a strategic partner, so when they offered us the chance to try out the hybrid, we jumped at it. We're always looking for opportunities for fuel cost savings and ways to decrease our environmental impact. We have been very impressed."

Ingram said he believed Petersburg Plumbing & Excavating was a perfect fit for the HB365LC-3.

"We're excited that they took the opportunity to try it out and are seeing the advantages,"

commented Ingram. "They do deep sewer that involves a lot of digging, so that's ideal. As others see the success Petersburg has with the hybrid, we think it will increase interest from others who are looking for high production with lower costs."

## Growth opportunities

Moving forward, Vogt sees an opportunity to expand on the services Petersburg Plumbing & Excavating already provides.

"We're getting into some other markets in cured-in-place pipelining and manhole lining," said Vogt. "Those are avenues for growth. A big line for us is directional boring, and I believe we're going to see growth there as well." ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

(L-R) Roland Machinery's Zach Beck, Komatsu's Taimoor Khan, and Petersburg Plumbing & Excavating's Tom Killebrew, Brian Vogt and Robert Coady meet on a job site in Springfield, Ill.







# Choose everything



Choose reduced fuel consumption, high performance and a warranty you can count on with the **HB365LC-3 hybrid excavator** from Komatsu.

- Up to 20% reduced fuel consumption\*
- Up to 15% improvement in productivity\*
- New 7-year/15,000-hr transferrable warranty on hybrid components

Discover more ► [komatsu.com/HB365LC](https://komatsu.com/HB365LC)

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\* When compared to conventional PC360LC-11.

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# Seminar shows customers how Komatsu's Smart Construction solutions can help optimize job sites, data management



Discover more at  
[RolandIndustryScoop.com](http://RolandIndustryScoop.com)

**R**oland Machinery Company held a Smart Construction Seminar to give customers an opportunity to learn more about how Komatsu's Smart Construction solutions can benefit their operations. The day-long event was held at Komatsu's South Harbor Campus in Milwaukee, Wis., and led by Komatsu Smart Construction experts.

"We're trying to provide awareness to our customers as a whole on some of the many products and solutions that Komatsu actually developed to help them find a competitive edge in the marketplace today, whether that's providing them some type of answer to the unknown for materials that need to be moved, or whether that is also getting some kind of progress report of what's actually happening on their job sites today," said Kyle McDowell, Technology Solutions Director, Roland Machinery. "Smart Construction solutions are offered to all our customers, not just those with Intelligent Machine Control dozers and excavators, so at this event we're not just talking about iron, but all the solutions that have to do with the modern job site."

Komatsu offers a suite of solutions that includes several Intelligent Machine Control (IMC) dozer and excavator models with integrated GPS grade control. Additional solutions include:

- Smart Construction Dashboard – Visualize data and know where you are today to measure and make decisions on where you want to be tomorrow; by combining 3D design data with aerial mapping and IMC data, you can confirm quantities and see progress each day
- Smart Construction Design – Move from paper plans to a digital design file with Komatsu's 3D data generation service that gives you accurate data that is easily shared, replicated and updated
- Smart Construction Drone – Accurately map your job site with a high-precision drone, which can be 50% faster than a walking survey; drone mapping helps with planning, sends data as you progress, and gives you information you can turn into efficiencies and better reporting
- Smart Construction Field – Get real-time insights straight from the field without a pen and paper; leverage a connected system to analyze your costs against your bid
- Smart Construction Fleet – Collect the data you need to help optimize your fleet and track production on a mobile app
- Smart Construction Office – Connect every job site to a central hub; it helps streamline project communication, detect risks and minimize the many factors that can throw your work off course

**Presenters from Komatsu give customers information about Smart Construction solutions and how they can incorporate them into their businesses to optimize efficiency.**

### ► VIDEO







Participants check out a Komatsu excavator at Roland Machinery's Smart Construction Seminar.

- Smart Construction Remote – Remotely send files from the office to target machines, easily search all connected assets, or log in to a machine and see exactly what the operator is seeing
- 3D Machine Guidance – Bring 3D to most conventional excavators, giving operators in the field and managers in the office access to 3D design and topography data that help drive accuracy, control load volumes and promote optimized operations; it is for both old and new Komatsu machines

"This event is about understanding the synergies, as well as taking each one of these solutions and understanding how it will impact customers' businesses," said Adam White, Smart Construction Solutions Manager, Komatsu. "For example, Smart Construction Remote enables them to remote into a machine to control the screen and to help the operator versus driving out to a site that could be hours away. They can also update a design file from the office. That saves a lot of time and costs, and that's just one solution."

Komatsu's Mike Nixon, Product Marketing Manager for Smart Construction, emphasized, "The goal behind this event is to give customers a highlight reel of how these solutions can be used in their operations. There is no doubt that the events like this are a huge success."

### **Roland Machinery is a valuable resource**

Customers who are interested in more information about Smart Construction



solutions should contact their Roland Machinery representatives.

"Their sales representative can put them in contact with our team of technology solutions experts that are at the dealership level," McDowell noted. "They are a direct liaison to all the solutions that Komatsu has developed, and on a one-on-one basis, we can see exactly what your particular company is after. We can tailor a meeting to discuss everything we can offer. One phone call to their Roland rep can really provide them a lot of resources." ■

**Attendees learn about Komatsu's Smart Construction solutions at Komatsu's South Harbor Campus in Milwaukee, Wis.**



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# Speak up and stay safe — your question could save a life

I'm sure you've heard the phrase, "There is no such thing as a stupid question, except the one that didn't get asked."

Some people have trouble raising their hand and asking the question that's important to them. Perhaps it's the possible embarrassment of being the only one who doesn't know the answer, or it could be that you missed an important point during a discussion and are afraid of looking like you weren't paying attention. Sometimes other employees may show some frustrations when you ask questions and that can also discourage you from asking. Whatever the reason, we can sometimes talk ourselves out of asking a very important question that could very well be important to our safety.

In our industry many employees face different kinds of hazards on a daily basis — risks such as entering a confined space, operating heavy equipment, digging and working in trenches, handling chemicals, and fall hazards. Part of mitigating those hazards is preplanning and implementing safeguards to protect us from those hazards. Sometimes though, things change, conditions around us change, a new piece of equipment is brought on-site. If employees are afraid to ask questions, they could be putting themselves at risk of injury or even death. When it comes to safety, it's critical that you ask questions like what could go wrong, how can you prevent it from happening, how do you protect yourself, and what do you do if something does go wrong. By being willing to ask these and other important questions you might be helping your coworkers who may have similar questions.

Also, asking the right questions begins with the willingness to admit you aren't trained in working certain types of equipment or projects. Sometimes our ego can get in the way of asking questions as we don't want to be considered the weak link on a work crew. So, we just begin working, putting ourselves at risk. Don't let this be you. Ask the questions you need to ask.

### Don't let complacency creep in

Complacency can creep in when we do the same work tasks over and over again. Workers with experience can easily become complacent and not even recognize the hazards, or they feel like there is less risk because they've seen

it before. These employees are less likely to ask the questions that can get hazards addressed. If the work environment discourages questions, that just adds to the hazard.

Also, an employee's lack of knowledge can be a danger too as they might not recognize the hazards that are present. This can come from a lack of training or the employee being too new to the task at hand. They probably will not ask the necessary questions because they simply don't know what to ask.

Don't let the responsibility of knowing all the answers fall to them. Encouraging questions can help employees stay safe on the job. The willingness to ask the necessary questions about tasks, risks, hazards and worst-case scenarios helps maintain a good safety culture while on the job.

If you are a supervisor, encourage questions. This is just one simple step, but it can make a difference in improving the overall safety culture at your workplace. ■

*Editor's Note: This article originally appeared as an online exclusive on DigDifferent.com ([https://www.digdifferent.com/online\\_exclusives/2024/01/speak-up-and-stay-safe-your-question-could-save-a-life](https://www.digdifferent.com/online_exclusives/2024/01/speak-up-and-stay-safe-your-question-could-save-a-life)) and has been reused with its and the author's permission.*



**Ronnie Freeman**

*About the Author:  
Ronnie Freeman is the safety director for Mount Pleasant (South Carolina) Waterworks and Safety Committee chair for the Water Environmental Association of South Carolina.*

**Encouraging questions can help employees stay safe on the job. The willingness to ask the necessary questions about tasks, risks, hazards and worst-case scenarios helps maintain a good safety culture.**



# Roland Machinery's inaugural Best Practices Paving Seminar provides helpful information for customers



**Laikram "Nars"  
Narsingh,  
Application and  
Technology  
Specialist,  
WIRTGEN GROUP**



**Dan Sant Anselmo,  
Application  
Specialist,  
HAMM**



**Jake Wedig,  
Director,  
Road Material  
Solutions Group,  
Roland Machinery  
Company**

**R**oland Machinery Company held a Best Practices Paving Seminar to help companies prepare for the upcoming paving season. Held at the ASIP Local 150 Training Site in Wilmington, Ill., the day-long event combined classroom instruction and a demonstration by WIRTGEN GROUP paving and compaction specialists.

"Our purpose was to get back to the basics of paving principles," stated Roland Machinery's Chris Ingram, Vice President/General Manager of the Springfield Division and Vice President of the Road Material Solutions Group that supports roadbuilding contractors. "I feel like it was a huge success with about 150 people in attendance. Many told us they got a lot of good, usable information, and that was the goal."

The day began with informative presentations from WIRTGEN GROUP Application and Technology Specialist Laikram "Nars" Narsingh and HAMM Application Specialist Dan Sant Anselmo. According to Narsingh, these types of training events are important for everyone from engineers to paving crew members.

"Paving 101 is not taught in any university, so we have crews that come onboard with no official training, and they have to lay asphalt,"

said Narsingh. "Trainings like this help paving companies and their personnel make intelligent decisions as they are paving. That's why WIRTGEN comes out to support dealers like Roland Machinery to help their customers get trained. One of the most important aspects we wanted to focus on was how the free-floating screed works during paving. It's something you can apply to any paving application."

"I wanted attendees to take away what's going to help them do their job better and in a more efficient manner," commented Sant Anselmo. "If they learn something they can take home that's useful, that's what I like to see. Our goal is to work with customers and help them achieve the best product they can get and to keep profitability up."

### Paving in action

Following the morning session, attendees went to a demonstration area where they could talk with Narsingh, Sant Anselmo and members of Roland Machinery's Road Material Solutions Group. They also saw a VÖGELE SUPER 2000-3i tracked paver in action laying sand.

"Nars and Dan bring a wealth of knowledge, and bringing in these industry leaders was



**Attendees watch a VÖGELE  
SUPER 2000-3i tracked  
paver demonstration.**





## ► VIDEO

At Roland Machinery's Best Practices Paving Seminar, experts provide information about paving and compaction principles.

a great way to give customers some good information that they can take back and apply to their operations," said Jake Wedig, Director of Roland Machinery's Road Material Solutions Group. "That's what we really wanted out of this event, as well as

for customers to see that we are here to support them with outstanding products and service. This is our first year, and we really didn't know what to expect, but it was a great success. This is something we hope to continue in the future." ■



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[RolandIndustryScoop.com](http://RolandIndustryScoop.com)

Roland Machinery's Chris Ingram speaks with an attendee about paving applications.



Attendees talk with WIRTGEN GROUP experts, including HAMM Application Specialist Dan Sant Anselmo.





# Get high performance in tight spaces with the new WIRTGEN W 150 Fi that features cutting-edge technology

**W**IRTGEN rounded out the top end of its compact milling machine class with the new high-performance W 150 Fi, which is an ideal choice for use on major construction sites with restricted space such as in inner city locations. Its size — in combination with an intuitive design, digital assistance systems, and the LEVEL PRO ACTIVE leveling system — allow for efficient one-person operation.

The agile front loader has a standard working width of 5 feet and features the latest and currently most eco-friendly engine technology to meet Tier 4 Final standards. The engine offers a maximum rated output of 426 horsepower and has been specially adapted to meet the needs of cold milling applications. Its high torque and simultaneously low noise emissions under all load conditions are impressive. Fuel consumption is low, even when delivering the highest milling performance and at the maximum working depth of 1 foot, 1 inch.

Operators can select one of three performance strategies: ECO, performance optimized, and milling pattern quality. This makes it possible to predefine the required milling pattern quality incrementally from coarse to very fine at the press of a button.

### Proven systems

Mill Assist, WIRTGEN PERFORMANCE TRACKER, and LEVEL PRO ACTIVE assist operating personnel and increase milling efficiency.

These systems are proven in other F-series cold milling machines, giving users the benefits of higher performance, and thanks to an automatically generated construction site report, clearly structured documentation of all site-relevant data.

In automatic mode, Mill Assist selects the operating strategy with the most favorable balance between milling performance and operating costs, reducing fuel and water consumption, pick wear, and CO2 emissions. Mill Assist controls engine speed automatically according to the needs of the operator. The wide range of possible engine speeds means that the machine's uses are equally broad. The lower speed range enables a significant reduction of diesel fuel consumption and pick wear. In the upper speed range, an optimum milling pattern can be achieved at higher performance rates.

The LEVEL PRO ACTIVE leveling system is installed as a standard feature. It has an intuitive operating design and ensures precise milling results. The machine has an improved basic configuration for the integration of 3D and laser leveling systems and a revised Multiplex system with three-fold scanning. All sensors and measurement values are displayed in an easy-to-read format on the control panel in order to maximize process efficiency. Important machine functions are directly interconnected, allowing for a high degree of automation. ■

**The WIRTGEN W 150 Fi compact milling machine unites high productivity with the advantages of compact dimensions. It has a standard working width of 5 feet and a working depth of 1 foot, 1 inch.**





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## Have you seen what's **new** in My Komatsu?

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Log in to your My Komatsu account to see the full range of new features. Don't have a My Komatsu account? Go to [mykomatsu.komatsu](https://mykomatsu.komatsu) to sign up.

**KOMATSU**  
My Komatsu



# Mixed fleet? No problem. My Komatsu gives you the ability to manage it in one convenient location

**D**o you want an easy way to track telematics data from your mixed fleet? My Komatsu, Komatsu's comprehensive digital hub, gives you an efficient way to monitor all of your assets in one complimentary fleet management tool that gives users machine-specific views for utilization and health and production information without the need for multiple user IDs and passwords.

With ISO 15143-3 API integration, My Komatsu can pull data from Komtrax and ISO API 15143-3 (AEMP 2.0) information from other original equipment manufacturers (OEMs), using the ISO feed to import numerous key data points defined by the Association of Equipment Management Professionals. You can quickly view and manage information on one dashboard, receive alerts and order parts, troubleshoot to help minimize downtime, monitor machine location, benchmark performance, track fuel consumption, and manage fuel efficiency.

"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM," said Tommy Hergenreder, North American Manager, Digital Product, Komatsu. "Another is that Komatsu

doesn't charge for connecting other APIs, which some OEMs do. Currently, there is a long list of other manufacturers that you can get API credentials for, and it's growing all the time."

The first step to adding non-Komatsu machines is obtaining API credentials from your OEM representative. Once you have those, log into your My Komatsu account and follow these steps:

- Click on the My Fleet page
- Navigate to the Other OEM Configuration screen and click the +Add OEM Configuration button
- Enter your credential information
- Test the connection
- Save your API (a green confirmation text box will indicate that you saved successfully)

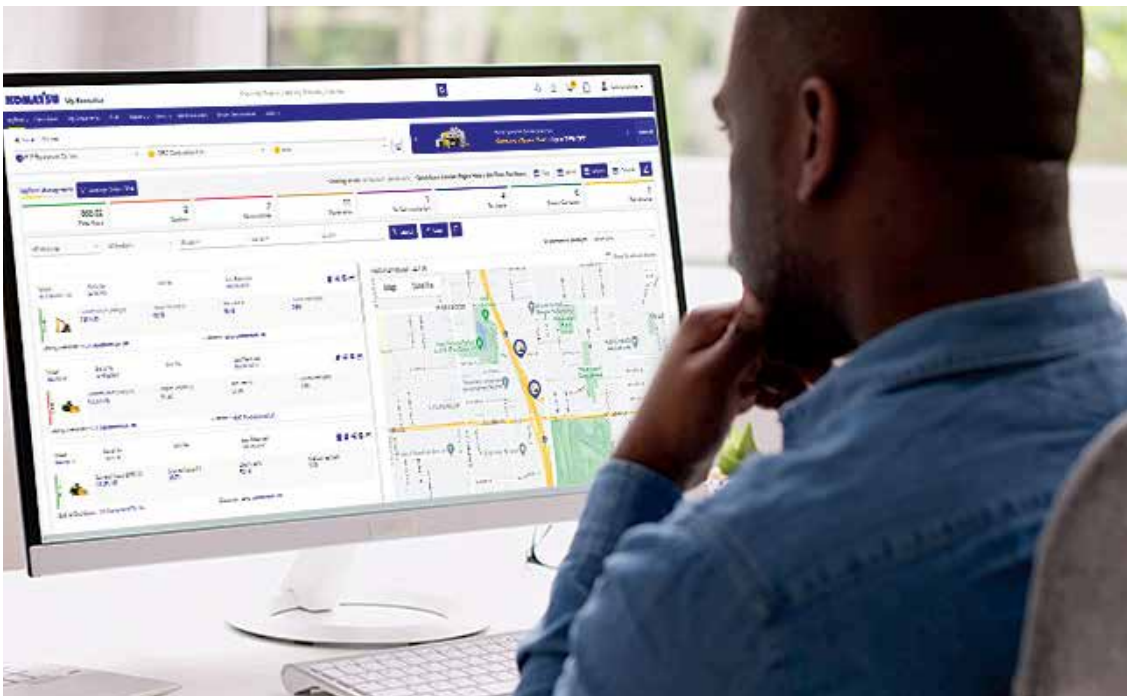
"One API credential from the OEM covers all of the manufacturers' machines that you may have and want to input into your My Fleet page on My Komatsu," said Andrew Casey, Digital Solutions Analyst, Komatsu. "This is a very cost-effective, convenient solution to managing a mixed fleet without any additional cost to implement My Komatsu." ■



**Tommy Hergenreder,**  
North American  
Manager,  
Digital Product,  
Komatsu



**Andrew Casey,**  
Digital Solutions  
Analyst,  
Komatsu



**My Komatsu lets you access telematics data from non-Komatsu OEMs with an ISO 15143-3 API integration. You can import numerous key data points and quickly view and manage your mixed fleet on one dashboard.**

# Customers learn how Komatsu products can help improve efficiencies, performance during Demo Days



**Andrew Earing,**  
Director of Operator  
and Technical  
Training,  
Komatsu



**Eli McDonald,**  
Equipment Coordinator,  
Reece Albert Inc. and  
CSA Materials Inc.



**Dan Earley,**  
Co-owner,  
LEI

(L-R) Roland Machinery  
Company's Tanner  
Alkano enjoys Demo  
Days with Fahrner  
Excavating's Jerrod  
and Justin Fahrner.



Learning about what equipment can do provides valuable insights into how it can help your operations. The ability to experience a machine for yourself from the operator's seat takes it to another level. Komatsu gave attendees opportunities to do both during its recent Demo Days event at its Cartersville Customer Center in Georgia.

More than 30 products were available for customers to see up close and operate, ranging from compact excavators to large construction, demolition, forestry and mining machines. Representatives from Komatsu and Komatsu affiliates Montabert, Lehnhoff and Hensley Industries provided insight on how to effectively implement the equipment and attachments into attendees' operations.

Komatsu Smart Construction and Smart Quarry representatives had display areas set up to provide information on solutions available for job site management such as Smart Construction Remote, Office, Field and Drone, as well as Smart Quarry Site and Smart Quarry Study. My Komatsu representatives provided information about Komatsu's central hub for fleet management.

"What we're hoping our customers take away is our dedication to them and their business," said Andrew Earing, Director of Operator and Technical Training at Komatsu's Cartersville Customer Center. "We have more than 100 Komatsu employees here, ranging from service engineers to product management, to answer questions and listen to customers in an effort to learn more about their needs and how Komatsu can help them improve their job site efficiencies."

### Mix of equipment

Each day began with informative presentations about equipment, Smart Construction solutions and Smart Quarry solutions that Komatsu offers to increase productivity, efficiency and sustainability. Hands-on operation followed, letting customers operate a mix of standard and Intelligent Machine Control (IMC) equipment in working environments on the 38-acre site.

"It's neat to see all the yellow iron together, from motor graders to dozers to excavators, loaders and the intelligent machines," said Eli McDonald, Equipment Coordinator for Reece Albert Inc. and CSA Materials Inc. in San Angelo, Texas. "It's rare to see this many assets in one spot. I hope to take away the knowledge to go back and reassess our fleet and improve our operations."

IMC 2.0 dozers ranging from the D39EXi-24 to the D71PXi-24 and IMC 2.0 excavators ranging from the PC210LCi-11 to the PC490LCi-11 — all of which are equipped with factory-integrated GPS machine control — were highly popular during the event. Customers could also operate a PC138USLC-11 with 3D Machine Guidance, a Smart Construction solution that brings 3D to most conventional excavators and gives operators in the field and managers in the office access to 3D design and topography data that helps drive accuracy.

"Our big excavators are 90% Komatsu, including IMC machines, and we also have IMC dozers," said Dan Earley, a co-owner of LEI in Rapid City, S.D., noting that his company also uses Komatsu's Smart Construction Office and Dashboard. "It makes my operators way more efficient. There's so much data in there we can collect and see where production is on a daily basis. Now, with Office and Dashboard, we can see in real time what was done that day. Did we get enough moved? The information is invaluable. I appreciate coming down here and getting to run what we want. I hope to keep coming back. This is a great event."

### Hybrid highlight

Komatsu also featured its HB365LC-3 hybrid excavator that delivers eco-conscious performance as energy is captured during swing and stored in the ultracapacitor. When swinging, all available hydraulic power is sent to the boom,





▶ VIDEO

Customers test out various machines during Demo Days at Komatsu's 38-acre demonstration site in Cartersville, Ga.

arm and bucket for improved cycle time, reduced fuel consumption and increased production.

"It seemed like it was stronger on the swing and something that I think we would really like in our company," said Troy Henderson, a part owner of KTA Construction in San Diego. "Being in California with the emissions that we have to deal with, the hybrid is a great choice to improve our fleet and reduce emissions."

Harry Olsen, the chief operating officer and a co-owner of Hugo Tree, a company that does land clearing, sitework and demolition in Hugo, Minn., commented, "With the hybrid specifically, I really like that the fuel consumption has dropped down. I think one of the things Komatsu's always done really well is made a very efficient, smooth machine, and I think the hybrid is the next evolution. We do a lot of stacking and material handling, so being able to have that very finite swing is nice. It's efficient."

### Learning opportunity

Additionally, there were demonstrations of Komatsu's new PC490HRD-11 high-reach demolition excavator equipped with a K100 boom change system that allows for hands-free boom changes from the cab of the machine, as well as a soon-to-be-available Komatsu PC360LC-11 straight boom demolition machine. Attendees could also check out demonstrations of Komatsu's Smart Construction Drone and Komatsu's RF-5 reclaim feeder.

"One of things we are proud of here is we let customers get in the equipment, touch the quality, feel the performance and get the full experience of our product, but Demo Days



(L-R) Roland Machinery's Ross Phelps checks out several pieces of equipment with Aaron Stai of Ryan Central and Ryan Hughes of E&N Hughes Co. Inc.



(L-R) Smart Sand Inc.'s Dean Daane and Jay Matuschka explore Demo Days with Roland Machinery's Scott Barnhart.



Troy Henderson,  
Part Owner,  
KTA Construction



Harry Olsen,  
COO/Co-owner,  
Hugo Tree

is about more than that," stated Earing. "It's an opportunity for both us and our customers to learn more about each other. It's a great platform and venue to connect with our customers and truly understand their needs." ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



Watch the video



# Komatsu PC130LC-11, PC490LCi-11 and PC900LC-11 excavators named among best new products

Three Komatsu excavators are featured on *Construction Equipment* magazine's annual list of top new products, including the PC130LC-11, the PC490LCi-11 and the PC900LC-11.

According to *Construction Equipment*, its Top 100 New Products list is the longest-running awards program of its kind in the industry. Each year, editors evaluate products introduced during the previous months and choose those considered most innovative based on four criteria:

- Is it an advancement in technology?
- Is it a new product line?
- Does it offer significant improvements to an existing product?
- Does it increase competition in its category?

### Increased lift capacity

Komatsu's upgraded PC130LC-11 features a longer undercarriage with 8% more track length, which provides greater stability and increased operating weight. That contributes to increased lift capacity over the front and side — up to 20% compared to the previous model.

With an operating weight of 28,440 to 29,101 pounds, the PC130LC-11 is highly transportable and can be moved with a tag trailer and still have capacity to spare for additional support equipment.

### Innovative bucket angle hold control

With Intelligent Machine Control (IMC) 2.0, the PC490LCi-11 offers sophisticated productivity-enhancing automation, making it an excellent match for excavation, trenching, slope work or fine grading. The excavator helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.

The PC490LCi-11 features bucket angle hold control that automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform

**The Komatsu PC490LCi-11 Intelligent Machine Control (IMC) 2.0 excavator is excellent for excavation, trenching, slope work or fine grading. It helps minimize over-excavation, empowering operators of all skill levels to dig straight to grade quickly and accurately.**





#### Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC130LC-11	97.2 hp	28,440-29,101 lbs.	0.34-0.78 cu. yd.
PC490LCi-11	359 hp	105,670-107,850 lbs.	1.47-4.15 cu. yd.
PC900LC-11	543 hp	204,148 lbs.	3.7-8.0 cu. yd.

The Komatsu PC900LC-11 excavator can deliver up to a 40% increase in productivity, 25% more arm crowd force, and 12% more swing torque compared to the PC800LC-8.

finish grading using only arm input. It also has a new 10.4-inch IMC monitor with increased memory capacity, processing speed, and pinch-to-zoom functionality.

#### Up to 40% greater productivity

The PC900LC-11 is ideal for those working in applications that involve moving large amounts of material efficiently. Productivity was a major driver of its design. It's a mass excavator with the ability to handle a wide variety of jobs and materials, and can perform compound operations.

Designed for heavy construction, demolition, material handling, deep sewer, water, large mass excavation and quarries/mining, the PC900LC-11 provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8. Major structures, booms and arms as well as a redesigned revolving frame were engineered to increase longevity.

The PC900LC-11 can deliver up to a 40% increase in productivity, 25% more arm



With more track on the ground than its predecessor, the PC130LC-11 has greater lift capacity.

crowd force, and 12% more swing torque compared to its predecessor. It also features the KomVision camera monitoring system as standard. ■



# Montabert, Lehnhoff showcase easy switches with quick coupler, attachments during annual demolition show



**Simon Maurath,**  
Sales Representative,  
Lehnhoff



**Michelle Wilson,**  
Sales Engineer,  
Montabert



Watch the video

Lehnhoff, Montabert and  
Komatsu personnel speak  
with attendees at the  
annual National Demolition  
Association show.

**A**t the annual National Demolition Association (NDA) show, attendees could test out Lehnhoff and Montabert products during the event's live demonstration, as well as talk to their manufacturing representatives. Both Lehnhoff and Montabert are Komatsu-owned companies.

Lehnhoff's new SQ80V fully automatic symmetric quick coupler was popular at the show. It connects an attachment to an



The Lehnhoff SQ80V fully automatic symmetric quick coupler connects an attachment to an excavator in the same way as a hydraulic line — without the need to disconnect and reconnect a hose.



excavator in the same way as a hydraulic line — without the need to disconnect and reconnect a hose. Operators can make the connection from the cab of an 8-ton to a 70-ton machine.

"Time savings and increased productivity are big advantages with the SQ80V," stated Simon Maurath, a sales representative for Lehnhoff. "It's a matter of seconds compared to minutes or hours because there are no hoses or pins to connect. It is a great match for a demolition machine that comes plumbed for a coupler. With the proper kit, it can also be added to a standard excavator to increase its versatility."

Lehnhoff also displayed an HTL35 HD-1500 heavy-duty backhoe bucket, which features a double-conical design to enhance digging performance for efficient loading and dumping tasks.

### All-makes products

During the event, the SQ80V was mounted on a Komatsu PC360LC-11 excavator with a straight boom, so attendees were able to quickly switch out and test the various Montabert attachments that were on-site, including a V46 hydraulic breaker with automatic variable speed technology that senses changes in material hardness and adjusts the impact energy and the striking rate; an HCP 1000-R pulverizer with a heavy-duty steel body designed to enhance durability; an HCM 750-C multiprocessor with interlocking jaws that break and crush material rather than compress it; and an HCG 32-1200 grapple with 360-degree continuous rotation for enhanced positioning.

"One of the highlights of the Lehnhoff and Montabert products is that they are suited for all types of machines and all brands," commented Montabert Sales Engineer Michelle Wilson.

In addition to the attachments that were available for attendees to operate, Montabert displayed its HCM-C 700 multiprocessor with 360-degree rotation and an HCG 23-700 demolition and sorting grapple.

"We want attendees of the demolition show to see what Montabert and Lehnhoff can offer to help their teams work more efficiently," said Wilson. "We're a small part of the Komatsu family, which offers us phenomenal resources to research and develop cutting-edge tools." ■

An attendee operates a Komatsu PC360LC-11 excavator with a straight boom that is equipped with a Lehnhoff SQ80V fully automatic symmetric quick coupler and a Montabert HCP 1000-R pulverizer.

► VIDEO





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# Remanufactured parts and components could help decrease your machinery's total cost of ownership, promote profitability

**D**o you want to save money without sacrificing quality and reduce your carbon footprint at the same time? Using remanufactured parts and components could be the answer.

"Fewer raw materials are used in remanufacturing than new parts manufacturing," said Matt Beinlich, Senior Director, Remanufacturing Business, Komatsu. "According to a paper from the Rochester Institute of Technology titled 'Capturing Energy and Resources through Remanufacturing,' the rule of thumb is that 80% of the mass of a component is reused through the remanufacturing process, reducing the need to extract new materials from the earth. Remanufacturing is necessary and good for the industry and the environment because it contributes to sustainability."

It can also contribute to profitability, Beinlich added.

"Remanufactured components are a much more cost-competitive option compared to new ones because fewer raw materials are required," Beinlich emphasized. "The quality of genuine Komatsu remanufactured parts and components is better than will-fit items. That's why we back them with a one-year, unlimited-hours warranty and a quality assurance program of up to 10,000 hours on major components."

### Enhancing availability

Beinlich leads a new team of Komatsu remanufacturing personnel that is committed to increasing customer utilization of reman parts and components. It includes longtime remanufacturing specialists such as Senior Product Manager Goran Zeravica, as well as Remanufacturing General Manager Isamu Hamai, Parts Sales and Marketing Manager Eric Uehara, Reman Procurement Manager Krutarth Desai, Senior Quality Engineer Cody Clark, and Quality Assurance Specialist Bryan Davis.

"When customers buy a Komatsu machine, they expect that those machines will have readily available, reasonably priced, high-quality parts and components necessary to keep them running throughout the machine's life cycle," said Zeravica. "Genuine Komatsu remanufactured components can play a significant role in meeting that expectation. Our goals include improving availability and

utilization so that our customers have a better total cost of ownership."

Zeravica added, "To promote our customers' success with remanufacturing, we have brought a lot of people together from various parts of the Komatsu family including suppliers, our parts depots and distributors. Ordering reman parts and components will be easier too, as we bring that into the digital age by making them available through My Komatsu." ■



(L-R) Komatsu's remanufacturing team includes Eric Uehara, Krutarth Desai, Isamu Hamai, Goran Zeravica, Arek Krynski, Pierre Deering, and Matt Beinlich.



Using remanufactured parts and components can help promote profitability and sustainability as well as help control your machinery's total cost of ownership.



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# New labor rule could change independent contractor definition

Thanks to a new U.S. Department of Labor rule under the Fair Labor Standards Act (FLSA), some independent contractors may now be classified as employees instead. When distinguishing between the two, contractors need to determine whether the person is economically dependent on the employer for work or is in business for themselves.

The rule adopts a totality-of-the-circumstances analysis and identifies six non-exhaustive factors relevant to the question, according to an article from

law firm Ice Miller. The factors are opportunity for profit or loss depending on managerial skill; investments by the worker and the potential employer; degree of permanence of the work relationship; nature and degree of control; the extent to which the work performed is an integral part of the potential employer's business; and skills and initiative. Additional factors may be relevant, so employers should consult legal counsel as misclassification could lead to significant liability. ■



Learn more

# SBA increases limits to Surety Bond Guarantee Program

The U.S. Small Business Administration (SBA) recently announced that it is increasing the statutory contract limits for the Surety Bond Guarantee Program. SBA will now guarantee bid, performance, payment and ancillary bonds up to \$9 million for all projects and up to \$14 million on

federal contracts — up from \$6.5 million and \$10 million, respectively.

SBA expects the change to increase revenue opportunities through contracting for small businesses, supporting job creation and economic growth. ■



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