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Spring 2025

Industry Scoop

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

A&A Forest Products

Logging business harvests
a wide variety of wood in
Michigan's Upper Peninsula



Roland Machinery's Technology Solutions Group is dedicated to helping customers adopt time- and cost-saving technology.





Matthew L. Roland

**Many solutions
available**



Dear Valued Customer:

I hope 2025 is going well.

As always, we are proud of our partnership with Komatsu, which continues to make innovative products and solutions that are shaping today's and tomorrow's equipment industry landscape. Komatsu's Demo Days gave customers the chance to see and operate machines across the construction sector, such as the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck. Komatsu's Smart Construction and Smart Quarry solutions were also on display, including 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine.

With many Smart Construction solutions available, check out the article that offers recommendations for determining which one makes the most sense for your operation. It can help you figure out what solutions you need and when is the right time to add them.

As the busy construction season begins, fuel savings should be considered. In addition to using a hybrid machine, there are other ways to reduce fuel usage such as limiting idle time. We offer several fuel-saving tips inside this issue.

If you are looking for a more fuel-efficient large wheel loader, Komatsu's new WA700-8 may be a solution. It has up to 8% more fuel efficiency than its predecessor while giving you up to 8% more gross power and 15% more torque. It's great for demanding work.

We wish you success in 2025 and beyond, and know that we are here to help with all your equipment, parts, service and technology solutions needs.

As always, thank you for your business. If there is anything we can do for you, please let us know.

Sincerely,
Roland Machinery Co.

A handwritten signature in black ink, appearing to read "M. Roland", written over a faint, stylized outline of the signature.

Matthew L. Roland,
President



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Fourth-generation logger

Anthony Cary continues tradition with A&A Forest Products that harvests a wide variety of wood in Michigan's Upper Peninsula



Anthony Cary,
Owner

Anthony Cary founded A&A Forest Products about three years ago, but his time working in the woods goes back much further. The fourth-generation logger spent significant amounts of time helping out whenever and however he could.

"My great-grandfather moved to the Upper Peninsula of Michigan from Idaho many years ago to cut timber for a paper company, and my grandfather, father and uncles have all cut timber for another paper manufacturer," recounted Cary, who is based out of Daggett, Mich. "I've been out here as long as I can remember. The appeal is being in nature all the time. This is my office."

With the financial backing of his stepfather Al Nelson — the other A in A&A Forest Products — Cary went out on his own in early 2022 after working for another timber producer for several years.

"The appeal is being in nature all the time. This is my office."

—Anthony Cary, Owner

"I felt going out on my own was a way to better myself by building equity in my own business," said Cary. "I had some help along the way, and I credit those who helped me get started and continue to support me. I'm subcontracting to another logging company right now."

Cary cuts a variety of species for a local customer, including cedar posts and hard maple logs, from 2 inches to 36 inches in diameter. For a recent project, he cut European larch, which will be used for bolts and pulpwood.

Great combinations

Cary currently harvests with himself and one employee, Elijah Boerschinger. Cary cuts timber with a Komatsu 931XC-3 harvester and Boerschinger operates a Komatsu 855-3 forwarder. Roland Machinery Company Territory Manager Brad Jackson assisted Cary with the machinery purchases.

"I really knew what I needed in terms of equipment, and Brad and Roland Machinery were good about helping me get it and worked with me on financing through Komatsu," stated Cary. "Dealer service is very important, and fortunately we haven't really had to call on Brad or Roland Machinery because the machines haven't had any issues with downtime. I've mostly called them for technical support, and they have been great about helping me through that."

Cary handles a variety of wood sizes and species throughout the Upper Peninsula, so he appreciates the versatility of the 255-horsepower 931XC-3 harvester, which has 44,962 pounds of tractive force. It's equipped with a Komatsu C144 harvesting head with a maximum cutting diameter

Customer snapshot

Company: A&A Forest Products

Location: Daggett, Michigan

Employees: 2

Established: 2022

Area of expertise: Timber harvesting

Komatsu equipment: 931XC-3 harvester with a C144 harvesting head; 855-3 forwarder

Operator Elijah Boerschinger stacks wood with a Komatsu 855-3 forwarder.





A&A Forest Products owner Anthony Cary cuts larch with a Komatsu 931XC-3 harvester equipped with a Komatsu C144 harvesting head.

of 29.5 inches and a 20-inch maximum delimbing diameter.

"I can move from stand to stand, whether it's cutting young timber or fully matured hard maple, and I am confident I can handle it," commented Cary. "I get the specs from the customer and know that I'll be able to meet their need. I can fell and cut to length with one machine, so it's efficient. The harvester and head are a great combination. I can say the same for the harvester and forwarder too."

"I can move from stand to stand, whether it's cutting young timber or fully matured hard maple, and I am confident I can handle it."

-Anthony Cary, Owner

Cary added, "I also really like the comfort — I'm in the machine 10 hours a day, and it's top notch. There are times that we're on very steep ground, so having a machine with the



power to climb and get to where we need is a great benefit. No matter the angle of the machine, I always have good visibility to what I'm cutting with the Autolev cab, which keeps the cab level at all times."

After Cary fells the trees, Boerschinger picks them up and stacks them in the bunk of the 30,856-pound 855-3 forwarder, moving them from the forest to landing sites where they are stockpiled before being loaded onto logging trucks for transport to local mills.



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Continued...

'I want to continue to ensure we do quality work'

... continued

By the numbers

- A&A Forest Products cuts timber in a range of sizes, from **2** inches to **36** inches in diameter
- Owner Anthony Cary has **16+** years of experience
- Workdays are typically **10** hours



Roland Machinery Territory Manager Brad Jackson (left) talks with A&A Forest Products owner Anthony Cary on a logging site.

"There are a lot of buttons, which can be intimidating at first, but once you understand and get used to it, it's really simple to operate, which is great for a newer operator like me," said Boerschinger. "The controls are set up great. I can do multiple functions at once. With the swivel seat, I can turn 180 degrees, so I can face the bunk while picking up and loading timber, then turn back to face forward when driving out of the woods and to the landing. It rides nice too."

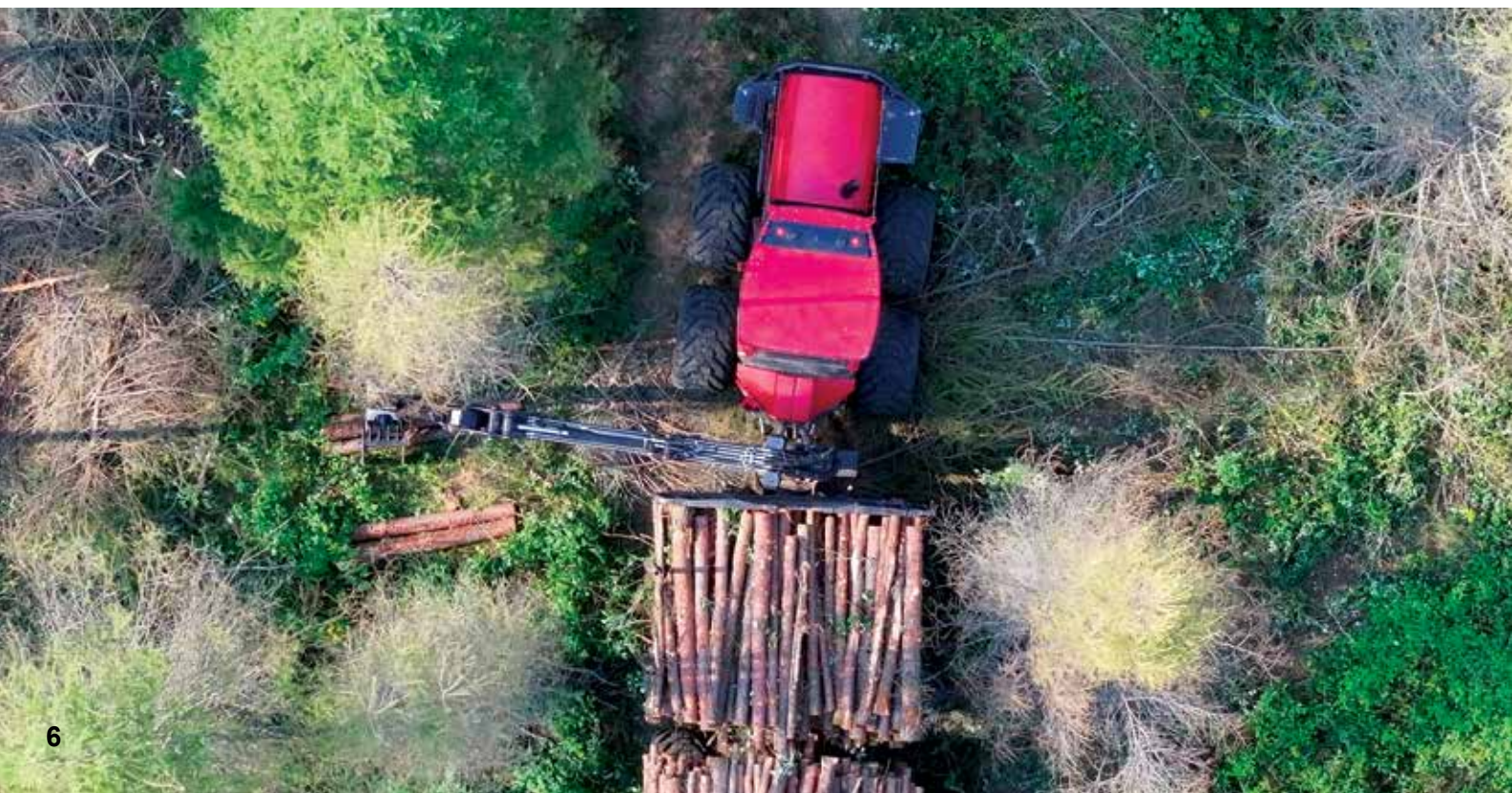
Eye on roadbuilding

Cary is not looking for massive growth for A&A Forest Products, but he is hoping to expand on the services it provides. This year, he plans to add a Komatsu D39 dozer.

"I'm comfortable with one harvester and one forwarder," Cary stated. "My ambition is to add the dozer for roadbuilding, which is something I want to offer that we don't currently do. I also am looking to add my own logging truck. In addition, I want to continue to ensure we do quality work and keep customers happy. I think that's been the foundation for success, and I want to build on that." ■

**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.*

A&A Forest Products utilizes a Komatsu 855-3 forwarder.



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Data-driven solutions

Smart Construction suite can help you increase productivity, track it and make critical decisions that affect it faster

Data is a driving force behind making critical decisions that can potentially have a major impact on construction companies' bottom lines. With new machinery and technology, data is more accessible and faster to get than ever before.

"Machine intelligence that collects data and software that gives users the ability to access it via the cloud from practically anywhere and at anytime continues to increase exponentially," said Jason Anetsberger, Director, Customer Solutions at Komatsu. "Users can visualize production, collect as-built data and update plans remotely in real or near-real time. That promotes a more proactive approach to decision-making that factors into project-scheduling adjustments and affects profitability."

A good example

Anetsberger used an example that included multiple Komatsu Smart Construction solutions such as Intelligent Machine Control (IMC) dozers and excavators with factory-integrated GPS grade control and 3D Machine Guidance, which can be added to traditional excavators and is now a factory-install option on some newer machines.

"Those machines are collecting data in real time, and that is aggregated into our Smart Construction Dashboard solution that gives

users a clear picture of the current as-built," noted Anetsberger. "You can easily track information such as how much material has been moved, length of trench dug and more. In addition to making adjustments that affect productivity, you can use that information to document the project and prove it was built to plans with little to no surveying. If a change in plans occurs, Smart Construction Remote lets you send the plan update directly to the machine without the need to drive to the site, saving time and expense."

Anetsberger continued, "We recently had a first-time technology user on a project utilizing a PC490LCi-11 IMC excavator and Dashboard. The project involved digging underwater and was on a site where drone flights to survey weren't allowed. The contractor did a daily as-built and reported it to the site's owner and the state department of ecology. It proved a huge success to all, especially the contractor who completed what was scheduled to be a 45-day excavation in 20 and had an accurate representation of the finished job. They will now use a D61i IMC dozer and Dashboard to fill in the site, put it to final grade and complete a new as-built."

Adding solutions

Komatsu IMC machines, 3D Machine Guidance, Dashboard and Remote are part of Komatsu's Smart Construction suite of solutions designed to increase efficiencies. Anetsberger offered some recommendations for determining what Smart Construction solution makes the most sense for your operation, providing some helpful tips for how to figure out what solutions you need and when is the right time to add them. All the solutions can be accessed and viewed through your My Komatsu account.

"IMC machines were our original solution, and we still recommend them as a starting point on your Smart Construction journey," said Anetsberger. "3D Machine Guidance — formerly Retrofit — is another great option, as it adds an indicate-only system to legacy machines or new machines without IMC. If you have those, adding Dashboard and Remote are logical next steps to make a powerful combination."

To determine your next steps, Anetsberger recommends a further assessment of your goals and asking questions such as:



Several project management solutions are available such as Smart Construction Dashboard that gives users a clear picture of the current as-built data.



Implementing Komatsu Intelligent Machine Control (IMC) dozers and excavators is a good introductory step in adopting Smart Construction solutions.

- Do you want faster, more accurate mapping and progress tracking?
- Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities?
- Do you want better labor management and cost tracking and be able to do it remotely?

One option is Smart Construction Office, a scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights, auto-forecast schedules and cost estimates throughout a project's lifecycle. It also has an artificial intelligence project assistant known as Carmen that works in real time scanning and analyzing information and providing recommendations to keep projects on time and on budget.

Additional Smart Construction solutions include:

- **Design** — Lets you move from rolled-up plans to a digital design file with Komatsu's 3D generation service, so you have accurate data that is easily shared, replicated and updated
- **Drone** — Delivers high-precision mapping that can be done 50% faster than a walking survey; drone mapping helps with planning, sends data as you progress and gives you information that you can turn into efficiencies and better reporting
- **Field** — Connects humans, machines and materials to automate data collection on the jobsite, so you can accurately analyze your operational costs and efficiencies in real time
- **Fleet** — Collects the data you need to help optimize your fleet and track production, all on a mobile app
- **Base/Rover** — Functions as an RTK base station or RTK rover for collecting data, staking features and measuring surfaces relative to 3D designs; works seamlessly with Komatsu IMC machines and Smart Construction 3D Machine Guidance systems

"There are so many easy ways to implement technology solutions into your operations," concluded Anetsberger. "We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started." ■

Cutting-edge solutions that increase efficiency

Roland Machinery's Technology Solutions Group is dedicated to helping customers adopt time- and cost-saving technology



Kyle McDowell,
Director of
Technology Solutions,
Roland Machinery



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From GPS grading to stringless paving on the jobsite to software solutions that let project managers track production time and quantities as well as update plan files from practically anywhere, technology is making today's construction industry more efficient than ever. With an ever-increasing number of technologies available, deciding which ones you should adopt to be most effective in your business can be difficult. Roland Machinery Company's Technology Solutions Group can help you determine the best fits.

"Not using technology at all or utilizing the wrong tools for your operation can mean sacrificing production and efficiency gains," said Kyle McDowell, Director of Technology Solutions, Roland Machinery. "The Technology Solutions Group is a team of experts dedicated to helping customers maximize the benefits of technology on their equipment and utilize solutions for jobsite management. Our goal is to partner with customers, understand their business and match them with the technology that maximizes profitability. We want to be their one-call solution for all things technology with simple answers to complex issues."

McDowell leads the four-member Technology Solutions Group that includes Kyle Wiesmueller, Brian Ehlert and Quinten Henke. Wiesmueller covers Wisconsin and Michigan's Upper Peninsula, Ehlert covers northern Illinois and Indiana, and Henke covers southern Illinois

and Missouri. Each has a wealth of experience in the construction industry, including McDowell, who joined Roland Machinery 10 years ago as a technical support expert (TSE) to help customers who were incorporating Komatsu Intelligent Machine Control (IMC) equipment into their fleets understand the new dozers — and later excavators — with factory-integrated GPS machine control.

"Roland understood early on what a difference IMC was going to make and committed to investing in ways to support customers as they added those machines, as well as manufacturers such as the WIRTGEN GROUP that's brought exciting tech to its mills and pavers," said McDowell. "We are here to support both machinery and solutions on any brand of equipment Roland carries. We like to sit down with our customers on a one-on-one basis, see what their specific needs are and custom-tailor a package that best suits their needs and budget."

Model building services

When mechanical contractor E.L. Pruitt Company decided to expand with a turnkey civil division in 2020, it worked with Roland Machinery and McDowell to find equipment and technical services such as model building.

"We request a CAD file from an engineer, which 90% of the time is 2D, and I send it to Kyle, who has a 3D model built to our specifications," explained E.L. Pruitt Estimator James Montgomery. "For the most part, he emails that file to an operator who loads it into the machine. I'm confident in the accuracy. In addition, he will come out to the site and help us align the job and input software as needed into the data collector. If we need something, he's there."

E.L. Pruitt Project Manager Mike Sinclair added, "Kyle and the Roland team build into our team, which in turn helps our customers in the long run. With their help, we are producing a better end product and doing it faster and more efficiently. We believe that's going to help us grow our civil side quicker."

Stringless paving

McDowell is also working with companies embracing stringless paving such as Springfield, Ill., based Kinney Contractors, which recently added a WIRTGEN SP 15i offset slipform paver. The machine features WIRTGEN AutoPilot 2.0 that uses GPS technology to steer the machine

Roland Machinery's Technology Solutions Group helps businesses like E.L. Pruitt Company with model building that reduces the need for paper plans. "With their help, we are producing a better end product and doing it faster and more efficiently," said E.L. Pruitt Project Manager Mike Sinclair.

▶ VIDEO





Kinney Contractors utilizes a WIRTGEN SP 15i offset slipform paver that features WIRTGEN AutoPilot 2.0. "I believe Kyle McDowell and Roland's help was a big factor in our ability to add the machine and have success with it," said operator J.D. Moore.

and augments height with a Topcon total station without the need for pins or running string.

Kinney Contractors has used the SP 15i on several jobs, including a recent project in Decatur that involved slipping new curb to match existing pavement. Operator J.D. Moore said it would normally be very challenging.

"The existing pavement had a lot of patches; it's not like new construction where you put the curb in and match everything else," explained Moore. "The ability of the stringless system to adjust in an instant, on the fly, is a huge help in matching. Because we're not running string on these projects, setup time has been cut way down."

Moore added, "I believe Kyle McDowell and Roland's help was a big factor in our ability to add the machine and have success with it. They came out when we first got it and showed us how to set it up the most efficient way. They have been great about giving us the support we need."

Multiple options

Wiesmueller joined Roland Machinery as a TSE about the same time as McDowell after several years of working for a positioning solutions company. In his previous role, he helped install add-on GPS kits and trained customers on how to utilize GPS. Wiesmueller has continued to do those tasks at Roland Machinery, along with other services such as installing Komatsu Smart Construction 3D Machine Guidance on conventional excavators and helping customers with model building.

"The last decade has seen a huge increase in technology for the machine and jobsite such as Komatsu Smart Construction solutions that can be used in every phase of a project, from before you push dirt to the very end," stated Wiesmueller. "As the number of solutions expanded, so did our training to keep up with the new innovations. In addition to showing customers how IMC machines work, we can help with drone mapping, utilizing base and rover technology, timecard management, as-built data collection and remote jobsite management."

Several companies such as Racine, Wis., based A.W. Oakes & Son Inc. have adopted multiple Komatsu Smart Construction solutions with Roland Machinery's help. A.W. Oakes & Son has been using IMC equipment for about a decade and has since added Smart Construction Remote and Smart Construction Base/Rover.

"We want to be on the cutting edge of technology because the time- and cost-saving advantages are so significant, and Smart Construction has made us a more efficient company all around," said Matthew Krok, Project Manager of Survey/Staking, A.W. Oakes & Son. "For instance, Remote allows us to transfer files without having to drive to the site. We use it daily and have been for quite some time. Now, Kyle Wiesmueller is helping us swap out some of our old base and rover technology."

Krok continued, "Kyle and Roland have played a great role in getting us up to speed on Smart Construction. They help with training. We have a great line of communication and partnership."



**Kyle Wiesmueller,
TSE,
Roland Machinery**



**Brian Ehlert,
TSE,
Roland Machinery**



**Quinten Henke,
TSE,
Roland Machinery**

Continued...

'We're here to help customers find the right options'

... continued

Finding the right fit

Working for a small construction company that used Topcon solutions gave Henke a solid background in utilizing base and rover kits as well as machine control. He brought that experience to Roland Machinery when he joined the Technology Solutions Group a few months ago.

"I saw the way technology changed the way we did things; jobs that would take days before could be done in a day or less because you're not waiting on grade checkers with string and sticks," said Henke. "You know exactly where grade is from the seat of the machine, so the grade checkers can be freed up to do other tasks. It's amazing to see what a machine can do on its own, but to be able to add in the as-built data and bring it back to the office and track progress at any time is a real game-changer that's helping lower costs."

Ehlert was touting the same benefits even before he became a TSE in February 2023. He moved into the role after joining Roland Machinery as a service administrator eight years ago after several years as an automotive technician.

"There are so many ways that current technology can benefit customers, from taking paper plans and turning them into 3D models to fully automatic grade control, and we can help them learn how to best use the machines, load job files, localize sites and a lot more," said Ehlert. "I saw what the future held a long time ago and wanted to learn more, and that eventually led me into

this role. There is so much available that it can be intimidating, but we're here to help customers find the right options. Customers can often be hesitant at first, but as soon as we get on-site and show them the functionality, and they see the benefits themselves, they are excited about putting it to use."

Ehlert works closely with several companies like heavy civil contractor Judlau Contracting Inc. (part of OHLA USA Inc.), which specializes in large public works projects. Judlau was an early adopter of IMC dozers and has recently added a Komatsu PC210LCi-11 IMC 2.0 excavator with a tilt bucket that it is utilizing on an \$88 million water drainage project in the Chicago area. Judlau is using the PC210LCi-11 for creek excavation, stone placement and survey layout. In addition to machines, Judlau has purchased several bases and rovers from Roland Machinery.

"A lot of the material we're excavating is underwater, and the excavator allows us to collect as-built data as we go, so we always know where we are at," commented Technical Project Manager Christopher Dietz. "The plan is uploaded to the machine, and the operator always has that in front of them. The excavator knows where it is in relation to final elevation, and once it hits that, it will keep him from over-digging, which helps control our costs, and we don't have a grade checker. That labor has shifted over to water control and allows us to move faster. If we did it traditionally, with stakes and more survey, our production costs would probably be 30% to 40% higher. I can't imagine doing it differently at this point."

Dietz added, "Brian and the Roland team have been a big help in finding us the equipment and supporting us with training, as needed. They are fair and honest with us."

Investing in success

McDowell emphasized that Roland Machinery's Technology Solutions Group can help anyone who wants to add technology solutions.

"Technology has been shown to be a great return on investment with time and cost savings," stated McDowell. "It really benefits today's contractors, no matter what size they are. We are here to play a consultative role in helping them make educated decisions on what is and what is not an appropriate investment."

McDowell concluded, "In addition, we're making a firm commitment on our side to fully support customers' technology needs by investing in training our sales, parts and service personnel on technology and investing in ensuring we have any necessary parts and service items available when needed." ■



A.W. Oakes & Son Inc. works with Roland Machinery's Technology Solutions Group to adopt Komatsu Smart Construction solutions. "Smart Construction has made us a more efficient company all around," said Matthew Krok, Project Manager of Survey/Staking, A.W. Oakes & Son.



Komatsu Intelligent Machine Control (IMC) equipment such as the PC210LCi-11 IMC 2.0 excavator is helping businesses like Judlau Contracting Inc. save time and material. Judlau Technical Project Manager Christopher Dietz said production costs would be significantly higher using traditional methods.

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Tips to help keep operating costs down

Find lower fuel costs with five timely tips

Fuel is a necessity and a major expense item for construction companies. As prices spike, so does the possibility that your profitability might take a hit, but there are ways to help lower your fuel bill and operating costs.

Reduce your idle time

Idling is necessary in certain situations, such as warming up a machine and before shutting down at the end of the day. It could also be justified when you are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

Telematics helps fleet managers easily track idle time by machine and for their entire equipment lineup. If they see excessive idling, they can then address that with operators and other on-site personnel.

An easy way to help control idle time during unproductive periods is to use the auto idle shutdown function, a feature available on most Tier 4 Final machines. Your machines' operations and maintenance manuals can

guide you on how to set it—the minimum is five minutes before the shutdown begins in most cases—and your local dealer can help, too.

Heed Eco Guidance and choose the right mode

Komatsu's ECO Guidance provides information to operators on energy-saving operations that help control fuel consumption. It is a feature on most Komatsu machines introduced during the past 10 years. Idling stop guidance is among the suggestions that may be available with ECO Guidance. With this option, typically if no operation is performed for more than five minutes and the engine is idling, the idling stop message is displayed on the monitor.

ECO Guidance is most useful when you choose the most effective mode. ECO Guidance might also suggest operating in "economy" instead of "power" mode.

- The "economy" mode promotes enhanced fuel efficiency but maintains working equipment speed for light-duty work, similar to the "power" mode
- Excavators and dozers are mainly used to dig and move naturally compacted soils,



There are easy ways to control fuel usage, such as using technology, choosing properly sized machines and running them in the right mode.



A hybrid machine such as Komatsu's HB365LC-3 excavator can help conserve fuel significantly.

and in most instances, "economy" mode will get the job done while controlling fuel burn

- The "power" mode is advantageous in heavy-duty applications, such as when a wheel loader must climb a 10% ramp with a full bucket or when an excavator moves hard material like heavy clay

Consider a hybrid

Another thing to consider is purchasing or renting a hybrid excavator, such as the Komatsu HB365LC-3. Hybrid excavator technology is designed to provide a fast and responsive swing, and when swinging, to have all available hydraulic power sent to the boom, arm and bucket to help improve cycle time and enhance production.

Properly size and match equipment for the task

Bigger is not always better, and using a large machine to do a job that a smaller one could do can increase fuel usage and your overall operating costs. Fleet managers need to consider several factors when using

equipment, including choosing the right size for the job.

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

Use advanced technology

GPS-based grading helps promote productivity and control per-yard costs to move material. During the past two decades, GPS technology has advanced significantly, with integrated machine control helping to drive lower costs associated with replacing cables, masts and additional satellites.

Many of today's machines with integrated GPS grade control also feature additional technologies, such as Komatsu's proactive dozing control, that help operators get to grade more efficiently and at lower costs, including better fuel usage. Technology is also helping new operators become proficient at moving dirt faster than ever before. ■

Hands-on happenings at Cartersville

During Demo Days, customers learn about equipment and solutions that can help drive efficiencies from preplanning to final closeout



Watch the video

Gaining general insights into how equipment and technology provide value can benefit your operations.

The ability to experience a machine for yourself from the operator's seat takes it to another level. Komatsu gave attendees plenty of both during Demo Days, which took place over three days at Komatsu's Cartersville Customer Center in Georgia.

More than 40 products, ranging from compact excavators to large construction, demolition, forestry and mining machines, were available for customers to see up close and operate. Representatives from Komatsu and Komatsu affiliates, such as Montabert, Lehnhoff, and Hensley Industries, provided insights on implementing equipment and attachments within jobsite operations.

Komatsu Smart Construction and Smart Quarry representatives set up display areas to provide information on solutions available for jobsite management, such as Smart Construction Remote,

Office, Field and Drone, as well as Smart Quarry Site and Smart Quarry Study. My Komatsu representatives also provided information about Komatsu's central hub for fleet management.

"Demo Days is about more than just the gear; it's about the solutions we can bring to you to aid in your optimization and efficiency from preplanning a project to its finish."

*- Peter Robson,
Senior Director of Product,
Komatsu*

"We have lots of gear to run, but Demo Days is about more than just the gear; it's about the solutions we can bring to you to aid in your optimization and efficiency from preplanning a project to its finish," said Peter Robson, Senior Director of Product, Komatsu. "Demo Days gives customers a complete picture of what we have to offer





▶ VIDEO

Demo Days attendees operate equipment.

in helping them with equipment and the digital transition of their operations."

Informative presentations

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

Customers could operate the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck, which offers a tight turning radius designed for easy navigation on narrow haul roads. New solutions included 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine, such as a scraper, loader or pickup.

"One of the highlights for us during Demo Days is listening to customers because that moves us forward and helps us develop the features and benefits for future machines and solutions," commented Robson. "We hope customers go back to their businesses with great memories and all their questions answered. It's great that they take time to come down here, and we thank them and their distributors for making the trip." ■



Komatsu Smart Construction experts explain how to use Smart Construction solutions designed to promote jobsite efficiencies.

By the numbers

- 3-day event
- 40+ products on display
- 300+ attendees
- 5 industries represented: construction, quarry, aggregate, demolition and forestry

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Pave effortlessly

WIRTGEN GROUP rolls out new SP 33 slipform paver at World of Concrete 2025

Versatile, maneuverable and efficient describe the new WIRTGEN SP 33 slipform paver that has two configurations, which thanks to its fully modular construction concept, enable the paving of monolithic concrete profiles. These include curbs and berms, rectangular profiles, concrete safety barriers up to a height of 52 inches, and drainage and gutter profiles.

In the offset paving configuration, the SP 33 can effortlessly pave concrete slabs with a pave width of up to 7 feet, and in combination with a trimmer, up to 8 feet wide. The Crosspave version can pave slabs up to 10 feet wide transversely to the direction of travel of the machine. Both solutions can be controlled by the innovative operating concept with an event-driven graphic display. The ECO mode detects every working situation without the need for manual intervention by the operator and ensures automatic, load-optimized regulation of engine output for optimum engine efficiency, maximum fuel economy and low noise emissions.

The operator is further assisted by the AutoPilot 2.0 control system. The two crawler units with parallelogram swing legs at the front and a laterally adjustable crawler unit at the rear enable zero-clearance installation and maximum flexibility. This makes it the ideal choice for use on construction sites that demand a high degree of maneuverability and the paving of tight radii.

Production System: WPS 102i, SP 124i and TCM 180i

With its concrete paving train orchestration, WIRTGEN also offers completely coordinated machine technologies and practice-oriented equipment variants. They help users to fulfill quality requirements, in particular regarding outstanding evenness of the paved concrete surface. The Production System comprising a WPS 102i placer/spreader, an SP 124i inset slipform paver and a TCM 180i texture curing machine was also on display at World of Concrete.

Stringless paving with AutoPilot 2.0 provides process efficiency

Conventional concrete paving methods rely on a physical stringline for controlling the paving process. As an alternative, WIRTGEN offers its field-proven AutoPilot 2.0 control system, which is available for all offset pavers and placer/spreaders. The need for a physical stringline is eliminated, which results in considerable savings in terms of time and effort and increases the safety of the paving crew. At the same time, the system precisely controls both the height adjustment and steering of the machine. A GNSS signal and, depending on the configuration, various local sensors serve as a reference. It also enables fast and precise paving of tight radii and complex geometries. ■



WIRTGEN's new SP 33 slipform paver can pave concrete slabs up to 7 feet wide in the offset paving configuration and up to 10 feet transversely to the direction of travel.

Substantial improvements in performance

WA700-8 wheel loader delivers more power and torque with increased fuel economy that can help reduce operating costs

Komatsu has introduced its new WA700-8, a powerful and efficient addition to its range of wheel loaders designed for quarry operations and aggregate producers. This wheel loader is an ideal four-pass match with 70-ton trucks such as Komatsu's new HD605-10 haul truck. The WA700-8 also offers substantial performance, efficiency and operator comfort improvements compared to its predecessor, the WA700-3.

Compared to the previous model, the WA700-8 delivers:

- Up to 8% more gross power and 15% more torque, making it a robust choice for demanding work environments
- A 6% increase in lifting force and rated load, allowing operators to handle larger volumes of material with greater ease
- Up to 8% more fuel efficiency, helping reduce operating costs while maintaining high productivity

The WA700-8 features a comfortable cabin with technology designed to help reduce operator fatigue on long shifts. This includes a new advanced joystick steering system and electronic pilot control levers for precision and ease of operation. An automatic digging system, semi-automatic approach, and semi-auto dump

systems simplify repetitive tasks, helping operators optimize load cycles. These systems are particularly beneficial for less experienced operators, helping to close skills gaps and enhance overall operational efficiency.

Make every pass count

On challenging terrain, the variable traction control system helps prevent tire slippage, prolonging tire life and improving safety in wet or slippery conditions. The loader's modulated clutch system offers precise control for smooth transitions between forward and reverse, which is critical during truck-loading operations. An available KomVision camera system provides operators with a comprehensive view of the machine's surroundings, and Komtrax Plus offers remote monitoring and data-driven insights that can help reduce unplanned downtime.

"The new WA700-8 can help quarry operations hit that sweet spot for 70-ton truck loading, making every pass count," said Sebastian Witkowski, Product Manager. "With a heavier operating weight, greater static tipping load and larger breakout force than the previous model, the WA700-8 is a productive and efficient wheel loader that is ideal for quarry operations." ■

Quick specs

Model	Operating weight	Net horsepower	Bucket capacity
WA700-8	214,069 lbs.	773 HP	12.0 yd ³



The WA700-8 is Komatsu's newest addition to its lineup of wheel loaders for quarry and aggregate operations.



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Real-time data to optimize operations

Smart Quarry Site offers a comprehensive analysis of production and helps you unlock efficiencies that lead to better production

You're constantly challenged to be more productive and profitable in the quarry industry. Meeting these challenges means incrementally improving every aspect of your operation. Precisely tracking, digitizing and analyzing every detail of your mobile fleet can unlock the efficiencies you need to meet your targets. That's the goal of Komatsu's Smart Quarry Site.

"Smart Quarry Site offers a more comprehensive tracking over a longer period of time to provide a more in-depth understanding of a quarry and ways to improve it."

*-Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu*

"From a Smart Quarry standpoint, we have two solutions: Study and Site," explained Craig McGinnis, Senior Manager, Customer Solutions, Komatsu. "Smart Quarry Study is a one-time snapshot or benchmark on an operation, whereas Smart Quarry Site offers a more comprehensive tracking over a longer period to provide a more in-depth understanding of a quarry and ways to improve it. We want to reduce total per-ton costs by maximizing and optimizing your equipment and operation."

Hardware and software that tracks

Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve. It delivers a real-time animated overview of every production machine's movement and the materials they are loading, hauling and dumping. Dashboards provide real-time and historical information in insightful and intuitive ways, and each dashboard can generate custom reports.

Smart Quarry Site can help your operation:

- View routes, idle times and locations, so you can remove bottlenecks and waits, increase payloads, reduce fuel consumption and decrease emissions
- Compare operator or shift performance to reward your best operators and coach those needing improvement
- Know how full your haul trucks are, so you can optimize payloads to increase efficiency
- See—in real time—your production against your target and make adjustments to meet shift goals
- Ensure your machines stay productive with comprehensive inspection reporting, issue tracking and maintenance management

"The hardware is wired into your machines, and it's pulling data such as payload from the truck and reporting back to the loader operator,



Komatsu's Smart Quarry team can help you set up and monitor Smart Quarry Site.



Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve.

so they know exactly how many tons per pass they have done,” said McGinnis. “Data is communicated via the cloud and shows exactly where the material was picked up, where it was dropped off, how that machine got from A to B, and what speed they were traveling.”

What's included with Smart Quarry Site

A Smart Quarry Site subscription includes:

- A site readiness investigation and report
- Initial site master data site setup
- Cloud hosting and server maintenance
- Software and firmware remote updates
- Installation of hardware to each machine
- On-site commissioning for each machine
- One-day operator training for each vehicle and ongoing support

“Smart Quarry Site is brand agnostic, so it’s effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers,” noted McGinnis. “We have a dedicated team that’s ready to deploy to the site, monitor and work with customers to optimize their operations.”

Prime example

McGinnis used an example to show how Smart Quarry Site can help maximize efficiency and lower overall costs. The solution was employed

on a large quarry, but McGinnis said Smart Quarry Site can benefit operations of all sizes.

“Smart Quarry Site is brand agnostic, so it’s effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers.”

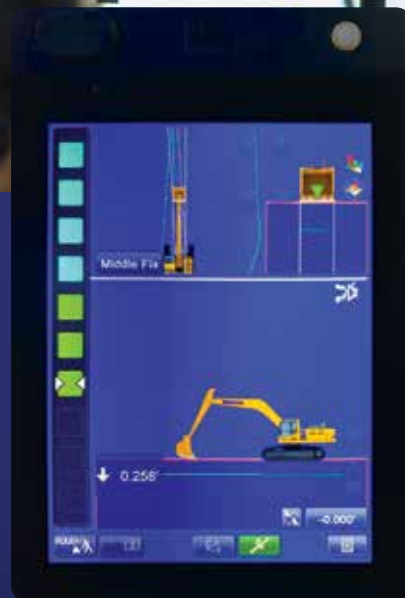
*– Craig McGinnis,
Senior Manager,
Customer Solutions,
Komatsu*

“One customer realized they were underloading, so they saw an uptick of 7% to 8% in their trucks’ payloads, which equated to about eight additional tons per truck,” McGinnis stated. “If you’re running 100-ton trucks, and each has that much more on every load during a 10- to 12-hour day, it adds up significantly. That’s a big bottom-line improvement.”

McGinnis added, “Something like that could also change practices because if you hit a production target faster, you don’t have to run as many hours. That saves wear and tear on the machines, reducing maintenance and further increasing savings. We recommend that you contact your distributor for more information about getting started.” ■



Technology to help you work smarter



Maximize productivity on your jobsites with advanced automation technology. **Komatsu's Intelligent Machine Control (IMC)** can help you get the most from your machines, crew and carefully designed plans.

- Get new operators up to speed quickly
- Go from mass excavating to finished grading faster than ever
- Help eliminate potential damage to design surface
- Empower operators to work efficiently, pass after pass

Discover more ► komatsu.com/imc

KOMATSU

Expand data-collection capabilities

Smart Construction 3D Machine Guidance Flex allows more machines and personnel to see as-built data faster

On a modern construction site, the more data you collect—especially as-built data—the more precisely you know your job progress, and the more confidently you can make key decisions. Smart Construction 3D Machine Guidance Flex can collect as-built data from nearly any machine, including scrapers, loaders or pickups.

As-built data from 3D Machine Guidance Flex and a 3D mapping program such as Smart Construction Dashboard provide valuable insights and analysis daily. With 3D Machine Guidance Flex, the machine or truck constantly maps the terrain as it moves about the site. Adding the as-built data to 3D visualization software lets you know exactly how much work has been done and how it compares to the digital project plan.

“3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster.”

*– Ron Schwieters,
Smart Construction Senior
Customer Manager,
Komatsu*

Rough grading done by larger machines equipped with a GNSS solution such as 3D Machine Guidance Flex can be much more accurate, enabling you to deploy grade checkers elsewhere and increasing jobsite efficiency and productivity. Multiple machines, trucks and personnel can use 3D Machine Guidance Flex at once.

“Komatsu’s 3D Machine Guidance solution was originally designed just for excavators,” explained Ron Schwieters, Smart Construction Senior Customer Manager, Komatsu. “3D Machine Guidance Flex expands on that to give more machines and more personnel on the jobsite very visual guidance on cut and fill areas with a color-coded map—green is on grade, red is cut, and blue is fill. Prior to launch, we did a series of trials on various types of machines and trucks. It really changed the scraper operator’s perspective. They were no longer relying on survey personnel to tell them where grade is

and where to move material. With the information they needed directly on the in-cab monitor, they felt more empowered, and operations really picked up.”

Prevent over-digging and missed fills

A tablet mounted in the machine’s cab shows the operator the current topography laid over the 3D design to guide them toward the finished product. Because the operator has constant position data of their machine versus the design, they can move large amounts of material without needing a grade checker, and they can see where to dig and when to stop to prevent over-digging.

Site managers can constantly monitor elevations around the jobsite using the as-built data from 3D Machine Guidance Flex using Smart Construction Dashboard. Managers can more easily catch mistakes, like missed fills, and calculate the daily production volume.

“3D Machine Guidance Flex will automatically connect to Dashboard, allowing more personnel to understand grade information and as-built, and make decisions that affect personnel, machinery and production faster,” said Schwieters. “Adding both solutions is easy. We recommend contacting your Komatsu distributor to get started.” ■



With Smart Construction 3D Machine Guidance Flex, as-built data is collected from nearly any machine, including scrapers, loaders or pickups.



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Accurate measurements at all times

Komatsu's Smart Construction Base/Rover system makes it easy to collect data and measure surfaces relative to 3D designs

Knowing at any time how close a jobsite is to the project design's final grade has never been easier. One of the simplest ways to get accurate measurements is with a Komatsu Smart Construction Base/Rover combination that features advanced global navigation satellite system (GNSS) technology currently available to deliver precise measurements, even in challenging environments.

"Once a project model is loaded, you can take the rover and data collector around the site and get an accurate measurement of how close you are to finish grade."

*-Darrell Binnion,
Product Trainer,
Technology Business Support,
Komatsu*

Komatsu's Base/Rover technology features patented Universal Tracking Channels designed to enhance the efficiency of identifying and using satellite signals. This innovative approach aims to optimize satellite signal processing, offering users improved connectivity in various conditions.

"Our Komatsu-branded base and rover was designed with customers in mind, with a typical setup that includes a receiver and a data collector, that are compatible with a rover pole, and tripod and bipod poles," said Darrell Binnion, Product Trainer, Technology Business Support, Komatsu. "Once a project model is loaded, you can take the rover and data collector around the site and get an accurate measurement of how close you are to finish grade."

Ultimate signal lock

Easy to learn and use, this versatile solution with a signal scrubbing fence antenna provides ultimate signal lock, high-accuracy RTK (real-time kinematic) positioning, multiple communication configurations and LongLink interference-free communication, helping you complete your work with precision and speed.

Komatsu's Base/Rover system offers:

- Universal Tracking Channels for satellites, signals and constellations
- Integrated radio and modem options with 400MHz UHF RxTx radio or 900 MHz radio, FH915 protocol

- L Band-ready technology with HiPer VR
- A highly configurable design to grow with you
- Topcon Universal Tracking Channels technology that tracks GNSS signals currently available and is designed to track the constellations and signals of tomorrow
- Field-tested, field-ready, IP67-rated design
- Compact form ideal for millimeter GPS and hybrid positioning
- Revolutionary nine-axis IMU and ultra-compact three-axis eCompass
- Compatibility with Smart Construction Remote

Customers frequently purchase Smart Construction Base/Rover with Komatsu's Intelligent Machine Control dozers and excavators, as well as 3D Machine Guidance and the 3D Machine Guidance Flex kits. These kits use the base and rover units to communicate with satellites and radio, ensuring accurate grading and site layout.

"The setup comes with many advantages, the main one being support and training from our team and your distributor's technical solutions experts," said Binnion. "Another is that you can bundle and purchase with an Intelligent Machine Control dozer and excavator and finance it all together." ■



The Komatsu Smart Construction Base/Rover combination is designed to deliver precise measurements even in challenging environments with advanced global navigation satellite system (GNSS) technology.



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Celebrating 40 years with Roland Machinery

Field Service Technician Craig Stephens continues to enjoy helping customers get maximum uptime from their equipment

Craig Stephens officially celebrated 40 years with Roland Machinery Company in 2024, but technically you could say he's been around longer than that.

"My dad worked for Roland as a mechanic for 30-some years, and I got to hang around with him a bit, so I feel like I've been a part of the family for as long as I can remember," said Stephens, a field service technician based out of Roland Machinery's Springfield, Ill., branch. "That, along with helping him out around the house and tinkering with things like mini-bikes and lawnmowers, got me interested in being a technician."

Stephens worked his way into a technician role after being hired as a steamer to clean and prep rental equipment. Whenever possible, he helped out in the shop, which led to him moving into a shop technician role and eventually field service.

"We were fortunate to have Craig's dad, Short, with us for many years, and Craig continued that legacy after starting in our wash bay and working his way up to a lead technician," said Chris Ingram, Roland's Springfield Division Manager and Vice President of the Road Material Solutions Group. "One thing that stands out to me is that Craig learned on the job. He never went to school to be a technician, and yet he was the top tech at a Komatsu competition. But, he can also work on anything we carry: Komatsu, WIRTGEN and other brands. He's phenomenal about passing his knowledge on to our younger technicians. He's a great resource for them, and like his dad, Craig's a tremendous asset to Roland. We appreciate everything he does for us."

"I learned on the job because there weren't really diesel tech school programs back when I started," reflected Stephens. "The equipment has changed a lot during the past 30-some years. I never would have dreamed that I'd use a computer so much. Now, it's all electronic, so it's a lot different today. Fortunately, Roland has always been committed to training and giving us the tools and technology that we need to stay updated, as well as a service truck that basically allows me to do anything in the field that can be done in the shop."

Stephens emphasized the service truck's importance because it helps limit customers' downtime as he's working to diagnose and fix an issue. He's had to do that at all hours of the day and in all types of conditions.

"A big reason I enjoy what I do is that there is not a typical day," said Stephens. "Some days, I come into the shop to start the day, and sometimes, I just go straight to the jobsite. Some jobs are as easy as replacing a sensor, and some get really complex. Occasionally, there is an emergency response that has to be done in the middle of the night. Whatever the situation, I treat it the same and look at it from my own standpoint. If it was my machine, I would want it up and running as fast as possible and fixed right."

He added that the variety of jobs makes a service technician career an attractive one.

"I definitely encourage people to look at it, and it's good to see that more younger people are coming in and are excited about it like I was," Stephens commented.

Stephens and his wife, Robyn, married not long after he started full time with Roland Machinery. They have two grown children and five grandchildren. He and Robyn are very involved in church activities, and he still enjoys tinkering with things in his own shop. ■



Craig Stephens,
Field Service
Technician,
Roland Machinery



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After 40 years, Craig Stephens still enjoys working on equipment and performing field service for Roland Machinery customers.





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314-291-1330

Cape Girardeau, MO
573-334-5252

Columbia, MO
573-814-0083

Palmyra, MO
573-769-2056

De Pere, WI
920-532-0165

DeForest, WI
608-842-4151

Eau Claire, WI
715-874-5400

Franksville, WI
262-835-2710

Schofield, WI
715-355-9898

Slinger, WI
262-644-7500