



# Industry Scoop

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## Peters Concrete Company



## Kinney Contractors Inc.



## A message from the president



Matthew L. Roland



Dear Valued Customer:

Equipment showcases are a great way to gain firsthand experience with new machines and learn from experts. You won't want to miss North America's largest trade show, CONEXPO-CON/AGG, which will take place March 3-7, 2026, in Las Vegas. It will arrive sooner than you think, but for now, you can check out a preview of the event in this issue. Be sure to visit Komatsu's booth at the show to see its latest solutions.

On that note, I am excited to inform you that Komatsu just released its next-generation PC220LC-12 and PC220LCi-12 excavators, which deliver the most comfortable and advanced excavator work environment Komatsu has ever created. By empowering operators with enhanced comfort, cutting-edge technology and customizable features, these new excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership.

Plus, Komatsu recently introduced its new WA475-11 and WA485-11 wheel loaders. Both offer lower fuel consumption and more engine power compared to their predecessors. Yard loader configurations designed to support higher productivity in aggregate applications are available for both models.

We also offer an in-depth look at My Komatsu, Komatsu's comprehensive digital hub, which provides an easy way to collect, visualize and monitor machine information from both Komatsu and non-Komatsu equipment. It can help benefit your bottom line by providing time and cost savings.

There are several other valuable articles for you to enjoy as well, including an update on bonus depreciation, which was recently restored to 100%.

As always, if there's anything we can do for you, please don't hesitate to contact us.

Sincerely,  
Roland Machinery Co.

A handwritten signature in black ink, appearing to read "Matthew L. Roland".

Matthew L. Roland,  
President

## Many solutions available

# Industry Scoop

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## CORPORATE OFFICE - Springfield

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**Raymond E. Roland**, Chairman of the Board of Directors

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**Chris Ingram**, VP, Road Materials Solutions VP/GM, Springfield Division

**Mike McNamara**, VP, Major and National Accounts

**Jay Germann**, General Manager, Used Equipment

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**Chris Ingram**, Vice President/General Manager

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816 North Dirksen Pkwy.

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

## CHICAGO DIVISION

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**Blake Donaghue**, VP, Sales

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18210 Beck Rd.

**Portage, IN** (219) 764-8080  
6450 Melton Rd.

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**Adam DePeau**, Director of Product Support

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7417 Margaret Lane

**Franksville, WI** (262) 835-2710  
3540 Ten Point Lane

**Schofield, WI** (715) 355-9898  
9808 Weston Ave.

**Slinger, WI** (262) 644-7500  
881 E Commerce Blvd.

**Escanaba, MI** (906) 786-6920  
2600 South Lincoln Rd.

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3364 Percy Dr.

**Columbia, MO** (573) 814-0083  
4110 I-70 Drive South East

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701 Industrial Dr.

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1505 Donna Dr.

# All in the family for Badger State contractor

## Hard work and quality focus build Peters Concrete from two trucks to multifaceted firm serving northeast Wisconsin

**T**he late 1970s to early 1980s was a rough time for the construction and aggregate industries that saw many longstanding businesses shut their doors. It also presented an opportunity for people like the Peters family to start again and build something new from the ground up.

"My father and I were in a large business together, and after that folded up, I decided to start a ready-mix operation," James "Jim" Peters recalled about the founding of Green Bay, Wisconsin-based Peters Concrete Company with his wife, Janice, in 1982. "We started out small with a couple of old trucks that weren't in the best of shape, but we made it work with some help along the way from a guy who offered us a couple of new trucks. We were in a different location at the outset, and it burned

down a couple of years in. The boys and I were sitting on the scale at our office one day, and I asked them if they wanted to keep going. They all said yes; they would rather continue working together than find a job somewhere else. We stuck together, and it took off from there. We moved to Green Bay because the market was better than where we were before."

Peters Concrete's original site was in a gravel pit that Jim owned. It was much like the one where he got his start in the aggregate and construction industry after he and Janice married and moved to a farm where his father, Francis, had a gravel pit and crushed material.

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***"We learned there is no secret formula to success. It's a lot of hard work and perseverance. You can't substitute that."***

-Jim Peters,  
Founder,  
Peters Concrete

---

"Dad grew up a farm kid, and he kept those roots," Jim shared. "Janice and I really wanted to farm too, and we did that for awhile and built it up. Dad's health got shaky, and I started going to the pit to help him. I found that more financially interesting than farming. I did both for several years, and Janice worked in the scale house at the pit. We learned there is no secret formula to success. It's a lot of hard work and perseverance. You can't substitute that. Fortunately, all our kids understand that, and that's helped build the business. Now, they are passing that on to the next generation. Several of them are in the business too, which is a real source of pride."

### Third and fourth generations

Sons Jack, Jeff "Whitey," Joe and James Jr. "Duke" Peters have all joined full time in varying roles and are part owners of Peters Concrete. Jack is the president and oversees maintenance, Whitey is the secretary/treasurer and in charge of ready-mix operations, Joe is a vice president and oversees the company's shop and concrete plants, and Duke is also a vice president and leads the grading and sewer operations. Their sister, Jody Beyer, recently joined the company and does testing, and her husband, Jeff, is a program manager. Their son, Josh, and Whitey's son, Jared, are part of the

### Customer snapshot

**Company:** Peters Concrete Company

**Locations:** Green Bay, Marinette, Bonduel and Fox Cities, Wisconsin

**Employees:** About 200

**Established:** 1982

**Areas of expertise:** Ready-mix production and delivery; aggregate production and delivery; earthwork services

**Komatsu equipment:** WA320, WA380, WA470-7, WA475-10, WA500 and WA600 wheel loaders; PC238USLC-11, PC308USLC, PC360LC and PC490LC excavators; PC360LCi IMC excavators; D51PXi-24, D61PXi-24 and D71PXi-24 IMC dozers

**KLEEMANN equipment:** MR 130 Zi EVO2 mobile impact crusher

**HAMM equipment:** H 11i and H 13i CPB soil compactors

Founded by Jim and Janice Peters (center), Peters Concrete is now owned and operated by their sons (back row, left to right) James Jr. "Duke," Jeff "Whitey," Jack and Joe.





#### ► VIDEO

**Peters Concrete uses Komatsu intelligent machine control (IMC) dozers, including its D51PXi-24 and D71PXi-24, to do sitework and grading more efficiently.**

fourth generation of the Peters family in the construction and aggregate industries. The fourth generation also includes Joe's stepson, Alex Zellner, who is a sewer and water foreman, and Jack's daughter, Samantha Nachtigal, who is a parts manager.

"I've heard over the years from others how difficult it can be to work with family, but I think it's easier," said Jack. "Some days aren't as fun, but it's all about communication and working things out. At the end of day, we're still a family, and we hold one another up. It's how we were brought up."

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***"We mainly do residential and commercial, but we will work with anyone needing concrete."***

*-Joe Peters,  
Vice President,  
Peters Concrete*

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The Peters have built Peters Concrete from its humble beginnings into a multifaceted firm with about 200 employees and locations in Green Bay, Marinette, Bonduel and Fox Cities. It maintains its roots in ready-mix production and supply with about 60 trucks available to deliver everything from a yard of concrete up to some of the largest pours in the area.

"We mainly do residential and commercial, but we will work with anyone needing concrete,"



explained Joe. "Recently, we did a pour of 2,400 yards. We've even done some odd things like mix concrete and dump it in dump trucks for customers. Whatever we need to do to make it work, we'll do our best."

Whitey added, "Things have changed a lot over the years, such as technology that's helped us automate our processes. What hasn't is our commitment to customers and giving them quality products, and that's been a big factor in our success. The other key has been a lot of great people, and that goes beyond just the family. We have a lot of longtime employees who have been great assets in helping us build to where we are today."

#### **Dependable equipment from Roland Machinery**

Peters Concrete also produces and delivers aggregate throughout northeast Wisconsin. Its operations include two large-scale crushing spreads, a smaller crushing spread and two portable plants it moves from site to site as needed. It operates from multiple locations spanning from Denmark, Wis., to Michigan's Upper Peninsula. Materials range in size from quarter-inch-minus to 6-inch breaker run, according to Aggregate Supervisor Adam Fischer.



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

*Continued...*

# 'The longevity is great on the loaders'

...continued



**Adam Fischer,**  
Aggregate  
Supervisor



**Kevin Moore,**  
Project Manager

"We make asphalt and concrete products, as well as road base and several other items," Adam noted. "In total, we have about 20 different core products, and if a customer needs a custom blend, we will work with them to make it. To ensure quality, we have our own lab with two full-time testers, and we will work with other labs in the area if customers want an outside or second opinion."

Komatsu wheel loaders are a staple in Peters Concrete's aggregate operations, including WA600, WA500, WA380 and WA320 models. The company sizes them for the quarry it is working in and equips them with spade or tooth buckets to dig material and maintain the quarry floors.

"The WA600s and WA500s help us maintain production in our bigger locations where charging the crushers and loading trucks is nearly constant; they keep up as two-pass machines," described Adam. "The WA380s work primarily in our smaller aggregate sites where demand isn't as high, and if they are not being used there, we can put them on sewer and water and road jobs to backfill and move pipe. The longevity is great on the loaders. For instance, we are planning to rebuild a couple of the WA600s with about 22,000 hours that we have had for about eight

years. The frames are still in excellent shape, so there is a lot of life left in them."

In addition to Komatsu machinery from Roland Machinery Company, Peters Concrete has purchased KLEEMANN crushing equipment, including an MR 130 Zi EVO2 mobile impact crusher with an approximately 450-tons-per-hour feed capacity. Peters Concrete primarily uses it as a closed-circuit plant to recycle old concrete and asphalt.

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***"Komatsu in general has been solid for us, and now with IMC technology, we're more efficient than ever."***

*-Kevin Moore,  
Project Manager,  
Peters Concrete*

---

"Tonnage per hour varies, depending on several factors, but for the most part I get 300 to 350 tons per hour with the KLEEMANN crusher, and it separates out any steel, so we have a clean finished product," stated Josh. "This is our fourth year with it, and we have had very little downtime, which is good for a crusher. I start it up in the morning and run all day. It's nice that I can run it remotely from the cab of my Komatsu PC360 excavator that I feed it with."

The PC360LC is one of several Komatsu excavators Peters Concrete utilizes throughout its operations. The earthwork side of the business relies on compact, standard and intelligent machine control (IMC) models. It also runs standard and IMC dozers to perform earthwork services that include everything from stripping to finish grade on projects that vary in size from driveways to heavy highways. A sewer and water division installs underground utilities.

"Komatsu in general has been solid for us, and now with IMC technology, we're more efficient than ever," declared Project Manager Kevin Moore. "Our ability to move dirt more accurately and efficiently has increased productivity by 10% to 15%."

Duke added, "The potential time and cost savings are significant. With the dozers, every push is purposeful and has the proper amount of material on the blade. They always know exactly where the cuts and fills are, so the operators do too. It's all right there on the screen in the cab. We do a lot of ponds with utility work, and the IMC excavators have been great for making sure they are on grade with little to no staking, which helps save time. When digging trenches, we set the depth and go. The machine won't let the operator dig past that point, so there's no over-digging and wasted time and material."

## By the numbers

- Approximately **60** concrete trucks
- **5** crushing spreads
- About **20** products
- **10% to 15%** increase in productivity with Komatsu intelligent machine control (IMC) equipment



**Operator Josh Beyer charges a KLEEMANN MR 130 Zi EVO2 mobile impact crusher with a Komatsu PC360LC excavator as part of Peters Concrete's recycling operations.**





An operator moves dirt and loads trucks with a Komatsu PC490LC excavator.

Duke tracks Peters Concrete's Komatsu equipment with Komtrax through My Komatsu, watching for hours, production, fuel consumption and more. Roland Machinery also tracks it to ensure scheduled services are done on time for the first 2,000 hours or three years through Komatsu Care Complimentary.

"Those things are helpful to us, because they minimize downtime," commented Duke. "Dealer support is a critical factor in our equipment decisions, and Roland gives us great service. I think a lot of that has to do with the fact that our sales rep Eric Sixel, our product support rep Brad Tremel and Roland understand our business."

Adam added, "Roland's service has been great, and that's the biggest thing I look for in an equipment dealer. They answer when I call, and if we have an issue that can't be resolved over the phone, they respond right away — always there to help in any way, shape or form."

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***"Dealer support is a critical factor in our equipment decisions, and Roland gives us great service."***

*-Duke Peters,  
Vice President,  
Peters Concrete*

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## New plant coming online

Peters Concrete recently purchased another plant in Kaukauna, Wis. According to Duke, it's part of the family's philosophy of expanding where possible.

"We're open to growth, but the market dictates that," said Duke. "We're always looking to upgrade and move forward. We have a lot of supplies to the north and west of Green Bay, and thankfully, the city has to grow that way. I think



Operators transport material with Komatsu WA600 wheel loaders.



Roland Machinery Territory Manager Eric Sixel (right) talks with Peters Concrete Aggregate Supervisor Adam Fischer on a crushing site.

we're in a good position to pick up on the market and grow as the community grows."

Whitey added, "The future is always hard to predict, but we're doing our best to build the business for the next generation."

Joe concluded, "I think it looks pretty good right now, and as long as the economy holds up, I see Peters Concrete lasting for a long time." ■

*\*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.*



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# Experience the next level of innovation

**CONEXPO-CON/AGG will return to Las Vegas with new features slated for North America's largest construction trade show**

**C**ONEXPO-CON/AGG will return to the Las Vegas Convention Center from March 3 to 7, 2026, introducing new features and innovations to the triennial event, which is the largest construction trade show in North America. The 2023 show set an attendee record with more than 139,000 from 133 countries. Over 2,400 exhibitors participated, spread across 3 million square feet of exhibit space.

***"We are especially excited to create new experiences and features for both attendees and exhibitors."***

*-Dana Wuesthoff,  
CONEXPO-CON/AGG Show Director*

"The continued growth and success of CONEXPO-CON/AGG has set a new benchmark for the industry," said CONEXPO-CON/AGG Show Director Dana Wuesthoff. "Building on this momentum, we will deliver an even more impactful event in 2026, continuing to provide unparalleled opportunities for networking,

education and highlighting the latest innovations in the construction industry. We are especially excited to create new experiences and features for both attendees and exhibitors."

## New in 2026

**Ground Breakers stage:** The keynote stage will highlight the global contributions of the construction industry and bring focus to critical industry topics.

Key topics include:

- Innovation in construction technology and practices
- Public policy impacting the industry
- Workforce development and addressing labor challenges
- Sustainability and environmental responsibility
- Mental health and well-being in the construction sector

**EmpowerHER workshop:** During Women in Construction Week 2026, the EmpowerHER

*Continued ...*



# New workshops available

...continued

workshop will be a special event dedicated to addressing the unique challenges and opportunities women face in the construction industry.

This program includes:

- Networking events fostering connections and community among women in the construction industry
- Peer-led panel discussions and keynote presentations featuring industry leaders and experts
- Sponsorship opportunities to support and promote women-focused initiatives

**Small Business workshop:** This recognizes the vital role of small businesses in the construction

sector, addressing the unique challenges faced by small business owners.

It will provide:

- Networking events to build valuable connections for small businesses
- Best practices and practical tools that can be implemented immediately
- Sponsorship opportunities to support small business success

**Shop Talks and Walks workshop:** This maintenance-focused program is designed to provide attendees with practical solutions for everyday challenges.

This program will feature:

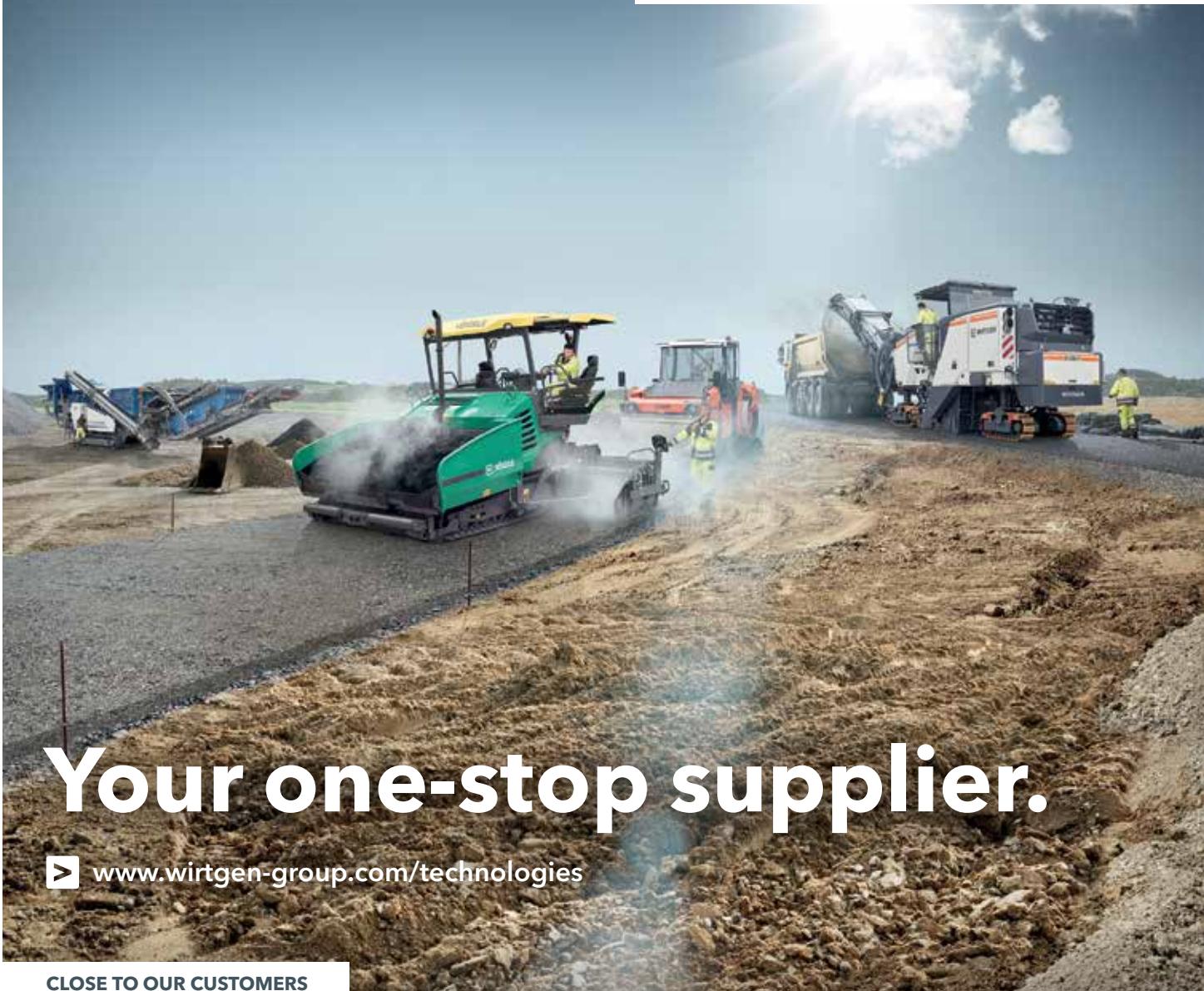
- Special events focused on preventive maintenance, equipment efficiency and increasing uptime
- Educational opportunities focused on providing attendees with the tools to solve real-world challenges

## Visit Komatsu

Komatsu is expected to have a large booth in the West Hall (W41945) and welcomes all to take an up-close look at its latest products, designed to help improve your operation. Meet with Komatsu experts to learn more about the equipment, Smart Construction solutions and services offered. ■



2,000 exhibitors are expected at CONEXPO-CON/AGG 2026, including Komatsu.



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# Celebrating 40 years

## Kinney family reflects on four decades of Kinney Contractors Inc., from humble roots to a multimillion-dollar, concrete-focused business

**T**his year marks the 40th anniversary of when James and Mary Jane Kinney founded Kinney Contractors Inc. Their sons, Robert and Bill, currently lead the Illinois-based company that focuses on concrete work throughout the Prairie State, with locations in Raymond and Springfield.

"Our father worked for a company called S.J. Groves, and we moved a lot growing up to follow the work," recalled Robert, Kinney Contractors' secretary. "The last big job he did was up in Chicago helping expand the Dan Ryan Expressway from four lanes to 12. Eventually, Dad got tired of moving around, so we decided to come back and settle in Springfield and open Kinney Contractors. My brother and I started working here immediately."

The Kinney brothers remember the early days vividly.

### Customer snapshot

**Company:** Kinney Contractors Inc.

**Location:** Raymond, Illinois

**Employees:** Approximately 40; about 200 during peak construction season

**Established:** 1985

**Area of expertise:** Concrete

**Komatsu equipment:** D51PXi IMC dozers; PC88MR, PC238USLC and PC390 excavators

**WIRTGEN equipment:** SP 15i offset slipform paver

(L-R) The second and third generations of the Kinney family are currently leading Kinney Contractors, including Robbie, Robert, Bill and Jon. Based in Raymond, with a location in Springfield, the business focuses on concrete work throughout the state of Illinois.



"Times were tough in the mid-80s, and we were hoping to just make payroll," reflected Bill, who is the president of Kinney Contractors. "Our first year we had seven employees — mainly me, Robert, Dad, Mom and a couple of other people. We split about \$35,000 among us."

Robert added, "We started building some houses at a fish hatchery and did a bunch of headwalls. We caught on to something when we started doing patching on roadways, which has been our main go-to for quite a while."

***"I'm happy with what we have built."***

*-Bill Kinney,  
President,  
Kinney Contractors Inc.*

Kinney Contractors also handles sidewalks, road paving, curbing, sewer installations, bridge construction and more with nearly 100% of its project list done in the public sector. It also has a recycling yard near its Springfield office where it brings in concrete, removes the steel and crushes it to make state-certified materials.

"Forty years has gone by fast," stated Bill. "I remember doing our first job and saying I needed a backhoe. My dad looked at me funny, like, 'You don't know how to run one of those.' I said if we bring it out here, it will be done, and it was. When a project goes smooth and everyone gets along, it makes it fun, and everybody wants to continue. I'm happy with what we have built. I didn't want to be the biggest contractor in town and still don't. I'm just happy that we provide a good product, have made a fair living and have good team members that include family."

### Third generation taking over

Bill and Robert have helped build Kinney Contractors from its humble beginnings into a \$30-million-a-year company that now employs about 40 people full time, ramping up to around 200 during peak construction season. Their wives — Jennifer and Laura, respectively — have also played integral roles in the company's success.

Bill and Jennifer's son, Jon, and Robert and Laura's son, Robbie, now represent the third generation of Kinneys at the company and will soon take full ownership. Robbie and Jon are flipping the script from what their fathers have done over the years.



## ► VIDEO

**Kinney Contractors uses Komatsu D51PXi-24 intelligent machine control (IMC) dozers for subgrade prep and to put down aggregate base materials.**

"Dad oversees the field, and Bill handles day-to-day activities, and now I'm shadowing Uncle Bill, and Jon is working with my dad on the field side," explained Robbie, who's been full time with Kinney Contractors for about 10 years. "That's just where our interests are. I like seeing the business side and determining how to make the right equipment choices, contract terms and dealing with financial reports. What appealed to me about coming to work here and continuing the legacy is seeing how hard everyone worked to keep a project going and just the driving force behind the company, making sure everyone got home safely, providing a paycheck to our employees, and helping them be their best selves."

Jon has been with Kinney Contractors for about eight years and has always enjoyed being in the field. What he's most happy with is being in business with his family.

***"I count myself lucky to get to work with my family every day."***

*-Jon Kinney,  
Project Estimator/Manager,  
Kinney Contractors Inc.*

"One of the appeals of working in the family business has always been that I get to work with my personal heroes — Dad and Uncle Robert," Jon shared. "My grandfather was also a hero of mine. He started the business after a long career in the construction industry, and Dad and Robert have spent the better part of their lives making it into something. Robbie and



**Kinney Contractors uses a WIRTGEN SP 15i offset slipform paver with WIRTGEN AutoPilot 2.0 on a curb project.**

I can look back and see how much hard work, sweat and time went into it. Another is working alongside Robbie. We grew up together and have always been close-knit. He's like a brother to me. I count myself lucky to get to work with my family every day."

### **Embracing technology**

Senior Project Manager Richard Miller said Kinney Contractors' projects currently range in size from about \$500,000 to \$7.5 million. While the business covers the entire state, most are done within about a 60-mile radius of the Springfield/Raymond area and for the



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

*Continued...*

# 'We congratulate the Kinneys on this milestone'

...continued



Richard Miller,  
Senior Project  
Manager

Illinois Department of Transportation (IDOT). The company also does a fair amount of work for large municipalities such as East St. Louis, Springfield, Decatur, Champaign and Urbana.

"The majority are heavy civil related," noted Richard. "A job we did at Brush College in Decatur is a good example of one of our larger projects. We subcontracted roadway pavement, curb and gutter, median pavement, and sidewalks. It's somewhere in the neighborhood of 15,000 cubic yards altogether."

***"We've been doing business with Roland Machinery since about 1987."***

*-Bill Kinney,  
President,  
Kinney Contractors Inc.*

On projects that involve curbing, Kinney Contractors uses a WIRTGEN SP 15i offset slipform paver, which features WIRTGEN AutoPilot 2.0 that uses GNSS signals to steer the machine and augment height, and a Topcon total station, so there is no need for pins or running string.

"It accelerates the project for us," emphasized Richard. "It's quicker to slipform curb and gutter than doing it by hand. We have worked closely with Roland Machinery and its Technology Solutions Group to set it up. They also helped us set up our Komatsu D51PXi intelligent machine control dozers. We use them for subgrade prep

## By the numbers

- **40** years in business
- **\$30 million** in revenue per year, with projects ranging from **\$500,000 to \$7.5 million** each
- **60**-mile working radius around the Raymond/Springfield area

and putting down aggregate base with accuracy. We've seen significant savings with those too."

The WIRTGEN SP 15i and Komatsu D51PXi-24 intelligent machine control (IMC) dozers are part of a fleet of WIRTGEN GROUP and Komatsu equipment Kinney Contractors has acquired with the help of Roland Machinery Company, including Territory Manager Zach Beck and Corporate Used Sales Representative Cody DeGroot. Chris Ingram, Roland Machinery Springfield Division General Manager and Road Material Solutions Group Vice President, and Kyle McDowell, Director of Technology Solutions, have also helped facilitate the implementation of equipment and new technology.

"In addition to the new technology, we continue to use Komatsu standard and compact excavators like our tight-tail PC88s and PC238s," commented Bill. "We primarily work in the middle of a roadway, so we like those because there's no issue with swinging a counterweight around and hitting something. We still use conventional excavators too, including a PC390 for larger sewer jobs and feeding the crusher when we recycle in our yard."

## Long-standing relationship with Roland Machinery

"From an equipment standpoint, the relationship started with HAMM rollers several years ago when I was their sales rep and grew from there," recalled Chris. "It's developed into a friendship, which is common among Roland and its customers. I like to think a lot of that has to do with the trust they place in Roland. We really appreciate that, and we congratulate the Kinneys on this milestone."

Bill added, "We've been doing business with Roland Machinery since about 1987. Over the years, there were a lot of small items, but during the past 10 to 15, our relationship really expanded. One of the reasons is our need for equipment, but a bigger one is Roland's service. They are not afraid to take a call anytime and respond with an



Compact Komatsu excavators, including PC88MR and PC238USLC models, are ideal for tight jobsites.



**Kinney Contractors recycles old concrete at its yard in Springfield, Ill., using its Komatsu excavators and a KLEEMANN MR 130i EVO2 mobile impact crusher rented from Roland Machinery Company.**

answer or get someone to us to solve an issue. They have helped us with training and prepared us for GPS and other technology."

Cody helps Kinney Contractors with rentals as needed such as a KLEEMANN crusher it uses in the recycling yard.

"It's a good partnership that benefits both of us because we help them with their needs, and they in turn continue to rent and buy equipment and recommend Roland to others," said Cody. "They call, we answer and respond in all aspects, including on the technology side. I believe that creates loyalty both ways."

Zach added, "One of the things that stands out to me is that we are working with two generations of the Kinney family because our relationship has remained strong throughout the years, built on mutual trust. That's another common thing with Roland and its customers. We're focused on meeting all their needs: sales, rentals, service and technology."

### **Stay to the main, options open**

Robbie and Jon are open to the possibilities of expanding Kinney Contractors in the future as long as it maintains its reputation and ability to complete jobs on time and on budget.

"We are at an interesting point in our company's history," reflected Jon. "The future as it looks right now is going to continue to focus on patching, concrete pavement, and curb and gutter work. I'm hoping that moving forward, we maintain what we do and continue to do roadwork and IDOT projects. We have started



(L-R) Roland Machinery team members Chris Ingram, Zach Beck and Cody DeGroot meet with the Kinney family, including Bill, Jennifer, Laura, Robert, Jon and Robbie, at Kinney Contractors' office in Raymond, Ill.

a little more work in other markets such as schools and different sizes of jobs as an open avenue of resources to go to if the work gets slow in state or federal."

Robert and Bill know Robbie and Jon have learned a lot in the time they have worked for Kinney Contractors, and that knowledge will be a valuable asset in leading the company.

"They may add some different directions but will likely stay to the main areas we have been known for, which have served us well," stated Robert. "Bill and I still have a few years to go as we make the transition, but we're looking forward to having the boys take over."

"It was a learning process for me and my brother, and we are working on passing what we know on to them," Bill concluded. "We're excited for the third generation to take over, and hopefully, there may be a fourth behind them." ■

*\*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.*



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# Engineered for those who get it done

**Next-generation Komatsu PC220LC-12 and PC220LCi-12 deliver greater comfort, performance and smart technology for today's hard-working operators**

**K**omatsu's new PC220LC-12 and PC220LCi-12 excavators are built for contractors who want more than just power. Delivering the most comfortable and advanced excavator work environment Komatsu has ever created, the PC220LC-12 and PC220LCi-12 are operator-first machines that blend performance, comfort and smart technology to help boost productivity, shift after shift.

From the ground up, these 21- to 24-ton-class excavators have been reimagined and engineered around a simple premise — empower operators and you'll power productivity on your jobsite. The cab offers 28% more space, 30% more legroom, improved visibility, reduced noise and vibration, and a high-quality heated air-suspension seat. The new 8-inch HD monitor puts machine data, controls and customization options at an operator's fingertips.

Performance gains back up the comfort. A new electronically controlled hydraulic system and high-output engine help deliver an up to 8% increase in digging force, up to 7% more lift capacity and up to 20% cost reduction in fuel than the previous Komatsu PC210LC-11 model. The new P plus mode boosts workload productivity by up to 18%.

## Advanced tech and safety

While the PC220LC-12 has some integrated baseline smart technology, such as 2D machine control, contractors looking for next-level capabilities can step up to the Komatsu PC220LCi-12, which adds intelligent machine control (IMC) 3.0, Komatsu's latest smart technology.

Automated features on the PC220LCi-12, such as auto grade assist, auto stop control, bucket angle hold, compaction control, minimum distance control, auto swing and payload monitoring, help reduce operator workload while improving accuracy and boosting productivity. 3D boundary control is the first OEM factory-integrated feature of its kind in the construction industry. It's a unique technology that helps operators work efficiently across the entire jobsite by remembering multiple restriction zones specific to each work area. Auto-swing with travel stop functionality is also an industry first for excavators.

To promote zero harm, these excavators have features like rollover avoidance, KomVision 360-degree camera coverage, object detection, automatic deceleration controls, seat belt reminders and more. Maintenance is simplified with ground-level service points and extended replacement intervals, helping reduce maintenance costs by up to 20%.

By empowering operators with enhanced comfort, cutting-edge technology and customizable features, the Komatsu PC220LC-12 and PC220LCi-12 excavators represent the next step forward for contractors seeking to maximize productivity and reduce total cost of ownership. ■

*\*All percentage claims are based on a comparison to the previous PC210LC-11 model. Reductions in maintenance costs are due to longer replacement intervals for hydraulic oil and oil filters and longer cleaning intervals for the particulate filter.*

## Equipment snapshot

**Models:** PC220LC-12 and PC220LCi-12

**Operating Weight:** 53,352-54,675 lbs.

**Horsepower:** 5% increase

**Digging Force:** Up to 8% increase

**Lifting Capacity:** Up to 7% increase

**Fuel:** Up to 20% cost reduction

**Cab Space:** 28% larger and 30% more legroom

**Visibility:** 50% increase

**Maintenance:** Up to 20% lower costs

**Technology:** 2D machine control standard and IMC 3.0 on the PC220LCi-12



Komatsu's new PC220LC-12 excavator and PC220LCi intelligent machine control (IMC) 3.0 excavator are ideal for residential and commercial contractors.

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# Komatsu introduces WA475-11 and WA485-11

**These new wheel loaders are built for increased productivity, operator comfort and ease of maintenance**

**K**omatsu's new versatile WA475-11 and WA485-11 wheel loader models are designed to move material efficiently and effectively, helping to increase productivity while providing improved operator comfort and easy maintenance. Sharp focus has been put on reducing total cost of ownership (TCO).

*"In designing the WA475-11 and WA485-11, we focused on what truly matters to our customers based on years of direct customer feedback — efficiency, power, safety and operator comfort."*

*-Bruce Boebel,  
Director of Products and Service,  
Komatsu*

The WA485-11 offers up to 12% lower fuel consumption, 21% more engine power and 13% faster climbing speed than its predecessor, the WA480-8. The WA475-11 provides up to 7% lower fuel consumption, 18% higher engine power and 40% greater climbing speed than the WA475-10.

Both loaders now include Komatsu Hydraulic Mechanical Transmission (KHMT) engineered

for improved fuel efficiency and productivity. Operators will appreciate the large, comfortable four-pillar cab, angle feedback joystick steering and independent work control to help reduce fatigue on long operating days. The new wheel loaders also feature standard rear object detection and a deluxe LED light package to promote enhanced jobsite safety.

"In designing the WA475-11 and WA485-11, we focused on what truly matters to our customers based on years of direct customer feedback — efficiency, power, safety and operator comfort. These wheel loaders build on proven performance of previous models with innovative advancements designed to enhance productivity," said Bruce Boebel, Director of Products and Service, Komatsu. "We're excited to introduce these machines and put them to use for our aggregate customers and beyond."

Both models offer yard loader configurations that include additional stability features such as a larger bucket, wide low-profile tires and additional counterweight designed to support higher productivity in aggregate applications. ■

## Quick specs

Model	Horsepower	Operating weight	Bucket capacity
WA475-11	343 HP	54,542-60,197 lbs.	5.5-6.3 yd <sup>3</sup>
WA485-11	362 HP	61,432-64,997 lbs.	6.4-7.2 yd <sup>3</sup>



Komatsu's new WA485-11 offers a range of new productivity and efficiency features.

# Purpose-built forestry machine

## New TimberPro TN230D log loader engineered for enhanced productivity and operator needs

**B**ased on customer feedback, Komatsu has introduced its new TimberPro TN230D log loader that was built from the ground up and carefully engineered to help drive productivity and provide additional operator benefits.

The 197-horsepower TN230D offers a 36-foot reach and 58,224 foot-pounds of swing torque. It also features Power Max, which temporarily increases engine horsepower and hydraulic flow to support tough forestry tasks.

The TimberPro TN230D is built with proven, high-quality Komatsu components. Its hydraulic system, powertrain, control valve and interior components are designed and manufactured in-house to help confirm performance and quality control.

The TN230D is the first machine in its class segment to feature dual service platforms with electrically actuated platforms on the left

and right sides, offering enhanced access for service and cleaning.

### Numerous benefits

New benefits include easy access via a large, rear-entry cab with service walkways and safety railings, premium heated and cooled seats with adjustable armrests, an elevated cabin with large windows and a front-view camera to enhance visibility, LED lights, and a large overhead skylight.

"We know how demanding forestry environments are—the tough work requires equipment capable of standing up to the job," said Kyle Kovach, Product Planning Manager. "When we set out to develop a new log loader, we gathered feedback on customer needs then unleashed a team of talented engineers to design this product from the ground up. The result merges quality components with the latest technology to offer a range of productivity, safety and comfort benefits." ■

### Quick specs

Model	Horsepower	Reach	Swing torque
TimberPro TN230D	197 HP	36 feet	58,224 foot-pounds



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## AGC creates Tariff Resource Center for Contractors

To help contractors navigate challenges related to possible tariffs, the Associated General Contractors of America (AGC) is creating resources, educating the construction community and advocating for contractors on key considerations of the potential consequences as they relate to construction.

AGC has also developed a Tariff Memo outlining key considerations and possible impacts of

the Trump administration's trade policies on the construction industry. It covers general circumstances that construction contractors may face concerning increased tariffs and helpful information on how contractors can work through them.

To learn more, visit <https://www.agc.org/tariff-resources-contractors>. ■

## DOT Secretary outlines priorities ahead of highway legislation work

Speaking before the American Association of State Highway and Transportation Officials (AASHTO), Department of Transportation Secretary Sean Duffy talked about priorities in planning federal highway policies, including reforming environmental regulations for federal construction projects, adopting emerging technology to improve safety and creating cost savings. He also said he supports allowing states to set their own agendas.

"Everyone wants their projects to be funded and fast-tracked and so I think there's a real understanding right now in Congress that it's taking way too long," said Duffy. "And

that doesn't mean we shouldn't do environmental studies. And that doesn't mean we shouldn't go through a permitting process, but we can't have it take as long as it's taking right now. So, I think there's a real appetite on the Hill to help us streamline this permitting process to move our projects far more quickly."

Federal authority for certain highway programs expires in the fall of 2026. House and Senate transportation committees will need to draft and advance new legislation before that.

To learn more, visit <https://www.ttnews.com/articles/duffy-highway-bill-priorities>. ■

# Maximum uptime focus

**Roland Machinery trainers ensure company technicians and customers remain up to date with numerous instructional opportunities**



Sam Buse,  
Training Manager,  
Roland Machinery



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

**W**hen you need service, you want a technician who is highly skilled and knows how to diagnose and fix issues with minimal downtime. Roland Machinery Company is committed to ensuring that's the case with a dedicated training team that provides ongoing training opportunities designed to keep its technicians up to date on the latest machinery and technology.

"Changes and evolutions in equipment is a constant, especially today with new technology, and it can be a challenge to stay on top of that," said Sam Buse, Training Manager, Roland Machinery. "Our trainers are the first line of defense for our technicians. We provide classroom and hands-on training, as well as give them opportunities to take advantage of manufacturer training. Our goal is to ensure they have the most current information to quickly get

a machine up and running. Ultimately, that saves customers time and money."

After graduating from a diesel tech program at Lake Land College, Buse went to work for an equipment dealer. He joined Roland Machinery in 2018 as a field technician, became an in-house trainer, then moved into his current role. In addition to Komatsu, he provides specialized training on WIRTGEN GROUP products.

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*"Our goal is to ensure they have the most current information to quickly get a machine up and running."*

-Sam Buse,  
Training Manager,  
Roland Machinery

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"I knew from kindergarten that I wanted to be a mechanic; I think it was hard-wired in me," shared Buse. "I have always enjoyed fixing things, putting them back together, taking them apart and figuring out how they work. It's enjoyable — and even more so now that I'm helping others build their skills and stay updated. As trainers, we do too. We attend manufacturer training and bring that knowledge back to our technician classes."

## Highly experienced team

Buse manages a team that includes three additional trainers: Matt Maxey, Steve Bachinski and Scott Turner. Along with hands-on and classroom training in dedicated training areas at Roland Machinery's branches, the team has a trailer with testing equipment and tools it can use for mobile field training. The training team also offers Roland Machinery personnel Mine Safety and Health Administration (MSHA) annual refreshers and new miner training.

All of Roland Machinery's trainers are experienced technicians themselves. Turner received training while working as a shop and field technician after joining Roland Machinery about four years ago. He started his career in the forklift industry, using it as a stepping stone to the construction industry. Turner grew up working on autos and small machinery. His first job was in a hydraulic shop rebuilding cylinders, pumps and control valves.

"I went through multiple classes over the years with Roland before moving into this role," described Turner. "It ended up that a lot of our



Roland Machinery offers training to customers, such as the recent sessions it did with Builders Asphalt on its WIRTGEN milling machines and HAMM rollers.





## ► VIDEO

Roland Machinery's trainers provide both hands-on and classroom training designed to keep technicians and other personnel up to date on machinery systems and functions.

technicians would call me for technical advice and help troubleshooting machines. When I was approached about being a trainer, I saw it as a good fit. I believe my experience helps with building relationships and trust between our technicians and customers."

Bachinski joined Roland Machinery nearly two years ago as a product support trainer after about 11 years of working as a heavy equipment technician. Prior to that, he worked on aircraft following the completion of a two-year program that earned him an A&P (airframe and powerplant) license.

"I needed a change, so I moved into heavy equipment, and I never looked back," commented Bachinski. "It was a lot of on-the-job training, figure it out as you go. That can be

valuable, but having a training team that's dedicated to keeping techs up to date, so they can diagnose and fix issues faster, as well as new machinery training, is so much better for keeping downtime to a minimum, saving time and money, and maximizing customers' productivity."

Maxey is the longest tenured trainer and Roland Machinery employee. He's been with the company for 21 years, first as an apprentice, then a field service technician, and has been a trainer for the last seven years. He noted that in addition to Komatsu, he's provided training on additional brands such as Doosan air compressors and generators.

"Roland asked me to become a trainer and show some of the younger guys how to repair machines," recalled Maxey. "The systems



**Matt Maxey,**  
Product Support  
Trainer,  
Roland Machinery



**Steve Bachinski,**  
Product Support  
Trainer,  
Roland Machinery



**Scott Turner,**  
Product Support  
Trainer,  
Roland Machinery

*Continued...*

# 'The classes got me up to speed and have increased my abilities'

...continued



Reese Ward,  
Technician,  
Roland Machinery

have gotten more and more complicated with things like computer emissions, so if you don't stay updated, it can be difficult to repair it in a reasonable amount of time. The technicians are busy doing their work, so having trainers that can learn about the machines and bring that information back to them is essential. It's more efficient for them and pays off for customers whose machines they are working on in time and cost savings."

---

***The technicians are busy doing their work, so having trainers that can learn about the machines and bring that information back to them is essential.***

-Matt Maxey,  
Product Support Trainer,  
Roland Machinery

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Brandon Chanda,  
Apprentice Shop  
Technician,  
Roland Machinery

## Super valuable

Technician Reese Ward has been with Roland Machinery for a year and a half, and he has taken advantage of several training sessions, including a recent one centered around Komatsu PC88MR and PC170LC excavators.

"I had not touched Komatsu equipment before joining Roland, and the classes got me up to speed and have increased my abilities in working on it," reflected Ward. "The training is exponentially better than anywhere else I have been, and it put me in a whole new level as a technician. The training is essential. It increases confidence in troubleshooting and fixing things. The benefit for customers is that they get professionally trained techs who know the equipment and care about their machines. I already have more classes lined up."

Brandon Chanda, an apprentice shop technician at Roland Machinery, has taken several classes, including ones related to Tier 3, Tier 4 Interim and Tier 4 Final engines.

"I learned about diagnostics, what to expect when looking for issues and other important information," said Chanda. "Training keeps my skills up and the customers' downtime down. The less they are down, the more money they make. The training is super valuable. The instructors are knowledgeable, helpful and willing to answer any time we have a question."

## Customer-specific trainings

Maxey emphasized that Roland Machinery's trainers do more than in-house instruction. They offer customer training for new machines and refreshers upon request.



Ben Thompson,  
Equipment  
Superintendent,  
Builders Asphalt



Derrick Deere,  
Mechanic,  
Builders Asphalt



Alfredo Morell,  
Laborer,  
Builders Asphalt

"When we sell a new piece of equipment, we will work with customers to show their mechanics and operators basic maintenance and the machine's switches, controls and more, so they are familiar with the functionality," explained Maxey. "It's important to get them comfortable with the machine, so they can maximize efficiency and production right away."

Builders Asphalt recently took advantage of Roland Machinery's training with Buse spending three days helping the company's mechanics and operators familiarize themselves with WIRTGEN mills and HAMM rollers.

"It's a real help that we believe increases productivity and helps with diagnosing any issues faster," declared Ben Thompson, Equipment Superintendent, Builders Asphalt. "It definitely is good for building our employees' skills."

Mechanic Derrick Deere found the training very valuable and commented, "I learned a lot about reading diagrams, wiring, the hydraulics. It was also helpful to learn the WITOS telematics system."

Laborer Alfredo Morell assists with mill operations and said that even though he works on the bottom of the mills, it was helpful to learn about all the functions of the mills.

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***When we sell a new piece of equipment, we will work with customers to show their mechanics and operators basic maintenance and the machine's switches, controls and more, so they are familiar with the functionality.***

-Matt Maxey,  
Product Support Trainer,  
Roland Machinery

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"It's good to know that as a laborer, I could run the machine if needed, and I can teach operators we may hire from a union hall," noted Morell. "It helps because now we're not guessing. We know what to do."

Buse said that if customers want additional training, they can schedule that through their Roland Machinery sales representative, PSSR or by calling their local Roland Machinery branch.

"We will do it wherever they want, whether that's in their shop, yard or jobsite location," stated Buse. "It's become more prominent as word has gotten around and our number of requests has increased. Several customers have set up sessions during the winter as a refresher before the paving season starts, so they are ready to hit the ground running." ■



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*"It's a huge benefit in time and cost savings that you can monitor an entire fleet on a single platform, regardless of OEM."*

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

My Komatsu minimizes your logins and helps you see your data all in one place. ISO integration and analytics are included as standard features with your registration. ISO API 15143-3 (AEMP 2.0) computer code allows fleet managers to integrate new digital telematics data into existing fleet management systems, letting you see your complete fleet, pull operation reports and set alerts.

"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."

Komtrax data flows to Komtrax storage, while ISO 15143-3 (AEMP 2.0) facilitates the extraction

and raw data to your choice of database. My Komatsu connects telematics data from all machines or accesses it through monitoring and analysis services to create powerful analytics dashboard views.

### Benefit your bottom line

With My Komatsu, you can:

- Get actionable information to monitor machines and help guide decisions
- Quickly view and manage data on one dashboard
- Receive maintenance alerts and order parts
- Troubleshoot to minimize downtime
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- Benchmark machine performance
- Track fuel consumption and manage fuel efficiency

Available data points with My Komatsu vary by OEM and machine applications, but they generally include last known location, engine status, cumulative operating hours and more.

"One API credential from the OEM covers all of that manufacturer's 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." ■



My Komatsu minimizes logins and displays your data all in one place.

# Interactive experience for customers

## Komatsu showcases new mining machines and Smart Quarry solutions at Quarry Days, offering a unique opportunity for attendees to operate the equipment



Watch the video

**K**omatsu's Quarry Days 2025 brought a record-breaking number of attendees to the company's Arizona Proving Grounds near Tucson. The annual event highlighted a diverse range of Komatsu's heavy equipment and introduced new products tailored specifically for quarry and mining operations.

Bruce Boebel, Komatsu's Director of Product and Services, expressed enthusiasm about the successful event.

"We've had a great turnout this year — in fact, it's a record turnout," Boebel declared. "Customers from many different areas in North America attended, so it's a very diverse group. We saw great interaction this week."

Quarry Days primarily showcased Komatsu's mining support gear, including significant offerings like large excavators and dozers. Throughout the week, attendees had the opportunity to explore and test over 20 products and solutions, guided by Komatsu's team of experts.

Highlights included live demonstrations of Komatsu's latest releases, the HD605-10 and WA700-8, and an exclusive preview of the upcoming WA475-11 and WA485-11

wheel loaders. These new machines reflect Komatsu's commitment to delivering solutions that help operators boost productivity and efficiency at quarry sites.

For instance, the new WA485-11YL is available in a yard loader (YL) configuration. The new WA485-11YL adds unique features to the standard base model, specifically designed for demanding quarry and aggregate applications. It is equipped with a large-capacity bucket and counterweight. This makes this purpose-built wheel loader a great choice for handling, stockpiling and loading processed material onto commercial trucks with three passes.

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***Customers get to interact directly with product managers, discuss specific challenges and solutions, and see firsthand why Komatsu equipment stands apart.***

*-Bruce Boebel,  
Director of Product and Services,  
Komatsu*

---

"We're highlighting the new WA700-8 wheel loader, which is a four-pass match for our new 70-ton HD605-10 rigid haul truck," Boebel noted. "We're also debuting our WA475-11 and WA485-11 loaders that feature an all-new engine and steering system, along with other enhancements."

Komatsu further demonstrated its commitment to innovation through its Smart Quarry and My Komatsu solutions. These digital solutions, applicable to Komatsu and competitor equipment alike, provide actionable insights to help optimize quarry operations.

"Our Smart Quarry Site system lets you monitor machine interactions, fuel efficiency, and identify operational bottlenecks," explained Boebel. "It's a great resource that can be integrated across a mixed fleet to help enhance site optimization."

### Hands-on opportunities

During Quarry Days, attendees had the opportunity to operate the showcased equipment with the guidance and supervision of experienced Komatsu trainers and employees.



(L-R) Lannon Stone Products' Conner Dawson, Komatsu's Jenkins Davis, Lannon Stone Products' Hans Dawson and JD Dawson, and Roland Machinery Company's Aaron Strade explore Quarry Days.



## ► VIDEO

Komatsu showcases a range of equipment at Quarry Days.

"Some other OEMs don't allow customers on-site to operate equipment; that's one unique aspect Komatsu prides itself on," stated Boebel. "Customers can safely operate machines with headsets and trainers in the vehicles, providing an interactive, valuable experience."

Beyond showcasing equipment, Quarry Days provided critical networking opportunities between customers and Komatsu experts.

***"It's been a great, safe event with exceptional feedback."***

*-Bruce Boebel,  
Director of Product and Services,  
Komatsu*

"Customers get to interact directly with product managers, discuss specific challenges and solutions, and see firsthand why Komatsu equipment stands apart," Boebel remarked. "These conversations help customers determine the ideal equipment combinations for their unique quarry operations."

### Next time

Interested customers can participate in future Quarry Days by coordinating with their local Komatsu distributor.

"We hold Quarry Days regularly, and we encourage customers to contact their



**(L-R) Roland Machinery Company's Chris DeGroot shows Charleston Stone Company's Dustin Campbell and Mill Creek Aggregates' Josh Tarble around Quarry Days.**

distributor about participating," Boebel advised. "We tailor the experience based on customer interest, ensuring they get maximum value from the event."

Reflecting on the success of this year's event, Boebel warmly thanked attendees for their participation.

"It's been a great, safe event with exceptional feedback," Boebel concluded. "We welcome all customers to join us again next time." ■



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# Advanced formula with phosphates

## Komatsu Supercoolant helps provide better protection against corrosion and a longer life to reduce downtime and costs

**Y**our equipment can face a range of temperature extremes. Without proper protection against high heat and extreme cold, corrosion could occur in the engine, which leads to performance issues. The new Komatsu Supercoolant delivers a formula designed to better protect components against the elements and premature failure.

Komatsu Supercoolant uses advanced POAT (phosphated organic acid technology) with corrosion inhibitors. The new formula has been certified for use in Cummins heavy-duty diesel engines and meets CES 14603 standards. This means it can be used in all Komatsu equipment and other all-makes equipment with Cummins engines.

*"The new Komatsu-specific formula adds phosphates that provide extra protection for components against corrosion. That protection helps ensure long life and that components don't prematurely wear."*

*- Tony Laskero,  
Senior Manager of Aftermarket,  
Komatsu*

"The new Komatsu-specific formula adds phosphates that provide extra protection for components against corrosion," explained Tony Laskero, Komatsu's Senior Manager of Aftermarket. "That protection helps ensure long life and that components don't prematurely wear."

In addition to better protection, the new Komatsu Supercoolant formula has a longer replacement interval — up to 12,000 hours with regular KOWA (Komatsu Oil and Wear Analysis) sampling and adding an extender additive after 6,000 hours.

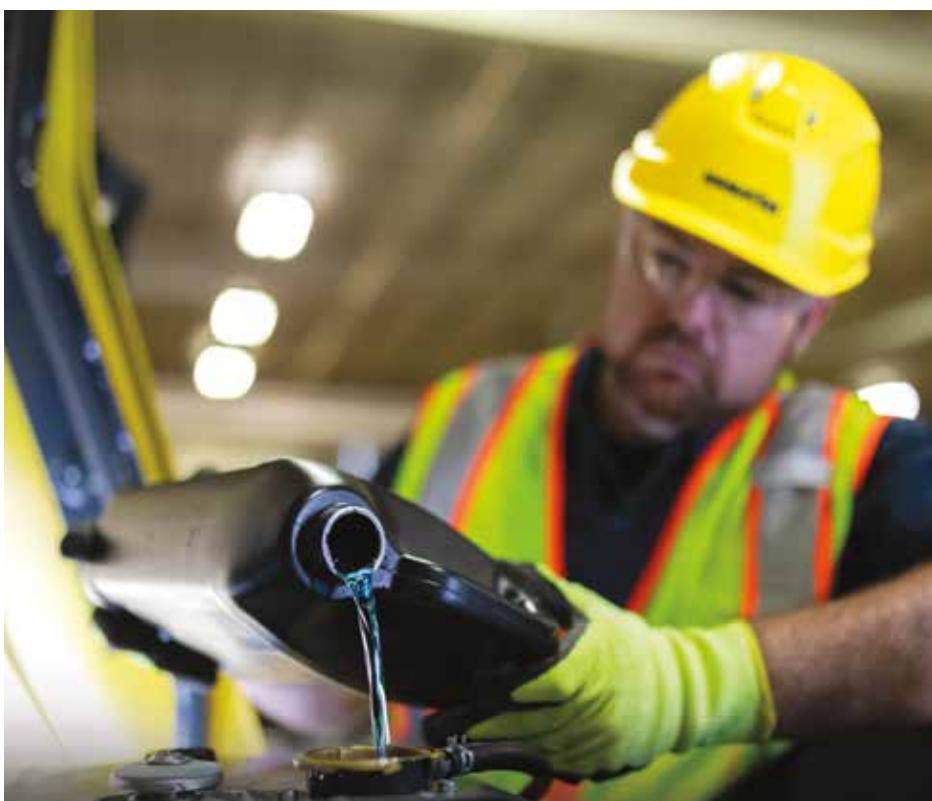
"KOWA should be performed at every maintenance interval as it's similar to a 'blood test' that can identify issues that need to be addressed before they become catastrophic," Laskero said. "With this new Komatsu Supercoolant, at 6,000 hours, you should perform a KOWA, and if everything is in good working order, you can add the extender to prolong life. An additional KOWA should be performed at 9,000 hours. At 12,000 hours, it's time to flush the cooling system and add new Supercoolant."

When switching from the previous Komatsu Supercoolant formula, a cooling system flush is not needed. However, it should not be mixed with other coolant brands.

"If you are using a different brand of coolant currently, it is advised that you perform a coolant system flush before using Supercoolant for the first time," stated Laskero. "Once you have Komatsu Supercoolant in your machinery, you get extended interval replacement, which can help reduce downtime and maintenance costs. A bonus is you can use it in non-Komatsu equipment with Cummins engines."

Komatsu Supercoolant is available in 1-gallon jugs, 5-gallon pails, 55-gallon drums and 320-gallon totes through your Komatsu distributor and on My Komatsu. Consult your machine's operator and maintenance manual (OMM) or distributor representative for the proper fluid level. ■

*All comparisons are to the previous Komatsu version or model unless otherwise stated.*



**The new Komatsu Supercoolant formula uses advanced POAT (phosphated organic acid technology) with corrosion inhibitors.**



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# Maximizing uptime in the field

## Service Technician John Woods loves every minute he's helping customers keep their machines running productively

If it wasn't for John Woods, there might have been more delays at the St. Louis airport during a heavy snowstorm a couple of years ago. At the time, Woods was on call in case there was an issue with snow removal machines.

"At about 1:00 in the morning, I got a call that I needed to tackle Tier 4 troubleshooting on some wheel loaders," Woods recalled. "It was a good feeling to get them up and going, knowing that they were not only dependent on the machines to clear the way for planes to get in and out, but also those traveling too."

It's one of many happy endings Woods has helped facilitate since he began his career at Roland Machinery Company. He actually started before he was even officially an employee. While Woods was in State Technical College of Missouri's Diesel Technology-Heavy Equipment program, Roland Machinery took him on as an intern in 2017. Upon graduation in 2019, he was offered a full-time position.

"I've been here ever since, loving every minute of it," declared Woods. "Roland Machinery paid first-year apprenticeship wages during my internship, and since I graduated, they have been paying back tuition reimbursement. The other thing that's been great is that there are a handful of guys in the shop who really took me under their wing and helped me become who I am now. I have some great mentors."

Woods is currently a field service technician out of Roland Machinery's Bridgeton, Mo., branch. He began field work about three years ago after starting as a shop technician.

"Every day varies, and that's what I like about being in a service truck," said Woods. "If I have all the parts I need, I usually leave straight from home to maximize time. I can do most anything in the field that I can in the shop, from undercarriage and powertrain work to swapping out engines. I have a 30-foot crane that's rated for 12,000 pounds and am fully equipped with tools, a generator and the latest technology for diagnosing issues."

### From autos to heavy equipment

Woods found his way into diesel technology through cars. He worked in an auto shop in high school and had his first classic car at 14.

"I've always been interested in automotive, and there are a lot of similarities between it and diesel machinery," Woods commented. "I enjoy working on my car. I didn't want to do that all day and then come home and do the same thing, so I chose to focus on heavy equipment. The pay also seems to be better."

Woods and his wife, MaKenzie, married last September. They enjoy the outdoors, including hunting, fishing and cruising in the '69 Dodge Charger Woods restored to look like the General Lee from "The Dukes of Hazzard." ■

With his service truck, John Woods replaces a turbo in a Komatsu D51 dozer on a jobsite north of St. Louis, Mo.



### ▶ VIDEO

John Woods,  
Service Technician,  
Roland Machinery



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



# Tax-advantaged machinery purchases

## Bonus depreciation returns to 100%

**T**he One Big Beautiful Bill Act (OBBBA) has restored 100% bonus depreciation for qualified property placed in service after Jan. 19, 2025, provided that it is acquired under a binding written contract executed on or after that date.<sup>1</sup>

This reinstated 100% bonus depreciation encourages businesses to invest in capital improvements by providing a full tax deduction in the first year the asset is placed in service. However, the eligibility depends on the execution date of the purchase agreement — contracts signed prior to Jan. 19, 2025, are only eligible for 40% bonus depreciation, even if the asset is placed in service later in the year.<sup>2</sup>

### Higher amounts for Section 179

One key advantage of bonus depreciation is that it has no cap on the amount that can

be deducted. Businesses can also combine bonus depreciation with Section 179 expensing, another powerful tax-saving tool, although Section 179 does include an annual limit. Section 179 may be particularly useful for smaller capital equipment purchases such as machinery or software. ■

*This article is intended for informational purposes only. For guidance specific to your business, consult a tax advisor.*

1. <https://kahnllitwin.com/blogs/tax-blog/big-beautiful-bill-act-restores-100-bonus-depreciation-what-businesses-need-to-know-for-2025>

2. <https://mavencostseg.com/100-bonus-depreciation-is-back-for-good/>





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