Fall 2026

ROLAND MACHINERY CO.

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# Industry Scoop

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

## Delta III Inc.




## Bartel Excavating LLC





Matthew L. Roland

## See what's next

Dear valued customer,

Do you ever wonder what's next for Komatsu and heavy industry? Komatsu CEO Rod Bull answers that question and many more in this issue. I highly recommend you check out the full Q&A to learn more about Rod Bull as a person and how he views technology, collaboration and a customer-first approach as important elements that are helping shape the future of Komatsu.

If you have been considering adding a new excavator to your fleet, Komatsu's next-generation PC220LC-12 and PC220LCi-12 models deliver comfort, control and automation. The PC220LCi-12 includes the latest intelligent machine control (IMC) 3.0 technology with two new features: swing-to-line and travel-along-line. Check out the article inside to learn more about these advancements and the benefits of both models.

We also highlight Komatsu's Smart Construction Advantage package, which gives customers a bundle of solutions at a lower price than purchasing each individually. The package includes Smart Construction Dashboard, Smart Construction Remote and Smart Construction Fleet Lite, as well as two applications that are only available with the bundle: Smart Construction Whiteboard and Smart Construction Home.

Additionally, there are many more valuable articles I think you will enjoy, such as success stories of our featured customers, an employee spotlight and a recap of Komatsu's national Advanced Technician Competition (ATC) that was recently held at Komatsu's Cartersville Customer Center in Georgia.

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

Sincerely,
Roland Machinery Co.

Matthew L. Roland,
President

# Industry Scoop



## In this issue


**Four generations moving forward** pg. 4
Delve into how Delta III Inc.'s legacy continues to build as it keeps offering jobs done right and on time to customers in northwest Indiana and beyond.

**More time-saving insights at a lower price** pg. 9
Understand Komatsu's Smart Construction Advantage package.

**Father and son venture continues growth** pg. 10
Discover how Bartel Excavating LLC keeps building one job at a time for customers throughout northeast Wisconsin.

**The future of smart roadbuilding** pg. 14
See the machines and digital technologies WIRTGEN GROUP displayed at CONEXPO-CON/AGG 2026, North America's largest construction trade show.

**Major upgrades to mini paver** pg. 17
View the VÖGELE SUPER 800-5 P mini paver, which features a redesigned material hopper, an upgraded operator platform and an enhanced lighting system for safer work in low-light conditions.

**Smart alignment features take center stage** pg. 19
Check out Komatsu's PC220LC-12 and PC220LCi-12 excavators.

**Building the future while honoring the past** pg. 20
Find out what's next for Komatsu through a Q&A with Komatsu CEO Rod Bull.

**Driven by curiosity, powered by challenge** pg. 24
Meet Cody Stockwell, a field service technician at Roland Machinery Company's DeForest, Wis., branch.

**Skill, speed and interactions tested** pg. 27
Read about Komatsu's national Advanced Technician Competition (ATC), which put customer uptime front and center as competitors performed inspections and identified issues.

**Put your equipment investment to work** pg. 30
Learn about Section 179, which offers construction companies potential tax benefits on qualifying purchases.


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# **Four generations** moving forward

## Delta III Inc.'s legacy continues to build as it keeps offering jobs done right and on time to customers in northwest Indiana and beyond

During the course of five decades, Delta III Inc. has turned solving drainage problems into a multigenerational excavation business serving communities across northwest Indiana and beyond.



Mike Eaton (right) and his son, Bradley, represent the third and fourth generations involved in the family business, Delta III Inc.

**Customer snapshot**

**Company:** Delta III Inc.

**Location:** Hanna, Indiana

**Established:** 1970

**Employees:** 20+

**Areas of expertise:** Heavy excavation, underground utilities, trucking, demolition and sitework

**Komatsu equipment:** PC290LCi-11 IMC excavator; PC360LC excavator; D71PXi, D61PXi and D51PXi IMC dozers; D65 dozer; WA320 wheel loader

**Komatsu technology:** Intelligent machine control (IMC); My Komatsu

**Additional equipment from Roland Machinery Company:** HAMM H 13i VIO roller; KLEEMANN MR 130 EVO crusher (rental)

A Delta III operator grades with a Komatsu D51PXi intelligent machine control (IMC) dozer.



Based in Hanna, the company specializes in heavy excavation, underground utilities, trucking, demolition and sitework, with projects ranging from hospitals and clinics to schools and commercial developments.

"We're a general excavation company that offers a wide range of services to our customers," stated owner Mike Eaton. "We provide everything from clearing to finish grade so that our customers can build on it."

Delta III traces its roots to Mike's grandfather Louie Wolff and L. Wolff Farms Inc. The operation mainly focused on farm drainage and land clearing, helping area farmers solve wet-ground issues. As customers asked the company to take on more work, it transitioned into general earthwork, underground piping and increasingly complex site projects. It also progressed to more urban environments.

"As work moved toward Chicago mainly, we changed the name to Delta III," said Mike, noting that Louie's sons, Don and Dean, were originally part of the family business. "There were three people involved, and the Delta symbol has three sides, so that's where the name came in. My dad, Bill Eaton, came on board and eventually led the company, and I took over a few years ago."

Mike added, "Despite the growth, we never really advertised. The generations before set the legwork to what we're doing now. The work spoke for itself, and customers kept asking them to come back, do more and referred us to the next client. That's really how Delta III was built."

That word-of-mouth reputation has helped Delta III expand its reach to roughly an hour from its home in Hanna, including work toward Chicago, around the southern end of Lake Michigan and to the Michigan line. Today, a crew of more than 20 employees can tackle several projects in a week, often working as a subcontractor while occasionally serving as a general contractor.

Mike's son, Bradley, is the company's vice president and a field operator, representing the fourth generation of the family. After joining full time in 2022, Bradley brought a construction engineering and management background as well as a focus on technology,




**Delta III Vice President Bradley Eaton digs to grade and loads trucks with a Komatsu PC290LCi-11 IMC excavator while an operator pushes material with a Komatsu IMC dozer on a parking lot project in Wanatah, Ind.**

with plans to eventually buy into the business and carry the family legacy forward.

## Technology moves dirt more efficiently

On a recent school bus barn project in Wanatah, Ind., Delta III moved more than 1,000 cubic yards of dirt and placed about 2,000 tons of stone. The crew also installed roughly 700 feet of 18-inch perforated stormwater pipe as part of a parking expansion. To complete the project, Delta III combined its employees' skills in excavation, stormwater work and finish grading with technologically advanced equipment such as its Komatsu PC290LCi-11 intelligent machine control (IMC) excavator and Komatsu D71PXi, D61PXi and D51PXi IMC dozers acquired from Roland Machinery Company.

The IMC equipment is designed to reduce overcutting or putting in unnecessary material. Operators can load digital models into the machines to establish grades, so operators have an accurate picture of where they are in relation to finish grade at all times.

"The intelligent machines save us by not having to have a laborer right with you and shoot grades," explained Bradley. "The whole jobsite is right there in front of the operators, and then you set your grade to what you want. Next thing you know, you're just clicking a button, and it's cleaning it up almost perfect every time."

"We can take on more work because we're getting through our jobs quicker," added Mike. "We're grading it once, not two or three times."

For Delta III, IMC is about more than precision. It takes out the guesswork, reduces the need for manual staking and helps the company complete more projects with roughly the same workforce. Mike encourages those considering IMC to not be afraid of change.

"When I decided to go with GPS, all of my employees were longtime operators," noted Mike. "When you introduce a new trick, you expect some resistance, but I never did. My guys embraced it and jumped right into it. They started learning on their own how to use the system better. They made calls to the tech from Roland when they had questions, and the techs answered them and walked them through things. It was a good transition."

## Strong support makes a difference

Bradley said not all tasks require IMC, so Delta III keeps standard Komatsu equipment handy to let operators match the machines to the job. Its fleet includes a D65 dozer, a PC360LC excavator and a WA320 wheel loader, as well as a HAMM H 13i VIO roller. All were purchased from Roland Machinery, which Delta III also turns to for rentals as needed like the KLEEMANN MR 130 EVO crusher it recently used to process concrete from a hospital demolition and turn it into usable subbase.

**Watch the video**

*Continued . . .*

# ‘My dad’s done a great job’

*. . . continued*

Delta III’s ability to keep projects moving depends not only on the machines but also on the support behind them. For Delta III, that support comes through its long-standing relationship with Roland Machinery, which has supplied equipment, training, parts and service for roughly a decade, according to Mike. Currently, Delta III works closely with Territory Manager Bob Schalow and Product Support Representative (PSR) Michael Vanderbok.

“Our first salesman, his name was Dave Cruise,” recalled Mike. “We got to know him very well. He always treated us very well, always checked in on us. That continued over the years, and we have developed really good relationships with Bob and Mike. If you call them, they answer your questions right away. I like talking to them, and they’ve got a good product. They’ll ask the questions like, ‘What are you looking for? What kind of weights?’ They ask the questions, so they can provide the right machines for our needs and get the service we need.”

**By the numbers**

- **4** generations
- More than **1,000** cubic yards of dirt moved, about **2,000** tons of stone placed and roughly **700** feet of **18**-inch perforated stormwater pipe installed on a recent project



**(L-R) Delta III’s Bradley Eaton, Roland Machinery’s Michael Vanderbok and Bob Schalow, and Delta III’s Mike Eaton talk about a project.**

**A Delta III crew moves dirt and recycles material with a Komatsu D65 dozer, WA320 wheel loader, PC360LC excavator and a rented KLEEMANN MR 130 EVO crusher.**



That consultative approach has influenced equipment decisions, according to Mike. When Delta III wanted a machine equipped for GPS-guided footing excavation, Roland Machinery personnel recommended the PC290LCi-11 over the larger PC360 because its configuration could provide the desired accuracy while still offering substantial capability.

“They steered me in the right direction on that one,” Mike emphasized, noting that it saved Delta III time and material.

Komatsu Care service is provided by Roland Machinery technicians, helping keep Delta III’s machines maintained on schedule. Technicians can monitor service intervals, respond to sensor issues and perform maintenance around the company’s work schedule through My Komatsu.

## Passing the torch

Keeping crews productive today is also preparing Delta III for tomorrow. Mike envisions continued growth, but he also sees a clear destination: eventually handing the business to Bradley and giving the fourth generation room to shape the company’s future path.

“I hope this gets a little bigger, and I’ll hopefully pass this torch on to my son, which is our plan,” Mike commented. “It was passed down to me years ago from my father. He can grow it from there like I grew it from my father.”

Bradley already sees technology as a central part of that future. He plans to build on his father’s success, expand the company’s use of IMC equipment and strengthen the organizational side of the operation while preserving the hands-on expertise that has helped Delta III thrive.

“My dad’s done a great job,” shared Bradley. “I just hope to carry his legacy and make it bigger on my own.” ■

**The opinions expressed here are based on the customer’s specific experience. Results may vary.*

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When your operators are happy and have what they need to perform at their best, your jobsite hums and your entire operation reaps the rewards. That's the thinking behind the all-new Komatsu PC220LC-12 and PC220LCi-12 with the latest intelligent machine control — IMC 3.0.

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# **More time-saving insights** at a lower price

## New Smart Construction Advantage package delivers essential solutions designed to increase jobsite efficiency and progress tracking

If your customers work with machines equipped with intelligent machine control (IMC) or Smart Construction 3D Machine Guidance, Smart Construction Remote and Smart Construction Dashboard are essential digital solutions.

**Smart Construction Remote** enables users to send design files or view machine screens remotely; **Smart Construction Dashboard** creates a 3D digital twin of jobsites from design, machine, drone and survey data. Both can save owners and fleet managers a lot of time.

And now customers can get both with just one annual bill — at a price thousands lower than if they were subscribed separately ($15,000 vs. $20,000).

### Exclusive new technology with this package

When customers subscribe to the Advantage package, they also get Smart Construction Fleet Lite, Smart Construction Whiteboard and Smart Construction Home applications. Whiteboard and Home are only available with the package.

**Smart Construction Whiteboard** is what its name says — it's a digital version of the customers dispatch and scheduling whiteboard. Users just drag-and-drop machines and labor onto jobsite columns. Assignments are visible to both office and field teams to keep everyone on the same page.

**Smart Construction Home** is basically the homepage for projects, displaying jobsites on a map with key metrics such as job completion percentage. Each project can be opened directly in Smart Construction Dashboard with a single click.

**Smart Construction Fleet Lite** integrates with IMC 3.0 on excavators to track payloads.

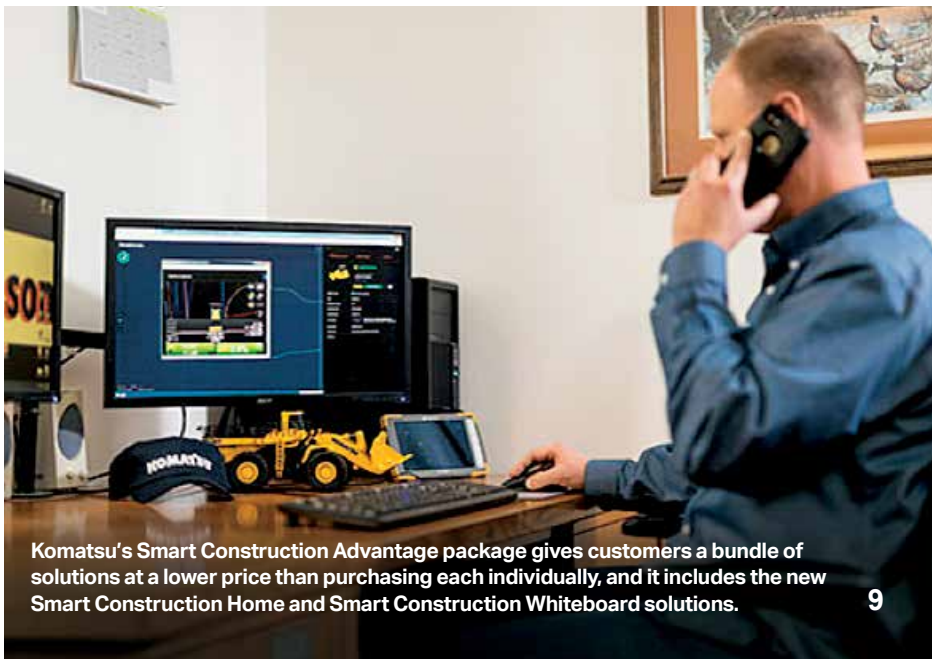
### New Dashboard Mobile

Dashboard gives owners and fleet managers near-real-time visibility into what's happening across their jobsites — without waiting for manual updates, spreadsheets or scattered reports. It turns field data into clear progress tracking, production insights and accurate quantities to make faster decisions. With a visual 3D view of the site, teams can quickly understand what's been completed, identify issues earlier and simplify billing and proof of work. Customers can even see what's been completed by their IMC and 3D Machine Guidance machines every hour. Smart Construction Dashboard helps reduce the time, uncertainty and day-to-day hassles that slow projects down.

Komatsu is also extending access to the software's insights with its new **Smart Construction Dashboard Mobile,** a companion app that brings key project information out of the office. Users can view cut-and-fill and stockpile volumes, perform in-field line and area measurements, and more. It's an add-on to existing Smart Construction Dashboard subscriptions, for an additional fee.

> ***"There's a big difference between guessing where a job stands and actually knowing."***
>
> *- Jason Anetsberger, Senior Director, Customer Solutions, Komatsu*

"There's a big difference between guessing where a job stands and actually knowing," said Jason Anetsberger, Senior Director, Customer Solutions, Komatsu. "When teams can see current site conditions and production data, they can plan the next day better, answer customer questions faster and avoid surprises. We're focused on making that information simple to capture, easy to understand and available when crews need it." ■



Komatsu's Smart Construction Advantage package gives customers a bundle of solutions at a lower price than purchasing each individually, and it includes the new Smart Construction Home and Smart Construction Whiteboard solutions.

# **Father and son venture** continues growth

## Bartel Excavating keeps building one job at a time for customers throughout northeast Wisconsin

Successful excavation companies are built on more than moving dirt. They are built on experience, relationships and the ability to solve difficult challenges. Those principles have guided Bartel Excavating LLC since its founding, helping the family-owned company grow from a single excavator into a trusted contractor serving residential, commercial and utility projects throughout northeast Wisconsin.



**Chad Bartel (left) and his son, Zach, own and operate Bartel Excavating out of Shiocton, Wis.**

Chad Bartel founded Bartel Excavating eight years ago after returning to the industry following time away to focus on family. With previous excavation experience, he recognized an opportunity to build a company focused on quality work and strong customer relationships. Once the business gained momentum, his son, Zach, joined, creating a father-son partnership that continues to lead the company today.

> ***"We stand behind what we do."***
>
> *– Chad Bartel,*
> *Owner,*
> *Bartel Excavating LLC*

### Customer snapshot

**Company:** Bartel Excavating LLC
**Location:** Shiocton, Wisconsin
**Established:** 2018
**Employees:** 6
**Areas of expertise:** Excavation services, including site preparation, sewer and water installation, building pads, road preparation, backfilling and final grading
**Komatsu equipment:** PC360LCi-11 IMC excavator; PC220 and PC360LC excavators; D61PXi and D71PXi IMC dozers; WA380 and WA500 wheel loaders; HM400-5 articulated trucks
**Komatsu technology:** Intelligent machine control (IMC)

**Bartel Excavating operator Nate Owens puts a road to subgrade with a D71PXi-24 intelligent machine control (IMC) dozer.**



"We started with one excavator and small basement jobs, then just kept growing from there," recalled Chad.

Now, Bartel Excavating operates a fleet of more than 20 pieces of equipment and employs a small team of operators, including Chad's stepbrother, Justin Gorges. The company provides a full range of excavation services, including site preparation, sewer and water installation, building pads, road preparation, backfilling and final grading. Based in Shiocton, Wis., with a shop in Greenville, Wis., the company primarily serves customers within an hour of its home base.

Repeat customers have been central to the company's growth. Chad said reliability, communication and quality workmanship have helped Bartel Excavating establish long-term partnerships with customers who continue to bring the company new projects.

"We hit the deadlines they ask for," stated Chad. "We stand behind what we do."

### Taking on larger, more complex projects with IMC

That commitment has helped Bartel Excavating take on increasingly complex projects, including its largest development to date. Bartel Excavating is currently working on




**On a subdivision, Bartel Excavating owner Chad Bartel digs a utility trench with a Komatsu PC360LCi-11 IMC excavator.**

a 43-acre apartment development in Neenah, Wis., that is built on the site of a former golf course. The project, which began in 2022, requires extensive earthwork, underground utility installation and precise grading to prepare the property for 28 buildings.

The crew has moved approximately 500,000 cubic yards of material and installed nearly 10,000 feet of water, sewer and storm sewer pipe. The project has required filling ponds, drying wet soils and creating stable building pads, with some structures sitting on as much as 26 feet of compacted fill.

To complete the work, Bartel Excavating relies on a fleet of Komatsu equipment that combines traditional machines with intelligent machine control (IMC) technology, including PC360LCi-11 and PC360LC excavators, D61PXi and D71PXi dozers, WA380 and WA500 wheel loaders, and two HM400-5 articulated trucks.

The company's first IMC machine arrived in 2020 with the purchase of a D61PXi dozer, followed by a PC360LCi excavator and a D71PXi dozer. The IMC technology allows operators to work directly from digital plans, improving accuracy while reducing the need for traditional staking. Chad estimated that the technology improves efficiency by 35% to 40% while reducing costs for customers on large projects.

"You've got to keep up with the times, or you'll get left behind," emphasized Chad. "This job is 43 acres, and there isn't a stake out here. We do everything by GPS — digging the buildings, cutting the roads, putting the sidewalks in. We get the plans, we have somebody convert them for us, and then we plug them into the machine. You know the grade everywhere at all times."

Chad has operated Komatsu equipment since 1996, and he noted that reliability and longevity have kept it a consistent part of the company's fleet and growth.

***"I stick with Komatsu because we have just so very little trouble with them; they just run."***

*– Chad Bartel,*
*Owner,*
*Bartel Excavating LLC*

"I stick with Komatsu because we have just so very little trouble with them; they just run," commented Chad. "Their dozers are so quiet inside and user-friendly."

Zach added, "I like that you can see out of the dozers so well. They're comfortable to be in. They're not rattle boxes. They push more than anything else I've run."

**Watch the video**

*Continued . . .*

# ‘Service is excellent’

*. . . continued*

The company’s success with advanced equipment is supported by a strong relationship with Roland Machinery Company. That partnership provides Bartel Excavating with equipment expertise, service support and the confidence to continue investing in its operation. Roland’s Smart Construction team helps the company with training and implementing the IMC machines.

### By the numbers

- **20+** pieces of equipment
- **1**-hour service area around its headquarters
- **43**-acre apartment development currently underway
- **35%** to **40%** higher efficiency with Komatsu IMC technology, according to Chad Bartel




**(L-R) Roland Machinery Territory Manager Tanner Alanko talks with Bartel Excavating’s Chad Bartel and Zach Bartel on a jobsite in Neenah, Wis.**

**Bartel Excavating operator Nate Owens loads a Komatsu HM400-5 articulated truck with a WA500 wheel loader.**




Territory Manager Tanner Alanko works closely with the company to grow its fleet, helping identify equipment opportunities and supporting purchases as Bartel Excavating’s needs change. According to Chad, the relationship extends beyond equipment sales and has become an important part of keeping projects moving.

“Tanner has been excellent,” shared Chad. “If we have problems, he stays on top of it until it’s fixed. He’s taking very good care of us.”

Roland Machinery’s service team also plays a key role in supporting the company. Roland Machinery’s technicians perform scheduled maintenance on newer machines through Komatsu Care and quickly respond when issues arise.

“Service is excellent,” declared Chad. “They all know what they’re doing, and that’s huge. If you call them, very seldom do you wait more than a few hours if you’re down.”

> ***“Tanner has been excellent. If we have problems, he stays on top of it until it’s fixed. He’s taking very good care of us.”***
>
> *– Chad Bartel,*
> *Owner,*
> *Bartel Excavating LLC*

## Building the next chapter

As Bartel Excavating looks toward the future, the company plans to continue growing while maintaining the quality and personal approach that built its reputation. The next step is adding additional employees to operate the company’s expanding equipment fleet while pursuing more commercial opportunities alongside its residential work.

Chad expects Zach will continue taking on more responsibility as the company moves forward. While growth remains the goal, both father and son understand the importance of maintaining control and preserving the company’s values.

With a strong foundation built on experience, technology and trusted partnerships, Bartel Excavating is positioned for continued success. By combining proven excavation expertise with modern equipment solutions, the company continues to build more projects than ever. ■

**The opinions expressed here are based on the customer’s specific experience. Results may vary.*

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- 180° bed rotation on 2 models
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Specs & Videos



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Navigating soft and wet terrain is effortless with these units. The surface area of the tracks provides grip and stability allowing them to conquer steep grades and uneven surfaces with ease.

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- 360° bed rotation on 2 models
- 6-14 ton carrying capacities
- Customizable with a wide range of support equipment options for any construction application

Specs & Videos

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**SALES, RENTALS & AFTERMARKET SUPPORT AVAILABLE THROUGH ROLAND MACHINERY**

# **The future** of smart roadbuilding

## New machines and digital technologies defined WIRTGEN GROUP's massive display at CONEXPO-CON/AGG 2026

The WIRTGEN GROUP delivered one of CONEXPO-CON/AGG's most comprehensive showcases of road construction, earthworks and materials processing technology. The company presented six market premieres and three global firsts while emphasizing the growing role of automation, digital integration and intelligent machine systems across modern construction projects.

The exhibit highlighted how connected technologies were transforming construction workflows by helping contractors improve efficiency, increase transparency and streamline operations from start to finish. Across the booth, numerous machines were equipped with advanced digital solutions designed to automate processes, monitor performance data and assist operators in real time. The presentation reflected the company's broader strategy of combining heavy equipment with smart technologies that simplify complex jobsite tasks and improve productivity.

A major focus of the event was the latest machinery from WIRTGEN, particularly in the areas of cold milling, recycling and soil stabilization. The company introduced a new generation of wheeled cold recyclers and soil stabilizers intended for a wide range of road rehabilitation and ground preparation applications. These machines featured digital assistance systems designed to improve mixing quality, guide operators through workflows and reduce operating costs. WIRTGEN also revealed a world premiere that introduced an entirely new application area for customers, reinforcing the company's reputation for innovation within the roadbuilding industry.

### Paving, compaction and crushing

VÖGELE showcased its latest generation of Dash-5 pavers for the North American market. The new paving machines focused on improved ergonomics, quicker setup times and increased automation for paving crews. Several tracked and wheeled pavers made their debut alongside redesigned screeds intended to improve paving flexibility and overall performance. VÖGELE also highlighted compact paving equipment designed for smaller and more confined jobsites, demonstrating the company's effort to provide solutions for a broad variety of paving applications.

**VÖGELE's new paving machines focus on improved ergonomics, quicker setup times and increased automation.**



CONEXPO-CON/AGG 2026 attendees take a look at WIRTGEN's wide range of cold milling, recycling and soil stabilization equipment.

HAMM's attention centered on automated compaction technologies. The company demonstrated systems capable of monitoring asphalt density in real time and automatically adjusting compaction settings during operation. These technologies were developed to help contractors achieve more consistent paving quality while minimizing the risks associated with under- or over-compaction. HAMM also introduced equipment for earthworks applications and additional machines aimed at expanding versatility for contractors working across multiple jobsite conditions.

Meanwhile, KLEEMANN focused on productivity and operational efficiency in materials processing. The company presented a new screening plant for quarry and aggregate applications that emphasized ease of use, operator safety and flexible operating modes, including electric-powered operation. KLEEMANN also demonstrated digital connectivity systems that allowed operators to monitor machine performance and material stockpiles directly from mobile devices, helping crews make faster decisions and improve workflow efficiency.

Overall, the WIRTGEN GROUP's presence at CONEXPO-CON/AGG 2026 demonstrated the company's continued push toward smarter, more connected construction equipment.



HAMM showcases its HC 200i VA compactor at CONEXPO-CON/AGG 2026.

By combining advanced machinery with automation and digital management tools, the group showcased how technology was increasingly becoming central to the future of road construction, compaction, recycling and materials processing. ■

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# **Major upgrades** to mini paver

## VÖGELE introduces SUPER 800-5 P mini paver with newly engineered hopper that helps deliver up to 330-ton-per-hour laydown rate

VÖGELE has launched the SUPER 800-5 P (performance tier), the first mini paver in its Dash 5 generation, bringing a wide range of improvements aimed at boosting operator comfort, visibility and overall jobsite efficiency. Designed for tight and narrow applications, the new machine features a redesigned material hopper, an upgraded operator platform and an enhanced lighting system for safer work in low-light conditions. According to VÖGELE, the upgrades reflect the company's continued commitment to operator-friendly design and reduced setup times across the Dash 5 lineup.

The SUPER 800-5 P succeeds the SUPER 700 and SUPER 800 models, delivering higher performance with an engine output of 74 horsepower and a laydown rate of up to 330 tons per hour. Despite its increased capability, the paver remains compact, measuring approximately 4 feet, 7 inches wide and 14 feet, 5 inches long, making it suitable for confined urban or residential paving tasks. Paired with VÖGELE AB 200 V/TV and AB 220 V/TV extending screeds, the machine supports paving widths ranging from approximately 1 foot, 7 inches to 11 feet, 5 inches, offering flexibility for a wide variety of small-scale projects.

A standout feature of the SUPER 800-5 P is its newly engineered material hopper. As before, each hopper wall can be hydraulically adjusted independently or simultaneously, but the SUPER 800-5 P adds a double-folding mechanism for additional flexibility. Asymmetrical positioning — ideal for paving along a wall or barrier — can now be achieved on either side. The double-folding design, combined with a low hopper height, flat engine hood and raised operator platform, delivers a clear, unobstructed forward view, making both maneuvering and loading significantly easier.

### Updated ErgoBasic 5

VÖGELE has also enhanced operator control with the updated ErgoBasic 5 system that's more ergonomic and flexible. The control console still moves horizontally but now offers four angle adjustments to better match operator height and comfort needs. Although streamlined for the mini paver, the system retains the operating logic of larger VÖGELE machines, making transitions between models more intuitive.

For the first time on a mini paver, the operator console includes a built-in display for viewing machine operating data. VÖGELE has also integrated control of the Auto Grade Basic automated grade and slope system directly into the screed console, allowing screed operators to manage the entire machine from a single compact station — an efficiency feature previously limited to larger VÖGELE pavers. A new storage layout adds convenience items including a tool and drink holder, coat hooks and a 24-volt outlet for mobile devices.

To improve visibility, the SUPER 800-5 P offers VÖGELE Dash 5 lighting options. The standard Light Package includes LED lighting for the operator console, tow point cylinder and auger tunnel, ensuring shadow-free illumination of critical work areas. The optional Light Package Plus adds two LED floodlights that brighten the full work zone, supporting safe and precise paving after dark. ■

**Quick specs**

| Model | Horsepower | Laydown rate | Paving widths |
|---|---|---|---|
| SUPER 800-5 P | 74 HP | Up to 330 tons/hour | 1 ft., 7 in. to 11 ft., 5 in.* |

**With VÖGELE AB 200 V/TV and AB 220 V/TV extending screeds*



The VÖGELE SUPER 800-5 P mini paver features a redesigned material hopper, an upgraded operator platform and an enhanced lighting system for safer work in low-light conditions.

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# **Smart alignment features** take center stage

## Both next-generation PC220LC-12 and PC220LCi-12 excavators deliver comfort, control and automation, while the latter features even more advanced technology

Komatsu's new PC220LCi-12 excavator, with the latest intelligent machine control update (IMC 3.0), introduces two significant technological features designed to help operators work more efficiently: swing-to-line and travel-along-line. These features build on Komatsu's growing lineup of intelligent automation, offering refined machine movement that supports accuracy, consistency and reduced operator effort on trenching-focused jobs.

Swing-to-line is selectable by tapping a polyline and marking it as a checkable option. Once activated, the machine automatically restricts unnecessary overswing when returning to the trench after dumping, ensuring the upper structure stays aligned with the intended cut. Operators benefit from smoother, more predictable cycle movements and better trench-to-dump workflow rhythm.

Travel-along-line, also enabled by selecting a polyline as a checkable option, helps the excavator maintain a square position to the center of the trench line as it advances. By minimizing the need for constant micro-repositioning, this background function helps operators stay on the line, improve trench continuity and reduce time lost to realignment.

These new capabilities build on an already-advanced technology base of the companion model without IMC 3.0, the PC220LC-12. Even without the addition of intelligent machine control, the PC220LC-12 includes some powerful integrated baseline smart tools: 2D machine control, 2D boundary control and payload monitoring.

But for operations looking to level up on cutting-edge technology that helps good operators do a great job, the PC220LCi-12 adds the IMC 3.0 platform for advanced automation. Features such as auto grade assist, bucket angle hold, compaction control, minimum distance control, auto swing, advanced payload monitoring and industry-first integrated 3D boundary control help operators work more precisely and productively across the full jobsite. Auto swing and travel stop functionality is another notable factory-installed feature — another industry first for excavators.

### Added comfort and exceptional performance

Comfort and performance remain core strengths of both models. The redesigned cab provides 28% more space, 30% more legroom, significantly improved visibility, reduced noise and vibration, and a high-quality heated air-suspension seat. An 8-inch HD monitor gives operators easy access to machine data and customization settings.

A new electronically controlled hydraulic system paired with a high-output engine delivers tangible performance gains. Compared to the previous Komatsu PC210LC-11, operations can benefit from up to:

- 8% greater digging force
- 7% more lift capacity
- 20% lower fuel costs
- 18% higher workload productivity with a new P plus mode

Komatsu also prioritized safety and operator assurance. Features such as rollover avoidance, KomVision 360-degree camera coverage, object detection, automatic deceleration controls and seat belt reminders promote zero harm. Maintenance is streamlined with ground-level service points and longer replacement intervals, helping reduce costs by up to 20%.

For contractors seeking machines that enhance operator capability, reduce fatigue and deliver smarter, more consistent trenching performance, both next-generation excavators represent a major step forward. And, with the introduction of swing-to-line and travel-along-line on the PC220LCi-12 with IMC 3.0, this more advanced excavator levels up intelligent automation in practical, productivity-driven ways that support operators shift after shift. ■

**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.*




**Komatsu's PC220LCi-12 intelligent machine control (IMC) 3.0 excavator now features swing-to-line and travel-along-line functions that help operators work more efficiently.**

# **Building the future** while honoring the past

## Komatsu CEO Rod Bull says focusing on technology, collaboration and people is helping the company shape what comes next for heavy industry



*This is one of a series of articles based on interviews with key leaders at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.*

**Rod Bull,**
**CEO,**
**Komatsu North America**

Rod Bull serves as Chief Executive Officer of Komatsu North America, the company's largest global region, overseeing construction, mining, forestry, forklifts and digital solutions. With more than 25 years in the heavy equipment industry, Bull brings deep expertise in manufacturing operations, field leadership and global customer engagement.

Raised around equipment in central Illinois, Bull's roots in the industry run deep. He worked for his family's tree removal business as a teenager, gaining hands-on experience that shaped his appreciation for machinery and hard work. After earning a bachelor's degree from Eastern Illinois University and later an MBA from the University of Illinois Springfield, he began his career as a pricing analyst in the heavy equipment sector, building a strong foundation in dealer relations and customer-focused problem-solving.

"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter," said Bull. "There is no question that for them to win a bid or secure a project, they have to have the right partners, and we believe Komatsu is that. We have an opportunity to add real value to their businesses."

Bull has held a series of senior leadership roles across parts marketing, regional mining operations, manufacturing and field operations since joining Komatsu in 2011. Following Komatsu's acquisition of Joy Global in 2017, he led loader manufacturing in Texas, then oversaw operations in the mining, construction, forestry and technology fields before being named CEO in 2025. He also completed the Advanced Management Program at The Wharton School.

"I've been very blessed to be surrounded by great people who gave me opportunities to learn different parts of the business," Bull commented.

Bull is known for his strong belief in customer centricity, workforce development and collaboration across the industry. Outside of work, he is married to his high school sweetheart, Gina, and they have three children. He enjoys reading, spending time with his family and staying connected to the field side of the business — where his passion for the industry first began.

### Question: How does innovation and technology shape Komatsu's strategy today?

**Answer:** Innovation starts with a simple question: What problem is the customer trying to solve? Technology is not pursued for its own sake but as a way to make work safer, more productive and more sustainable. Historically, Komatsu has been known for quality and reliability, and that foundation remains unchanged. What is evolving is how technology is developed and deployed.

***"What I love about our industry is that every customer has real challenges — and we get to help solve problems that truly matter."***

*– Rod Bull,*
*CEO,*
*Komatsu North America*

The organization is investing heavily in advanced automation, electrification and digital platforms, while also partnering with technology leaders outside traditional heavy industry. These partnerships allow the company to move faster, learn from adjacent industries and bring proven solutions into mining, construction and forestry. A key focus is autonomous equipment — haulage, loading and dozing — designed to help customers address labor shortages, rising costs and productivity constraints.

Equally important is how technology is developed. By adopting strategic development and testing cycles, the company aims to sustain long-term leadership rather than short-term advantage. Innovation is viewed as an ecosystem — internal expertise combined with external partners, all aligned around customer outcomes.

### Question: What does a customer-first approach look like in practice?

**Answer:** Customer focus is deeply embedded in the culture. It begins with spending time where the work happens — a concept known as gemba — on jobsites, in shops and in production facilities. This philosophy ensures that strategies and products are grounded in real-world conditions rather than assumptions.




Komatsu's PC365LC-11 excavator with electric work equipment technology and intelligent machine control (IMC) dozers are part of Komatsu's commitment to improving production, efficiency and sustainability.

A significant portion of new product development is driven directly by customer feedback. Engineers and product teams observe operations firsthand, test solutions in the field and refine designs based on real use. This continuous feedback loop helps ensure that equipment, technology and services deliver measurable value.

Customer focus also extends beyond the machine itself. Service, parts availability and technical support are viewed as critical components of the value proposition. The goal is to allow customers to focus on their projects while relying on a trusted partner to support the full life cycle of their equipment.

### Question: How does Komatsu differentiate itself as a market leader?

**Answer:** Market leadership is built on three pillars: quality, safety and accessibility. Quality and reliability define the products, while safety guides how they are designed, built and supported.

Safety is a shared responsibility that starts with strong leadership and extends across every team member of the organization. We work hard to keep leaders and stakeholders connected, aligned and focused on our ultimate goal of zero harm. Our top priority is to help ensure everyone returns home healthy and safe to their family each day. Another key differentiator is accessibility. Customers and dealers can reach deep into the organization, including engineering and manufacturing teams, to resolve challenges quickly. This openness creates trust and accelerates problem-solving.

Market leadership is also reinforced through strong dealer partnerships and a growing brand presence. Rather than relying on aggressive marketing, the company focuses on consistency — delivering the same high standard of experience across products, services and regions. This approach strengthens long-term relationships and reinforces credibility in the marketplace.

***"Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle."***

*– Rod Bull,*
*CEO,*
*Komatsu North America*

### Question: What has driven Komatsu's growth?

**Answer:** Growth is driven by a holistic view of value. Selling equipment is only the beginning; long-term growth comes from supporting customers throughout the entire equipment life cycle. Service contracts, rebuild programs, parts support and digital tools all play a role in reducing the total cost of ownership for customers while creating sustainable revenue streams.

# ‘Komatsu is focused on balancing heritage with momentum’

*. . . continued*

Significant investments in infrastructure support this strategy. Modern manufacturing plants, rebuild centers and distribution facilities enable faster response times and higher-quality service. These investments also support export growth, positioning North America as a critical hub for production and innovation within the global organization.

Workforce development is another growth driver. Komatsu is expanding training programs, partnerships with schools and trade organizations, and flexible learning platforms to attract and develop the next generation of technicians and operators. Addressing labor shortages is not just a workforce issue — it is essential to supporting customer growth as well.

**Question: How does Komatsu view the industry’s future as it celebrates more than a century of notable achievements?**

**Answer:** The future is collaborative. The challenges facing heavy industry — labor availability, sustainability, cost pressures and regulation — cannot be solved by individual companies acting alone. Komatsu sees its role as part of a broader community that includes customers, dealers, competitors, technology partners and industry associations.

Technology will continue to play a central role, particularly in automation, electrification and data-driven operations. At the same time, sustainability will extend beyond emissions to include processes, supply chains and long-term workforce health.

Nothing is more important than keeping safety at the center of how we operate, and that’s a commitment I work to reinforce every day. As we look ahead to the next 100 years, safety will remain at the forefront of everything we do. It is fundamental to our culture, embedded in the way we operate and essential to how we grow and plan for the future.

That unwavering commitment not only defines how we work today but also reflects the values that have shaped Komatsu. With more than a century of history, Komatsu is focused on balancing heritage with momentum. Its origins were rooted in protecting livelihoods and creating value through skilled work, and that philosophy continues to guide decisions today. By investing in people, embracing partnerships and staying relentlessly customer-focused, the organization believes it is well positioned to lead the industry forward — responsibly, collaboratively and with ambition for the long term. ■



**Innovative equipment, solutions, technology and a drive to help customers improve their operations across their machines’ life cycles are what set Komatsu and Komatsu-owned companies apart, according to Rod Bull, CEO, Komatsu North America.**

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# **Driven by curiosity,** powered by challenge

## Cody Stockwell turned a love of tinkering into a dynamic career that keeps him motivated by never having the same day twice




**Cody Stockwell, Field Service Technician, Roland Machinery Company**

**Watch the video**

**Current openings at Roland Machinery**

Growing up, Cody Stockwell was the kid who took everything apart — bikes, household items, anything he could get his hands on. Inspired by his father's mechanical background and time spent tinkering with his grandfather in Wisconsin, Stockwell developed an early fascination with how things work and how to fix them.

After attending the Universal Technical Institute in Chicago, Stockwell initially pursued automotive training before expanding into diesel at an instructor's encouragement. That decision proved pivotal.

"When I started the diesel classes, I more or less fell in love with that side of things," Stockwell shared. "It opened up more opportunities and made the work more interesting for me."

Stockwell began his career in 2010 and worked his way through truck shops, a farmer's co-op and a private contractor before joining Roland Machinery Company's DeForest, Wis., branch nearly six years ago as a field service technician. The move was driven by a desire for something more stimulating.

"I needed more of a challenge at work," Stockwell explained. "The work I was doing before had become too routine, and I wanted something that would push me every day."

**Cody Stockwell, a field service technician based out of Roland Machinery Company's DeForest, Wis., branch, diagnoses a machine issue.**



Stockwell specializes primarily in WIRTGEN GROUP equipment, handling everything from crushers to pavers and mills, and he has earned a WIRTGEN Master Technician certification through extensive training. Much of his day revolves around electrical diagnostics, an area he has grown to enjoy and excel in.

> ***"The idea that I like about being a field tech is being out in the elements and facing new challenges every day."***
>
> *– Cody Stockwell, Field Service Technician, Roland Machinery Company*

"The idea that I like about being a field tech is being out in the elements and facing new challenges every day," Stockwell said. "I like to be challenged. Otherwise, I get bored. Electrical troubleshooting, especially, is something I really enjoy because it keeps you thinking."

That variety is a major reason he's stayed with Roland Machinery. From routine services across western and central Wisconsin to responding to urgent customer needs, no two days look the same.

"The thing I like about this industry is you never know what your day is going to look like," Stockwell commented. "Some days are tough, some are smooth, but it keeps things interesting. That unpredictability is what makes it fun. I also really appreciate the team environment at Roland. The people I work with really make it feel like a family. That support and camaraderie go a long way."

### Helping minimize downtime

Beyond the technical work, Stockwell values the opportunity to make a direct impact for customers.

"One of the best parts of the job is helping customers get back up and running," Cody stated. "When something breaks down, they're depending on you. Being able to fix it and get them going again is a great feeling and makes the work worthwhile."

Outside of work, Stockwell enjoys staying busy with hands-on hobbies. He's an avid motorcycle rider, snowmobiler and self-described "car guy" who still enjoys tinkering in his spare time. ■

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# **Skill, speed and interactions** tested

## Komatsu's national Advanced Technician Competition put customer uptime front and center as competitors performed inspections and identified issues

In an industry where equipment downtime can halt productivity and drive up costs, technicians play a critical role in keeping operations moving. That reality was on full display at Komatsu's national Advanced Technician Competition (ATC), where top distributor technicians from across North America competed in a rigorous, real-world test of skill.

Held at Komatsu's Cartersville Customer Center in Georgia, the event highlighted the expertise required to maintain and repair machinery. Ten technicians from Komatsu's dealer network took part. More than just a competition, the event underscored Komatsu's commitment to customer service and minimizing downtime, according to Griffin Reome, Director of Technical Workforce Development for Komatsu.

"This competition is an awesome way to showcase the faces behind the iron," said Reome. "Our customers can't live without our field techs, and ATC is one of the best opportunities to highlight their skillset and abilities to diagnose issues and identify fixes. In addition, they were tasked with doing a machine inspection, identifying issues and giving customers recommendations for addressing those."

### Built on real-world challenges

ATC was designed to mirror the realities technicians face in the field. It involved three stations, each featuring different machines and problem scenarios, all requiring a methodical approach to troubleshooting and repair. Communication also played a central role in the evaluation process, reflecting its importance in the field.

Competitors were given an hour per station to diagnose and resolve issues, with a brief period to familiarize themselves with the equipment before being timed. Komatsu personnel "bugged" a PC220LCi-12 intelligent machine control (IMC) excavator and a D71PXi-24 IMC dozer for the diagnosis stations. An older WA320PZ wheel loader was used for the machine inspection.

Unlike traditional skills competitions, ATC evaluated more than just whether a technician could diagnose and fix a problem. Judges assessed each competitor on a range of criteria designed to reflect a full customer experience. Judges played the role of the customer who had called to have a technician assess the machines' issues and perform the inspection.

"We had very detailed bugs in these machines that the technicians had to strategically, methodically troubleshoot, based on information from the customer, as well as their skills," explained Andrew Earing, Director of Operator and Technical Training, Komatsu. "Communication was extremely important because it was the first line of contact with the customer, who provided background and

**Watch the video**

*Continued . . .*



**Komatsu's Advanced Technician Competition (ATC) includes three stations, each with a one-hour time limit, where competitors must identify equipment issues and find solutions to fix them.**

# ‘We hope to continue ATC for a long time to come’

*. . . continued*

information that the technician could use to diagnose and fix the issues.”

After the initial discussion with the customer, technicians were tasked with using their expertise, training, service manuals, tools, and other information to resolve the issue. During the inspection, they had to identify any potential issues that could affect the equipment’s performance, and provide recommendations for fixes.

Scoring included:

- Technical performance, for accurate diagnosis and repair
- Safety, confirming proper procedures were followed
- Professionalism, including demeanor and approach
- Documentation, such as correct part numbers and service records

Each winner of the Komatsu ATC received a selection of Komatsu-branded prizes and merchandise. In addition, the top two finishers earned an exclusive “Day in the Life” experience with the opportunity to see how a pit crew operates up close at the upcoming Miami Grand Prix, United States, made possible through Komatsu’s ongoing partnership with the Atlassian Williams F1 Team.

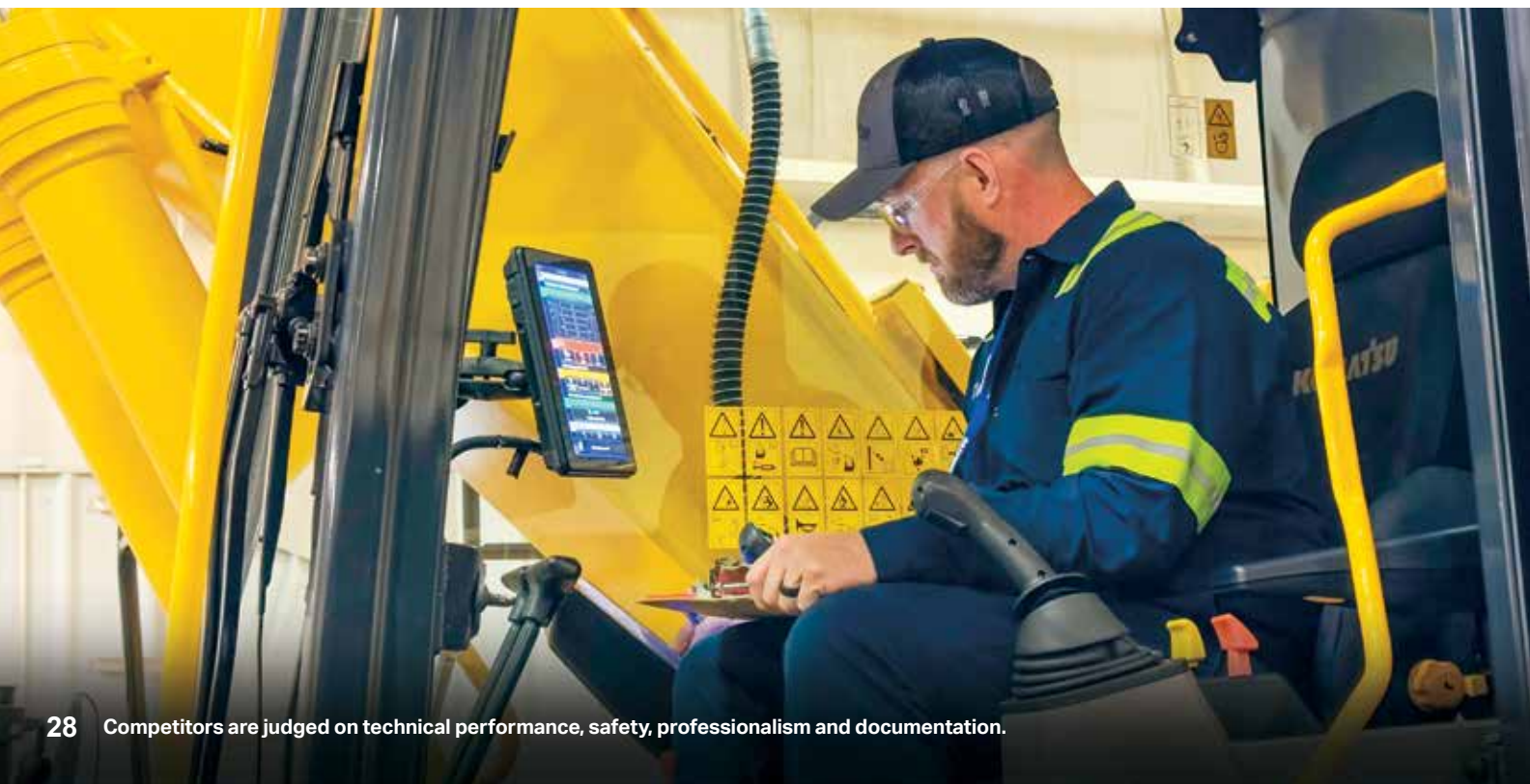
## Reinforcing a commitment to uptime

At its core, the competition highlighted the direct connection between skilled technicians and customer uptime. Effective maintenance, especially when proactive, helps avoid costly breakdowns and keeps equipment operating efficiently. By simulating real-world service scenarios, ATC reinforced the importance of quick, accurate troubleshooting and clear communication under pressure. It also demonstrated how technicians served as a critical link between Komatsu and its customers, according to Reome.

The return of ATC came at a time when the industry faces an ongoing shortage of skilled labor. Dealers across North America are actively working to recruit and retain qualified technicians, making workforce development a top priority. By reviving the competition, Komatsu aimed to elevate the profession, recognize top talent, and inspire the next generation of technicians.

For participants, ATC was as much about recognition as it was competition. Simply earning a spot among the finalists reflected a high level of skill and dedication.

“ATC aligns with Komatsu’s broader efforts to grow the technician workforce through education partnerships, training programs and career development opportunities,” said Reome. “The number one thing we want them to know is that we’re not successful without them. We hope to continue ATC for a long time to come.” ■



 Competitors are judged on technical performance, safety, professionalism and documentation.




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## OSHA Safety Champions Program encourages proactive safety improvements

The Occupational Safety and Health Administration (OSHA) has introduced its Safety Champions Program, a new cooperative initiative designed to help employers develop and implement effective safety and health programs.

The Safety Champions Program meets businesses where they are on their pathway to safety and health success and encourages them to take proactive steps, guided by a philosophy of continuous improvement to prevent workplace injuries, illnesses and fatalities.

The program has three progressive steps: introductory, intermediate and advanced, each aligned with OSHA's recommended practices for safety and health programs.

Participants can choose to work independently or collaborate with Special Government Employees with safety and health experience who work alongside OSHA to provide guidance and technical assistance.

The Safety Champions Program emphasizes seven elements essential to effective safety and health programs: management leadership, worker participation, hazard identification, prevention and control, education and training, program evaluation, and communication. By incorporating these elements, employers can create safety and health programs that not only meet regulations but also enhance workplace safety and health. ■

*To get more information, visit www.osha.gov/safety-champions.*

# Put your equipment investment to work

## Section 179 offers construction companies potential tax benefits on qualifying purchases

Replacing an aging excavator or adding a dozer for upcoming projects can strengthen a contractor's fleet. Section 179 may also help accelerate the tax benefits of that investment.

For tax years beginning in 2026, qualifying businesses can elect to deduct up to $2.56 million of eligible equipment costs.[1] That limit decreases dollar for dollar when qualifying property placed in service exceeds $4.09 million.[1] Business income limits and other restrictions apply.

> ***"Whether replacing aging equipment or expanding to meet market opportunities, Section 179 or Bonus Depreciation provide the financial incentive fleets need to confidently move forward."***
>
> *-Scott Eggleston, CPA, Chief Financial Officer, Roland Machinery Company*

"Whether replacing aging equipment or expanding to meet market opportunities, Section 179 or Bonus Depreciation provide the financial incentive fleets need to confidently move forward," said Scott Eggleston, CPA, Chief Financial Officer, Roland Machinery Company.

### Plan for year-end

Qualifying new and used equipment may be eligible. For calendar-year taxpayers seeking a 2026 deduction, equipment must be ready and available for its intended business use by Dec. 31.[1] Ordering alone does not qualify.

Eggleston noted that attachments, configuration and transportation can affect delivery schedules, making early coordination valuable.

Contractors should also evaluate bonus depreciation, which generally allows a 100% deduction for qualifying property acquired and placed in service after Jan. 19, 2025.[2] ■

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

***Sources***

1. *https://www.irs.gov/publicationsp946#enUS_2024_publink100070018*
2. *https://www.irs.gov/newsroom/treasury-irs-issue-guidance-on-the-additional-first-year-depreciation-deduction-amended-as-part-of-the-one-big-beautiful-bill*




Qualifying new and used construction equipment placed in service during 2026 may be eligible for a Section 179 deduction of up to $2.56 million, subject to applicable limits.

# Used Equipment Inventory

ROLAND MACHINERY CO.

KOMATSU

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**2018 KOMATSU PC88MR-10** **$64,500**
STK# KM2023642, 3874 HRS, Carterville, IL



**2023 Komatsu WA200-8** **$154,500**
stk# KM2026329 186 hours, DeForest, WI



**2018 KOMATSU PC490LC-11** **$159,500**
STK# KM2024254, 9121 HRS, Columbia, MO



**2015 CAT 349F** **$[illegible]**
10, 285 HRS, Escanaba, MI
STK# CT2024019, [illegible]



**2023 Komatsu WA270-8** **$189,500**
stk# KM2026361 152 hours, Bolingbrook, IL



**2023 Komatsu WA320-8** **$219,500**
stk# KM2026369 188 hours, Bolingbrook, IL



**2014 KOMATSU D37PX-23** **$94,500**
STK# KM2023250, 2326 HRS, Bridgeton, MO




**2017 Komatsu PC490LC-11** **$129,500**
STK# KM2025381, 7,509 hrs, Cape Girardeau, MO



**2018 HAMM HD+140iVV** **$70,990**
STK# HM18003, 1951 HRS, Columbia, MO



**2014 KOMATSU PC210LC-10** **$134,500**
STK# KM2023319, 3628 HRS, Eau Claire, WI



**2018 Komatsu PC210LC-11** **$129,500**
STK# KM2024107 2285 hours, Schofield, WI



**2013 Komatsu PC210LC-10** **$134,500**
STK# KM2023429 5421 hours, Springfield, IL



**2023 Komatsu 951.1** **$475,000**
STK# BJcons 3900 hours, Escanaba, MI



**2024 Komatsu 855.3** **$489,000**
STK# DTcons 431 hours, Eau Claire, MI



**2017 KOMATSU PC88MR-10** **$49,500**
STK# KM2022612, 5198 HRS, DePere, WI



**2023 Komatsu WA200-8** **$149,500**
STK# KM2024227 446 hours, East Peoria, IL

## 17 Branch Locations in IL, IN, MI, MO, WI

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