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ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

SCHMILLEN CONSTRUCTION, INC.

Learn how this Northwest Iowa company's commitment to efficiency is key to its success

The image shows a large yellow Komatsu PC360LCI excavator operating in a dirt field. The excavator is positioned on a slight incline, with its arm extended to dig a deep trench. In the foreground, three men are standing together, smiling at the camera. From left to right: Chuck Schmillen, wearing a blue polo shirt; Matt Schmillen, wearing a yellow polo shirt; and Steve Schmillen, wearing a green polo shirt. They are all wearing caps and work clothes. The background shows a clear blue sky and some distant trees and buildings.

KOMATSU®

Chuck Schmillen,
CEO

Matt Schmillen,
President

Steve Schmillen,
Vice President

A MESSAGE FROM THE CEO



Mike Sill II



Dear Valued Customer:

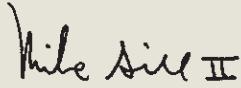
Our country faces an infrastructure crisis. Congested and deficient roadways and unsound bridges are safety hazards. Clean and safe water-supply pipelines are vital to our everyday needs. Yet, we consistently underinvest in these and other basic items. There is talk in Washington about addressing these issues with a \$1 trillion – or more – infrastructure plan, but nothing is concrete, and lawmakers continue to put it off.

We encourage you to contact your representatives and push for proper funding and prioritize investment in our nation's infrastructure.

It's no secret that the construction industry is in the midst of a labor shortage. We hope that lawmakers can address this topic too with ways to help fund more vocational programs. In this issue of your RMS Road Signs magazine, you can read how the construction industry is taking steps to encourage young people to consider construction as a career. RMS has partnered with North Dakota State College of Science (NDSCS), where we recruit new technicians from a two-year work-and-study program.

I trust this construction season has been a good one for you. As always, if there's anything we can do to help your business, please call or stop by one of our branch locations.

Sincerely,
ROAD MACHINERY & SUPPLIES CO.


Mike Sill II
CEO

**Time to step up
infrastructure
spending**



ROAD SIGNS

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INNOVATIVE PRODUCT

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A SALUTE TO AN **RMS** CUSTOMER



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SCHMILLEN CONSTRUCTION, INC.

Northwest Iowa company's commitment to efficiency is key to its success



Chuck Schmillen,
CEO



Matt Schmillen,
President



Steve Schmillen,
Vice President

Chuck Schmillen is the type of person who likes to make things happen. When he and his wife had their first son in 1977, Chuck decided it was time to stop "just getting by" financially. So, he moved to Marcus, Iowa, and started an underground utility installation company. True to form, he immediately started contacting potential customers, instead of waiting for them to come to him.

"Rural water was just getting started in northwest Iowa, so I figured I could install rural water lines," recalled Chuck, who is CEO of Schmillen Construction, Inc. "I got an SBA loan, bought a trencher and a backhoe and pulled them with my 1962 Ford. I drove around the countryside and when I got to a driveway, I pulled in and asked if they wanted me to install their water line."

"I got paid by the foot, so I only pulled into the longer lanes and skipped the short ones," he joked. "That's how we got on our feet. We eventually started to make money and grow."

Underground installation remained Schmillen Construction's focus until the early 90s. The company's first major expansion came

in 1993 when it added concrete crushing and recycling to its list of services.

"At that time, there was a lot of competition for underground jobs, so we knew we needed to offer something different," recalled Chuck. "Then Jim Robinson, who worked here for 33 years, said we should buy a cement crusher. He noticed there wasn't a lot of competition in that area, and it would give us something to do in the winter."

Just like before, Chuck didn't wait around until customers called him. He knew that several towns had been building piles of concrete from small projects, but had no easy way of getting rid of them.

"I wrote down every city within an hour from here and started going to their city council meetings," shared Chuck. "I offered to crush their piles and turn the concrete into a product that could be reused. They were happy to have us do that, and we continue to crush for a lot of those towns today."

"Whenever an opportunity comes up for us to grow or do something new, we jump in full force," said Chuck. "It's made us pretty diversified, and it keeps us fresh. A majority of our work comes from crushing, but we still rely on underground and field tiling as well."

No messing around

Chuck's unrelenting pursuit of success is a trait that's become synonymous with Schmillen Construction throughout the last 40 years. It's a virtue all of his employees share – including his sons, President Matt and Vice President Steve.

"When we show up to a site, we come in fully equipped to get it done as quickly and efficiently as possible," explained Matt. "We take pride in planning and executing."

"Everyone here is dedicated to doing a job in the best way possible," noted Steve. "I always



The PC350LC-8 is the go-to machine in Schmillen Construction's fleet of 12 Komatsu excavators. "It is a reliable machine and very powerful," said President Matt Schmillen.



► VIDEO

This Schmillen Construction crew uses a fleet of Komatsu equipment, including a D51PX dozer, an intelligent Machine Control PC360LCi excavator and a HM400 truck, to complete a project in northwest Iowa. "When we show up to a job, we come in fully equipped to get it done as quickly and efficiently as possible," explained President Matt Schmillen. "We take pride in planning and executing."

think about how I could be more efficient. That's all because of Dad. He's really ingrained that in everyone."

This mindset allows the company to thrive on projects of all sizes. On the recent Interstate 29 renovation, Schmillen Construction removed and crushed nearly 50,000 tons of concrete on a nine-mile section in 10 days.

"We put a lot of thought into how to do a project and how we will set up the jobsite," said Matt. "With the I-29 work, I'd get into the excavator at 6:00 a.m., and I wouldn't get out until 7:00 p.m. I tore it out, we hauled it to the crusher and loaded it in. We may have brought a lot more machines than another company would have, but every machine was working all day long. There was no wasted time or movement. We don't mess around; that's what people like about us."

The same attention to detail is also applied to smaller jobs, like tiling fields. The company typically shows up with enough equipment and material to complete several assignments for different customers all in one day.

"Sometimes the farmers look at us like we're crazy when we roll up with a huge fleet," said Steve. "All that equipment isn't just for one job. When we leave the shop, our schedule is full. So, we put everything we have into getting those jobs done. The first may just be 85 feet,



► VIDEO

A Schmillen Construction operator uses a Komatsu PC390LC excavator to feed the company's concrete crushing operation in Marcus, Iowa. The plant features KPI-JCI GT205S and JCI 6203 screening plants.

but when we're done, we may go to one that's 8,000 feet. The faster we are, the more profitable we are."

Komatsu reliability

Having machines that can keep up with Schmillen Construction's brisk pace is crucial to its success. That's why it turns to Road Machinery Supplies Co., and Sales Rep Bill Frueh.

"I decided to go with a Komatsu piece of equipment pretty early on and had good

Continued . . .

Value of new technology is apparent

...continued

results," remembered Chuck. "Throughout the years, Komatsu kept performing, the machines were reliable and we have had great success. If I need a machine, parts or service, I just make one call to Bill. He knows how to take care of us, and it is nice to know I can rely on him. It's a great relationship – so much so that we put their logo on our billboard."

Today, the company's fleet includes 12 Komatsu excavators, four wheel loaders, four dozers and two articulated haul trucks. Whatever the machine, Schmillen trusts the Komatsu name.

"The Komatsus start every morning, work all day and we don't worry about breakdowns," declared Matt. "My favorite is the PC350LC-8 excavator. We have 6,500 hours on it, and it's still going strong."

To maximize efficiency, Schmillen Construction added Komatsu *intelligent* Machine Control excavators, purchasing a PC360LCi-11 last year and a PC490LCi this spring.

"The results we get with the *intelligent* Machine Control excavators are outstanding," said Matt. "I straightened a creek channel within a tenth

(L-R) The Schmillen family – CEO Chuck, President Matt and Vice President Steve – call on RMS Sales Rep Bill Frueh for all of their Komatsu sales and service needs.

For this mass excavating project, Matt Schmillen uses a Komatsu PC490LC excavator to load a Komatsu HM400 truck.



of an inch almost 60-feet per hour faster than I could with a standard excavator. It saved me two days."

"I did a residential basement this summer with the PC360LCi and the builder handed me the plans when I got there," recalled Steve. "He had the 'zero' point labeled, so I got my reading from it, set the depth on the monitor in the cab and went to work. It was great."

"We've also uploaded plans for waterway cleanup projects," he continued. "I just went to the site and started working. Everything was in the machine, and it wouldn't let me get off script. This technology is still new to us, but we can already see the benefits."

RMS also adds value to the Schmillen's Komatsu equipment.

"Downtime is a killer for us," said Matt. "We need equipment that we can rely on. Bill and everyone at RMS understand that. We buy new machines, but if anything does happen, they are on top of it and get us back on track."

The company also turns to RMS for its crushing equipment, which includes KPI-JCI GT205S and JCI 6203 screen plants.

Great people, bright future

The future is bright for Schmillen Construction, which celebrated its 40th anniversary this summer. Chuck works a couple of days a week, while Matt and Steve have taken over the day-to-day operations. It's a transition that Chuck is comfortable making.

"It seems like my office is moving closer to the door, and the fishing trips keep taking longer," he laughed. "Matt and Steve do a great job, and I think this is the best group of employees we've ever had. It's a good mix of young kids and experienced people who really take pride in this place and mentoring the next generation."

The third generation is already being cultivated.

"I have four boys who are always on the machines, and Steve has a pair of daughters who love equipment just as much as they do," said Matt. "It's neat to see the transition and be in the position that Dad was in. Hopefully, we have as much success as he did and can continue the tradition." ■

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SPECIAL EVENT



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HAVING A BALL

Customer appreciation golf outing gives Des Moines branch a chance to say thanks

Chuck Gallagher, RMS Vice President, Southern Operations, thanks the attendees for participating in the Des Moines branch's customer appreciation golf outing at the Tournament Club of Iowa in Polk City.



► **VIDEO**



Corell Contractor's Grant Corell puts as (L-R) RMS Sales Rep Bob Newman, Rognes Corporation's Cody Rognes and Jasper Construction's Steve Rhodes watch.

(L-R) The foursome of J. Elder, Elder Corporation; Kevin Gearhart, Dormark Construction Group; Bob Leonard, GOMACO; and Andy Denker, Concrete Technologies, Inc., won the event with an eight-under par 63.

Road Machinery & Supplies Co.'s Des Moines branch treated some of its loyal central-Iowa customers to a day of golf and camaraderie in June at the Arnold Palmer-designed Tournament Club of Iowa in Polk City.

"We put this outing together for our customers as a way to thank them for their business throughout the years," said RMS Sales Rep Bob Newman. "It was a fun, relaxed atmosphere, and everyone had a good time."

Attendees received welcome packages containing several golf-related items and enjoyed both lunch and dinner buffets during the event. Door prizes and awards for the day's top finishers and hole-contest winners were also presented that evening.

"It's nice to be able to hang out with the people from RMS and get to know them on a personal

Corell Contractor's Joel Jackson follows through on a long putt attempt as (L-R) RMS Vice President, Southern Operations Chuck Gallagher; Alliance Construction Group's Doug Jones; and Scrap Processors' Kyle Brudos look on.





(L-R) Vanderpool Construction's Justin Peterson puts for birdie as RMS Inside Sales Rep Kevin Swanson (far left) and Martin Marietta's Matt Edwards root him on.

level instead of talking business," said Absolute Concrete's Sonny Hall. "We appreciate everything RMS does for us, and an event like this is great."

"The day is a great way to network with other people in the industry," noted Oldcastle Materials' Gary Johnson. "It was a fun experience."

RMS employees teamed up with 24 customers and five factory representatives for a nine-team, 18-hole best-ball competition. The foursome of Elder Corporation's J. Elder, Dormark Construction Company's Kevin Gearhart, GOMACO Sales Rep Bob Leonard and Concrete Technologies, Inc.'s Andy Denker won the event with an eight-under par 63. Brad Barkema of GOMACO and RMS Vice President Chuck Gallagher each won longest putt awards; Elder and Western Engineering's Steve Epply won closest-to-the-pin awards; and Scrap Processors' Kyle Brudos swept the longest drive awards.

"We're very fortunate to do business with our customers and manufacturers, and last year was one of the best years we've had in Iowa," said Gallagher. "Hats off to both Bob Newman and Chad Hein for the work they did to organize the event and the work they do for our customers." ■

(L-R) Dustin Jones of Alliance Construction Group prepares to putt as Beau Sprouse of Concrete Technologies, Inc., Brad Barkema of GOMACO and Sonny Hall of Absolute Concrete help read the green.



Scrap Processors' David Silverstein takes his shot with (L-R) Komatsu's Justin Sailer, Rognes Corporation's Warren Rognes and Metro Waste Authority's Mike Fairchild waiting behind him.



(L-R) Mark Nicoson of Martin Marietta, Jerry Enyeart of Atlas Copco, Gary Johnson of Oldcastle Materials and Ryan Reed of Elder Corporation pose on the fairway.



(L-R) Western Engineering's Steve Epply, Corell Contractor's Craig Plummer, RMS Sales Rep Chad Hein and Elder Corporation's James McFadden get ready to hit their opening drives.

Ethan Robey of Martin Marietta chips from the fairway ahead of (L-R) NPK's Dan Tyrell and Martin Marietta's Scottie Gerbes and Doug Robey.



SPECIAL EVENT



Discover more at
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IN 'FORE!' FUN

Minnesota customers hit the links at RMS customer appreciation event

Road Machinery & Supplies Co. welcomed nearly 70 loyal customers, employees and product representatives to Brainerd, Minn., and Cragun's Legacy Courses for a two-day golf outing in August.

"We host this event as a way to show our customers how much we appreciate them,"



► VIDEO

RMS Vice President, Sales Manager Andy Schwandt tees off as (L-R) Nate Hentges of S.M. Hentges, RMS Technology Solutions Expert Chris Potter and Lee Meyer of Pete's Water & Sewer, Inc. look on.

Road Machinery & Supplies Co. hosted nearly 70 people during its two-day customer appreciation golf event at Cragun's Legacy Courses in Brainerd, Minn.



said RMS Vice President, Sales Manager Andy Schwandt. "This is our third year holding the outing at Cragun's, and every year there is more and more anticipation. It's a great opportunity for our sales reps and managers to interact with customers in a relaxed environment. It strengthens the relationships we have with them."

Attendees were treated to 27 holes of golf on Thursday – with 18 in the morning and nine more on the par-three course in the evening. Thursday also included a happy hour, chipping and putting contest and a buffet dinner. Participants enjoyed another 18 holes on Friday before departing.

Several contests and prize giveaways took place during the event. The foursome of RMS Sales Rep Tom Major, Belair Sitework Services' Frank Anderson, Carl Bolander & Sons' Norm Everson and McNeilus Steel's Steve Klomps won Thursday's 18-hole round. Major was also on Friday's winning team, joining with Lee Meyer of Pete's Water & Sewer, Inc., Brent Flaten of Carl Bolander & Sons and Jeff Fye of Belair Sitework Services.

Steve McBride of Duininck Inc. won the putting contest; Jason Rykal of Pete's Water & Sewer, Inc., won the chipping contest; and Dan Erickson of RMS had a hole in one, extending the event's hole-in-one streak to three years.

"It's been good to get out on the course and spend time with our sales rep and get to know him a little better," said Tiller Corporation's Pete Olson. "It was also a great day to meet some of our competitors and other people in the industry. It was a lot of fun."

"We are happy to do this for our customers to show them how much they mean to us," noted Schwandt. "We also want to thank our sponsors for helping to make the event a success – NPK, Genesis, Atlas Copco, Komatsu, Komatsu Financial and Roadtec really chipped in to make it special." ■



(L-R) RMS President Russell Sheaffer, Don Rachel of Rachel Contracting and Gary Disch of Magney Construction pose after finishing their Thursday round.



RMS Manager, Credit & Finance Jeff Boraas strikes a long putt with (L-R) Joe Knopik of Knopik Crushing, Chris Peabody of Old Castle and John Hosek of Heiling Construction rooting him on.



(L-R) Al Rhodes of Kinder Morgan, Tom Lloyd of Origination, Inc., and RMS Sales Rep Jeff Sisk anticipate the birdie putt of Magney Construction's Peter Nordang.



(L-R) RMS Sales Rep Bill Bottema, C&L Excavating's Brent Lahr and Casper Construction's Bill Casper watch Jason Rykal of Pete's Water & Sewer, Inc. prepare for his shot.



(L-R) Brent Dohrmann of Hutton Incorporated sinks a putt as Mark Magney of Magney Construction, Luke Waitkus of Komatsu Financial and Ron Larson of Northern Metal Fab exhale in relief.



(L-R) The foursome of RMS Sales Rep Tom Major, Carl Bolander & Sons' Norm Everson, Belair Sitework Services' Frank Anderson and McNeilus Steel's Steve Klomps won Thursday's 18-hole event with a 13-under-par score of 60.



RMS Sales Rep Jeff Bistodeau (left) and Jared Penz of Elcor Construction move to get a better look at the putt from Elcor Construction's Matt Smith.



(L-R) Casey Venema of Lawrence Lake Welding, Jerry Enyeart of Atlas Copco and RMS Construction/Forestry Sales Rep Shawn Mitchell admire the tee shot of Bryan Rock Product's Matt Bryan.

Kevin Wilson of OMG Midwest lines up a putt as (L-R) Scott Kevitt of Kevitt's Excavating, RMS Vice President Product Support Mike Mencel and Northdale Construction's Phil Lesnar share some advice.





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HANDS-ON EXPERIENCE

TEST-DRIVING THE FUTURE

Customers have opportunity to experience the latest offerings from Komatsu

Nearly 180 customers attended Komatsu's spring Demo Days at its Cartersville Customer Center in Georgia. The three-day event featured the company's latest products, including its industry-leading *intelligent* Machine Control equipment and new SMARTCONSTRUCTION service that debuted at CONEXPO-CON/AGG 2017.

"Our Demo Days are great events because they give customers the chance to operate equipment and talk to our experts, so they get a real feel for everything these machines can do," said Komatsu Director of Training and Publications Tom Suess. "The technology on our *intelligent* Machine Control pieces is amazing, and to give customers the chance to experience them first-hand is really valuable."

In the morning, attendees had the option to tour Komatsu's Chattanooga Manufacturing Operation in Tennessee or take part in a SMARTCONSTRUCTION session and learn more about the service that helps customers achieve maximum performance through their *intelligent* Machine Control equipment. The SMARTCONSTRUCTION session was held in the recently renovated theatre at the Cartersville Customer Center.

After lunch, attendees had the remainder of the afternoon to operate more than 30 machines, including Komatsu's latest releases, the HB365LC-3 hybrid excavator, PC650LC-11 excavator, PC170LC-11 excavator, HD605-8 haul truck and D51PX-24 dozer. The lineup also featured the entire family of *intelligent* Machine Control excavators and dozers.

Komatsu's operator-training simulator, Worksite VR, unveiled at CONEXPO-CON/AGG,



(L-R) Justin Sailer of Komatsu America meets with Michael Baier and Brandon Chaffee of Terry Bros. Inc.



Tom Suess,
Komatsu Director
of Training and
Publications



Lucas Masica (left) and
Derek Craft (right) of
Kevitt Excavating talk
with RMS Sales Rep
Les Harkonen.

A customer tests

Komatsu's PC650LC-11
excavator at Demo Days
in Cartersville, Ga.

▶ VIDEO



Continued . . .

RMS customers enjoy Demo Days

...continued

Using Komatsu's Worksite VR operator-training simulator, this customer completes a series of tasks on a computer-generated excavator.



Mike Joy of Doboszenski & Sons waits his turn to demo the latest Komatsu equipment.



John Bougalis (left) of George Bougalis & Sons and RMS Sales Rep Les Harkonen take a closer look at Komatsu excavators.

RMS Sales Rep Phil Major (right) welcomes Mark Conte and Verlyn Schoep of Meyer Contracting, Inc. to the Cartersville Customer Center.



Kevin Bollig of Bollig & Sons inspects a PC490LCi excavator.



was available for customers to try out as well. Attendees completed a series of excavator tasks using a pair of virtual-reality goggles and working joysticks.

Many firsts

The event also served as a welcome for Komatsu America's new President and Chief Operating Officer Hank Takatsuki.

"Demo Days are always exciting, but this was special because there were so many firsts," said Suess. "It was our initial event after CONEXPO-CON/AGG that gave customers the chance to test all of the things they may have seen or heard about from the exhibit; we were able to show off our recent renovations; and we had the opportunity to welcome Hank. It was an awesome week and a great springboard into the future." ■



Jason Caven (left) and Aaron Kruger of McCarthy Improvement get ready to test the latest Komatsu equipment.

Rainy weather doesn't dampen the enthusiasm of (L-R) Ronak Amin of Komatsu as well as Lee and Ryan Sunram of Sunram Construction.



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"I've used them all
and Komatsu
is the best."

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"Komatsu's i-machines definitely make my operators better at what they do. I mean, we haven't been using this technology for the past twenty years, so it's pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product."



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GUEST OPINION

AEM MOTTO: #TIMETOBUILD

Association gives four reasons why Congress should tackle infrastructure issues now



Kate Fox Wood,
AEM Campaign
Director,
Infrastructure
Vision 2050

This year's nationally recognized Infrastructure Week in May couldn't have been better timed. President Trump continues to emphasize the importance of upgrading U.S. infrastructure, and members of Congress on both sides of the aisle are eager to tackle this vital issue. As this year's Infrastructure Week theme suggested, now is the perfect #Timetobuild. The Association of Equipment Manufacturers (AEM) recently joined with dozens of other organizations and hundreds of individuals to take the message to Capitol Hill.

Time to act

Here are four reasons (in no particular order of importance) why this is an opportune time to pass meaningful legislation to upgrade and modernize the U.S. network of roads, highways, bridges, waterways, locks, dams, underground utility infrastructure and broadband.

Kate Fox Wood, AEM Campaign Director, Infrastructure Vision 2050, outlines four reasons why now is the time to focus on infrastructure, including the public's desire for action and bipartisan support among lawmakers.



We know we have a problem. The sad state of U.S. infrastructure has been amply litigated. The case for investment and action has been made and supported with economic impact studies, report cards and warnings of what will happen if we don't act. In the arena of Capitol Hill and public debate, the issue is settled. U.S. infrastructure needs help.

The American public wants action. AEM conducted a national poll last summer that showed U.S. voters overwhelmingly support increased federal investment in the nation's infrastructure. Subsequent surveys indicate that prioritization has not wavered.

Infrastructure is bipartisan. Infrastructure continues to serve as a unifying priority for Republicans and Democrats, as well as among the administration, the U.S. House and the U.S. Senate. While lawmakers may not agree on much these days, infrastructure modernization is an opportunity for bipartisan consensus and progress.

The infrastructure tech revolution is here. As was on full display in the Tech Experience at CONEXPO-CON/AGG, and is demonstrated by AEM's Infrastructure Vision 2050 and Thinking Forward initiatives, technology is driving the future for everything related to infrastructure. We must get ready to embrace and adapt to the rapid pace of innovation around how we move people and goods.

Now is the time to remind your state and federal legislators about how important it is to upgrade and modernize U.S. infrastructure. Through efforts such as personal visits to lawmakers, participation in policy discussions and writing op-eds, we will continue to remind legislators that it's always the perfect #Timetobuild. ■

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BUILDING THE FUTURE

NEW PATH TO CONSTRUCTION JOBS

Industry finds creative solutions to recruit millennials, address employee shortage

Asks any contractor what is the biggest challenge facing his or her business, and the answer will likely center on finding qualified workers. Since the Great Recession ended, recruiting capable employees with construction experience has presented a problem for many companies.

Recently, however, hiring employees to work in the industry at all – regardless of their experience level – has become a larger issue that is impacting the skills gap. Baby boomers make up 40 percent of the construction workforce. The generations that followed haven't joined the industry with as much regularity, setting the stage for a significant worker shortfall as the baby boomers begin to retire.

The Bureau of Labor Statistics on Occupational Outlook predicts the construction industry will need 1.7 million workers by 2020. With the national housing market experiencing tremendous growth and infrastructure projects continuing to get the green light, construction companies are often unable to keep pace by hiring additional employees. This can create dire

Baby boomers account for 40 percent of the workforce in the construction industry. As this generation enters retirement, the construction industry is in a race against time to find workers to fill the void.

consequences for an industry that is crucial to the health of the American economy.

The millennial issue

While there is no quick fix to the shortage of workers, the solution is fairly obvious – the industry needs to recruit millennials, those born between the early 1980s and the early 2000s. This is no small task, and it will require employers to drastically change their mindsets as well as that of those in the hiring pool.

Select a reason for millennials' lack of interest in the construction field – an education system that values four-year degrees, lack of blue-collar work ethic, addictions to smartphones and video games or a sense of unearned entitlement – and there is a study to back up the claim. However, construction isn't the only industry scrambling to learn how to employ this generation.

According to a 2016 study by staffing agency Adecco, 92 percent of business leaders across multiple industries said that Americans are not as skilled as needed for employment. The study also reported that 64 percent of the leaders interviewed think this shortage of skilled workers will result in a serious lack of investment in their companies.

With several industries, including education, health care and tech, vying for the services of the millennial workforce, some employers are in an unfamiliar position of needing to become more marketable to potential employees after decades of the reverse being true. Industries that adapt their recruiting practices to attract millennials will be better-positioned for success.

Back to school

Thanks to budget cuts and a growing emphasis on preparing teens to enter four-year colleges or universities, trade programs have been reduced or cut completely from the public school system. This





The Bureau of Labor Statistics on Occupational Outlook predicts the construction industry will need 1.7 million workers by 2020. With a national housing-market boom and more infrastructure projects getting the green light, construction companies are often unable to keep up with demand.

has shrunk the pool of qualified workers who can trade their caps and gowns for hard hats and steel toes upon graduation.

One strategy delivering positive results is to tailor education that fits the prevailing college-bound mindset of today's students. Such programs allow young people to have the college experience, yet still learn the skills necessary for a trade. These options provide an attractive alternative to the growing price tag of a four-year degree. By completing a vocational program, students save the expense of two years of college – while also paying lower annual tuition compared to four-year programs – and enter well-paying careers sooner and with far less or no debt.

It is a trend that has gained significant traction. Diesel-technology programs at North Dakota State College of Science (NDSCS) and Oklahoma State University Institute of Technology offer a blend of classroom and hands-on learning to prepare students for careers in just two years. Additionally, agreements with manufacturers and distributors allow participants to work in local dealers' garages as part of the course, with many students guaranteed employment with those dealers after graduation. (*See related story in this issue about the Komatsu Advanced Training program at Oklahoma State University Institute of Technology.*)

A Technician and Career Developer for the Komatsu distributor in North Dakota reports that the company has seen great returns from



Reinhardt University student Russell Goemaere (left) meets with a hiring representative at a Komatsu Recruitment Day in Cartersville, Ga. Events aimed at bringing more millennial workers into the industry are common as companies try to overcome the worker shortage.

its partnership with NDSCS. "The students are part of our culture for two years. There's no learning curve. Once they walk across that stage at graduation, they are full-time employees."

Creative programs

Cramming for tests and writing endless term papers can make even the brightest students sweat. Research shows that programs which blend real-world experience with traditional classroom teaching yield the deepest level of learning by combining theory with practice. For educators catering to the construction industry, designing programs in this way is now a key focus.

One school demonstrating success with this model is Ohio's Butler Tech, which offers hands-on, technical training for high schoolers. Butler Tech students in construction and landscaping programs recently remodeled a local Little League complex, in addition to taking academic courses. Supervisor

Continued . . .

Incentives, flexibility are key factors

...continued

Jon Graft says that the program gives students an education which translates to their future jobs and also introduces them to industry professionals, creating a pipeline between employers and potential employees. The Association for Career and Technical Education says that students enrolled in similar programs have a high school graduation rate of 93 percent, with 60 percent of students pursuing careers in the field for which they received technical training.

Middle Tennessee State University (MTSU) applies a similar model at the four-year university level with its concrete-industry degree. While in the program, students combine classwork with hands-on learning on their way to a bachelor's degree. Another program aim is to match students with potential employers for summer jobs that pay as much as \$20 an hour and can produce multiple job offers upon graduation.

Extreme Sandbox hosts several high school heavy-equipment camps annually at its Hastings, Minn., facility to familiarize students with the construction industry through hands-on activities.



Komatsu Director of Distributor Development Mike Hayes (center) poses with the 2016 Komatsu Diesel Program graduates at North Dakota State College of Science. Sponsored two-year vocational programs are a popular option for both equipment distributors looking to hire qualified workers and students who want a college experience.



"If we can't get students out to the industry, our goal is to bring the industry (to them)," explained Nicole Green, Marketing and Recruiting Coordinator for the MTSU concrete-industry program, in an April 2017 interview with online media outlet Construction Dive.

Third-party entities are stepping up to meet the construction-industry recruiting challenge as well. For example, Extreme Sandbox specializes in the use of construction equipment for entertainment purposes, with packages typically geared toward fun outings for adults. However, it also addresses the worker shortage through its high school heavy-equipment camps. Owner Randy Stenger refers to the camps as "edu-tainment" sessions to familiarize kids with the construction industry and generate excitement about careers in the field. (*See related article in this issue about heavy-equipment camps at Extreme Sandbox.*)

Individual companies are also taking matters into their own hands. In an effort to boost recruiting, some have begun sponsoring high school graduates, offering them summer internships while paying the expenses for a portion or all of their two-year college programs. For graduates planning to work in construction, but who don't want to attend college, firms are incorporating more training and accepting that the learning curve for new hires may be steeper than it was 20 years ago. Employers see sponsorships and extended training as viable methods to build loyalty with new employees, while also ensuring that they have well-qualified workers.

What does the future hold?

The path that tomorrow's construction workers take to employment will look quite different from the generations that preceded them. To solve this critical issue, both future employees and employers need to change their thinking to find answers.

There are solutions. From technical education programs backed by corporate manufacturers, to local contractors allocating more time and funds to train new hires, the industry is taking steps to recalibrate its approach and strengthen its future. ■

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022

NEW PRODUCT

SECOND-GENERATION PC210LCi

New *intelligent* Machine Control excavator offers improved efficiency, joystick functionality

When Komatsu first introduced *intelligent* Machine Control excavators, it started with a PC210LCi-10. Two years later, it brings the second generation to market with the PC210LCi-11 that leverages the proven track record of its pioneering predecessor while adding eagerly awaited machine-control-joystick functionality.

Like other Komatsu *intelligent* Machine Control excavators, the PC210LCi-11 has factory-integrated technology. It offers up to a 63-percent improvement in efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.

Reduced costs through work function automation

The PC210LCi-11 saves time and money by minimizing the need and expense of grading dozers and grade checkers, as well as the costs associated with overexcavating, such as extra materials, fuel and time.

The machine has full, 3-D Global Navigation Satellite System capabilities that are tied into machine hydraulics. This allows actual automation of work equipment functions, not just the indication/manual-only operation typically found in aftermarket systems.

Advanced features of the PC210LCi-11 include a facing-angle compass and minimum-distance bucket control that deliver in a simple, intuitive manner. It is also equipped with Auto Grade Assist, Auto Stop Control and Minimum Distance Control, which contribute to the machine's ability to effectively reach target elevation without overexcavating.

"With increased productivity, jobs can be completed on-time, under budget and with less equipment," said Sebastian Witkowski, Komatsu Product Marketing Manager. "The PC210LCi-11 is productive and precise enough to be a fixture on jobsites ranging from basements and foundation pads to utility work. In addition to the efficiency that machine owners look for, the added convenience of the machine-control-joystick functionality should make operators happy, too." ■



Sebastian Witkowski,
Komatsu Product
Marketing Manager

Quick specs on Komatsu's PC210LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC210LCi-11	165 hp	50,706 - 51,599 lb	0.89 - 2.56 cu yd

Komatsu's new *intelligent* Machine Control PC210LCi-11 features machine-control-joystick functionality. Industry-leading technology offers up to a 63-percent improvement in excavating efficiency compared to a standard PC210LC-11 and traditional stake-plus-grade-checker method.



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019

INNOVATIVE PRODUCT

NEW PRODUCTION EXCAVATOR

PC650LC-11 built for mass excavation and deep trenching

Whether loading trucks or working in deep sewer and water-trenching applications, Komatsu's new PC650LC-11 delivers. This newcomer to the company's excavator lineup maintains the productivity and transportability of the previous Dash-8 model while at the same time improving fuel efficiency, cab design and serviceability.

With nearly 2 percent more horsepower compared to its predecessor, the PC650LC-11 still lowers fuel consumption. The 436-hp engine is Tier 4 Final emissions-certified and has an integrated selective catalytic reduction system that uses diesel exhaust fluid (DEF) to meet EPA NO_x regulations.

The powerful engine, combined with a highly efficient hydraulic system, gives the excavator excellent digging force at depths of up to 33 feet 6 inches. Operators can choose from three working modes to match material and work load. A one-touch Power Max function increases horsepower on demand by 8 percent for eight seconds when needed.

"The PC650LC-11 matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications," said Justin Lantin, Komatsu Product Marketing Manager. "It is also designed to accommodate flexible job operations that require frequent transportation with reduced time needed for disassembly."

'Greater value'

Komatsu specifically designed the cab for excavators, giving it both strength and comfort. It features a reinforced box structure framework and is mounted on viscous isolation dampers for low vibration levels. Its monitor shows DEF level, ecology guidance, operational records,

fuel consumption and utilization information. A new display combines machine information and a wide, landscape view from the standard rearview camera, allowing operators to easily see the working area behind the machine.

"With our Level 5 KOMTRAX telematics system, operators and owners have access to increased data to better manage their operational costs," said Lantin. "Like other Tier 4 machines, this excavator comes with our Operator Identification System and Auto Idle Shutdown. Whether rented, leased or purchased, the PC650LC-11 is covered by Komatsu CARE, which provides complimentary scheduled maintenance and a 50-point inspection at each service for the first three years or 2,000 hours. It all adds up to greater value." ■



Justin Lantin,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu's PC650LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC650LC-11	436 hp	140,4567-145,284 lb	2.05-4.98 cu yd

The 436-horsepower PC650LC-11 improves fuel efficiency, cab design and serviceability compared to its predecessor. It matches perfectly with 30- to 40-ton trucks for high-production loading, and it is well-suited for mass excavation and deep sewer and water-trenching applications.



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020



Discover more

FORESTRY NEWS

INCREASED POWER, COMFORT

New PC290LL-11 log loader delivers high performance in demanding applications

Every forestry business appreciates opportunities to improve its operations, and the new Komatsu PC290LL-11 log loader provides just that. Available in either a 40-foot-reach, live heel log loader or 34-foot-reach, road builder configuration, the PC290LL-11 delivers high performance in demanding logging applications. (Komatsu plans to introduce a processor configuration in the future.)

"We designed the PC290LL-11 by first identifying and then meeting customers' needs," stated Steve Yolitz, Manager, Marketing Forestry for Komatsu America. "For example, in terms of productivity, it has increased drawbar pull. Regarding operator comfort, it has electro-proportional control, or EPC, thumb-actuated buttons for precise attachment function control, as well as all LED lighting, which can extend the work day."

The PC290LL-11 log loader features powerful PC360-class final drives that generate 64,250 pounds of drawbar pull for excellent shovel logging and rough-terrain performance. A rugged PC390-class swing motor and drive deliver high swing torque for superior log loading and road building performance.

Komatsu's standard, robust forestry guarding package now includes an enhanced, right-hand corner-guard system with a fully protected LED light, plus a tree deflector with a "hockey stick" design that can be removed or reverse-mounted for transport. The track-frame steps are also removable or can be reverse-mounted to achieve an 11-foot 5-inch transport width, which meets most local regulations and reduces the need for special transport permits.

High-capacity cooling, cab choices

A new, high-capacity cooling system utilizes wide-core cooling fins for the radiator,

hydraulic oil cooler and a charge air cooler for improved performance and reliability. The heavy-duty, one-quarter-inch-thick cooler air-intake door is waffle-screened and sealed to reduce debris accumulation and cleaning time.

The modern, fully certified cab is more comfortable with lower-profile, pilot proportional control levers for the boom, arm and heel functions. The LCD monitor has a split-display mode, showing both a rear-camera view and key machine gauge data at the same time. The cab is available with a 48-inch hydraulic tilt or 7-inch, fixed-cab riser.

"The initial customer feedback has been very positive," said Yolitz. "The PC290LL-11 is definitely meeting and exceeding their needs as we had planned" ■



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Quick Specs on Komatsu's PC290LL-11 Log Loader

Model	Net Horsepower	Operating Weight	Reach
PC290LL-11*	196 hp	89,730 lb	40 ft
PC290LL-11**	196 hp	82,230 lb	34 ft

*Live heel, log loader configuration **Road builder configuration



The new PC290LL-11 is available in either a 40-foot-reach, live heel log loader or a 34-foot-reach road builder configuration. It features a new, high-capacity cooling system for improved performance and reliability.

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NEW RIGID-FRAME TRUCKS

Increased horsepower, traction control system improve productivity and per-ton costs to move materials

Haulage is all about moving materials from point A to point B at the lowest per-ton cost possible. Komatsu's new Dash-8 HD465 and HD605 rigid-frame trucks improve on the already-stellar record of its predecessors with a higher horsepower engine (724 hp) and a Komatsu Traction Control System (KTCS) that increase productivity.

In addition to higher horsepower, the Tier 4 Final engine reduces fuel consumption by up to 12 percent in the HD465-8 and up to 7 percent in the HD605-8 compared to the Dash-7 models they replace, further lowering costs. Hydraulically actuated Exhaust Gas Recirculation working with the Variable Geometry Turbocharger ensures precise operation and quick response.

System delivers optimum traction

Now standard, the KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is not compromised. The Komatsu Advanced Transmission with Optimum Modulation Control System (K-ATOMiCS) adjusts shifting performance, according to demand, for a more comfortable ride and reduced material spillage.

Cab upgrades

Komatsu improved cab access with sloped stairs and handrails in front, replacing the previous ladder configuration. Additional new features include a 7-inch LCD color screen, a dedicated rearview monitor,

fast-fill fuel system, an engine compartment light and a premium heated and ventilated operator's seat with air suspension.

"With an increase in horsepower and improved fuel economy, the HD465-8 and HD605-8 are designed to maximize production efficiency," said Rob McMahon, Komatsu Product Marketing Manager. "Enhancements to the cab layout and maintenance access, combined with new technology features, give these trucks something everyone will like." ■



Rob McMahon,
Komatsu Product
Marketing Manager

Quick Specs on Komatsu's HD465-8 and HD605-8 Models

Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD465-8	724 hp	228,179 lb	61 ton
HD605-8	724 hp	252,870 lb	69.4 ton

Komatsu's new HD465-8 and HD605-8 feature higher horsepower engines than their predecessors, as well as the Komatsu Traction Control System. The combination helps improve productivity.



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WE LISTEN AND LEARN

Rich Smith says direct customer engagement leads to productive changes in Komatsu machinery

QUESTION: What does the construction market look like?

ANSWER: The market was down slightly last year, but despite that, Komatsu still delivered a lot of machines into the field. This year is off to a good start, and our customers are telling us there may be a bit more strength in the back half of the year.

QUESTION: How does Komatsu meet the demands of a seemingly ever-changing marketplace?

ANSWER: No matter the market situation, we continue to engage customers directly. We make a concerted effort to get out of the office and into the field. During the past few years, we have made more than 15,000 visits to customers, and that's helped us to better understand the markets and our customers' needs.

Further, demonstrations at our Cartersville Customer Center allow us to bring current and potential users of Komatsu equipment to our training and demonstration facility where they can operate our latest machinery and give us feedback.

Customers often share ideas on how they can use the machines in ways that we had not considered. One of the benefits is that we are taking this information and driving it back into our development processes. We use it to manufacture machines that are more specific to the North American construction marketplace and customer needs.

QUESTION: Can you provide some examples?

ANSWER: Our Tier 4 Final Dash-11 excavators are performing at a much higher level than the Interim Dash-10s. When the Interim machines



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

Rich Smith, Vice President,
Product and Services Division

Rich Smith has been with Komatsu America for 27 years, beginning his career in manufacturing. He has served a variety of functions at Komatsu, including manufacturing, product support, contract administration, technical support and product marketing. His wide range of experience is particularly valuable in developing new products and expanding business into new markets.

"When I started with Komatsu it was at the forefront of machine technology with autonomous trucks," recalled Smith. "It remains there today with innovative products such as our *intelligent* Machine Control excavators and dozers. I remember when I first saw aftermarket, grade-control systems on dozers and thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines."

Smith serves on the National Mining Association Board of Directors; is the current President of the National Mining Association Manufacturers and Services Board of Governors; and is also on the Board of Directors of the Energy Equipment and Infrastructure Alliance. He graduated summa cum laude from the University of Illinois at Springfield with a degree in Business Administration and Management.

"I started on the shipping dock at our plant in Peoria, Ill., and worked my way up," said Smith. "I value three things highly: honesty, integrity and work ethic. So does Komatsu, and that's part of why I've stayed here so long. It's like a family-owned business inside of a large organization. I can't imagine ever working for another manufacturer."

Helping customers be productive and profitable

...continued

were introduced, there was a strong push for fuel efficiency. North American customers appreciate that, but it's not as important to them as in countries where fuel prices are much higher. Instead, those in North America want to maximize productivity. So, we talked to them directly to find the right ratio of

Rich Smith recalls seeing the first aftermarket, grade-control systems on dozers. "I remember ... thinking that those masts and cables are going to get ripped off, figuratively and literally. Komatsu solved that by integrating grade control into the machines."



Some product improvements, such as Advanced Joystick Steering in the WA500-8 wheel loaders, are a result of customer input, noted Rich Smith, Vice President, Product and Services Division. "Customers often share ideas on how they can use the machines in ways we had not considered," said Smith. "One of the benefits is that we are taking this information and driving it back into our development processes."

Komatsu Vice President, Product and Services Division Rich Smith says visiting with customers provides valuable feedback. "No matter the market situation, we continue to engage customers directly," said Smith. "During the past few years we have made more than 15,000 visits to customers, and that's helped us to better understand the markets and our customers' needs."

economy and production. For example, the PC360LC-11 is now approximately 12 percent more productive than its predecessor while still being quite fuel-efficient.

Another example is the introduction of an Advanced Joystick Steering System (AJSS) in our WA500 wheel loaders, something not previously available in that size of machine. Customers told us they sometimes use it in load-and-carry applications, and AJSS allows them to maximize productivity and minimize cycle times. With standard joystick steering, the top speed is limited for controllability issues and comfort. With AJSS you don't have to do that, so operators can run at top speed in the load-and-carry application.

QUESTION: Attendees could see some of these machines at CONEXPO, along with *intelligent Machine Control* excavators and dozers. What's on the horizon for those products?

ANSWER: We recently introduced the Tier 4 Final PC210LCi-11 excavator (see related article), and we are developing other products. But, we're looking well beyond the iron. CONEXPO was our formal launch of Komatsu's future vision of SMARTCONSTRUCTION, which provides jobsite solutions with items such as 3-D aerial mapping, personnel training for machine usage and optimization, progress and cost tracking, project management and potentially much more. The possibilities are virtually limitless. Again, customers want to be productive and profitable, and we're implementing ways to further help them from both machinery and support standpoints. Komatsu aims to be their total solutions provider. ■





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OSUIT Komatsu training program develops technicians through classroom, hands-on experience

Komatsu recently earned an award from The AED (Associated Equipment Distributors) Foundation for its efforts in promoting education, something the company has been committed to for decades. The Komatsu Advanced Career Training (ACT) program at Oklahoma State University Institute of Technology (OSUIT) – celebrating its 20th anniversary – is a shining example of this dedication.

"The program gives students the skill set they need to become successful technicians and work on heavy equipment, specifically Komatsu machinery," said Mike Hayes, Komatsu Director of Distributor Development. "Komatsu supports the program by providing machinery, componentry, and technical information, the latter of which includes the latest diagnostic tools."

Students in the program are recruited by Komatsu distributors who sponsor their education. Distributors often give financial assistance toward education costs, including tool incentives, as well as other support. After successfully completing the program, all students are guaranteed a job with the sponsoring distributor, and their education continues through company and manufacturer training.

"We believe the Komatsu ACT program at OSUIT is the oldest partnership of its kind," explained Hayes. "It definitely has the longest history on the OSUIT campus. Students learn the fundamentals, and once they are on the job, they further their training and skills. Eventually, they could move into management at the dealership using their formal education and trade skills."

On campus, in the shop

Komatsu ACT students divide their time between OSUIT and the sponsoring distributor. During each 16-week semester, students spend eight weeks on campus, where they receive classroom and hands-on basic training in hydraulics, electrical systems, engines and more. The balance of the semester is spent in a service department at one of the branch locations of their distributors to utilize the skills they learned in the classroom.

"I was a technician, and I wish there was a program like this when I started," said OSUIT Instructor Hector Garrido-Guevara. "It's a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable."

Students graduate with an Associate of Applied Science in Diesel & Heavy Equipment, Komatsu ACT Technology

Continued . . .



Mike Hayes,
Komatsu Director
of Distributor
Development

Dylan Brown and other students in the Oklahoma State University Institute of Technology program get hands-on training on campus and work in their sponsoring distributor's service department. "The program gives students the skill set they need to become successful technicians," said Mike Hayes, Komatsu Director of Distributor Development.

► VIDEO



Distributors sponsor students, see return-on-investment

...continued



Terryl Lindsey,
Dean



Hector
Garrido-Guevara,
Instructor

degree. The program totals 87 credit hours. In addition to classes specific to Komatsu, students take courses in math, writing and history.

Terryl Lindsey, who is Dean of the program, has been at OSUIT nearly 25 years and was an instructor in the Komatsu ACT program at its outset. "Twenty years ago we had a hodgepodge of componentry and no equipment. Today, we have an excellent selection of parts and components, such as hydroshift transmissions, that students can work with as well as several pieces of machinery. Komatsu and its distributors continue to show a strong commitment to the program, and that's made it a huge success."

Proof in the numbers

Student Dylan Brown recently graduated from OSUIT Komatsu ACT. He said the hands-on opportunities in the classroom and during the half of each semester spent in one of his sponsoring distributor's shops were his favorite parts of the program.

"I went from no knowledge of construction machinery systems to being able to work on my own or with a mentor if I need to," shared Brown. "There is no substitute for actually working on a component or a machine. For example, advanced labs included seeing the inner designs of travel motors and final drives. That has real-world application because I have seen it in the dealer's shop."

(L-R) Instructor Hector Garrido-Guevara looks on as students Roby Herchenhahn and Christian Harris perform a lab in the OSUIT Komatsu ACT program. "I was as a technician, and I wish there was a program like this when I started," said Garrido-Guevara. "It's a great way for students to learn about systems and machinery and then apply their classroom knowledge in real-world settings. That is invaluable."



In addition to earning an associate degree, students who have finished the program since 2011 also receive their first-level technician career-path certificate recognizing them as Certified Komatsu Technicians. Beyond the core credit hours at OSUIT, students complete the Komatsu Virtual Campus (KVTC) online training courses, one new-model course and two years of employment, which are required for this level of certification.

"Graduates of this program often earn six-figure salaries within a few years," reported Hayes. "That's an obvious benefit for them. The distributors see a terrific return-on-investment because they are getting a proficient technician. Ultimately, that's good for customers because they can rely on dealers to have skilled, experienced personnel who can diagnose and fix machinery with minimal downtime."

Lindsey said that's been the focus from day one. It's why the program took off, grew and remains a model of success.

"We have an 85-percent graduation rate, and 99.8 percent of students who complete the program are hired full-time when they complete the program," noted Lindsey. "Because Komatsu distributors sponsor them, most students leave with little to no debt. Our follow-up data show that five years after graduation, 80 percent are still with the distributor from their internship. This program works; we have a 20-year history that proves it." ■

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FINDING SOLUTIONS

'EDU-TAINMENT'

Heavy-equipment camp encourages young people to learn about construction jobs



Odessa Perry,
Career Development
Coordinator



Randy Stenger,
Owner

With a severe skills gap facing the American construction industry, targeting and cultivating the next generation of potential employees is imperative to its success. The worker shortage will have serious consequences, if not addressed.

Warren County High School Career Development Coordinator Odessa Perry knows this and began looking for opportunities to educate her Warrenton, N.C., teens about careers in the construction industry. With students and administration onboard and a grant from the North Carolina Department of Transportation (NCDOT) in hand, she turned to Extreme Sandbox and Komatsu to make the experience happen.

"In 2014, our district created four high school career academies, and engineering construction technology is a specific area,"

Extreme Sandbox Owner Randy Stenger (left) provides direction to a Warren County High School student operating a Komatsu PC35MR excavator at a heavy-equipment camp. Students from Warren County High School traveled 20 hours to the Hastings, Minn., facility thanks to a grant from the North Carolina Department of Transportation.

► VIDEO



explained Perry. "This year, we received an NCDOT grant to take a trip that would allow our kids to learn more about equipment and the industry. We're so grateful this worked out the way it did."

In late April, Perry and 40 students boarded a bus and made the 20-hour trip to Minnesota to take part in Extreme Sandbox's heavy-equipment camp, a full day of hands-on training with Komatsu equipment and information sessions about careers in the construction industry.

Closing the skills gap

"Our heavy-equipment camps are geared specifically for high school students," said Extreme Sandbox Owner Randy Stenger. "They are a great opportunity for the kids to get in machines and gain a better understanding of these types of careers. We try to educate and entertain them. We call it edu-tainment. We're a fun company, but we're also committed to strengthening the industry. The skills gap is real, and days like this are a great first step to closing it."

Thanks to a partnership between Extreme Sandbox and Komatsu, the students could operate a pair of D61PX dozers, two PC35MR and two PC210LC excavators as well as two WA270 wheel loaders. Representatives from Road Machinery & Supplies Co. were also on-hand to host interactive demonstrations with a service truck and meet with students.

"This was an experience that will stick with these kids for a while," stated Perry. "It was such a great opportunity for them. Extreme Sandbox and Komatsu went above and beyond for us, and we are so thankful." ■

NEWS & NOTES

Transportation a winner in spending plan

The Congressional spending plan passed in May spares transportation funding from proposed cuts, instead boosting the amount the Department of Transportation (DOT) was set to receive. The plan gave the DOT \$19.3 billion – \$681 million above the original allocation.

The bill also preserved funding for Transportation Investment Generating Economic Recovery (TIGER) grants, which

were created under the Obama administration. It increased money to the Federal Transit Administration Capital Investment program and maintained spending for the Essential Air Service subsidy program that serves rural communities. Other provisions call for \$16.4 billion for the Federal Aviation Administration and added funding for grants to implement Positive Train Control Technology and other initiatives. ■

FMI: Total value of construction to increase, but at slower pace

Fails Management Institute's 2017 forecast predicts a 6 percent increase for the total value of construction put in place for the United States. With the gross domestic product most recently indicating a 2.1 percent growth in the fourth quarter of 2016, construction growth of 6 percent looks solid.

Forecasts for key sectors include an improvement of 4 percent in manufacturing for 2017, and an increase of 7 percent for that sector in 2018. Fails Management Institute projects a 3 percent growth in 2017 and 4 percent in 2018 for highway and street work. ■



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INDUSTRY NEWS

NEW AGC RECOMMENDATION

Construction companies are encouraged to hold safety talks after lunch breaks



Stephen E. Sandherr,
AGC Chief
Executive Officer

A new study from the Associated General Contractors of America (AGC) dispels the belief that most construction-related fatalities occur in the morning. In fact, noon is the deadliest hour, according to the association, which now recommends that companies hold safety talks and stretching sessions when workers return from 11 a.m. to noon lunch breaks, which are common on most jobsites.

AGC conducted the study during a three-year period in association with the Myers-Lawson School of Construction at Virginia Tech University. Researchers looked at every construction fatality that occurred during that time frame, with an eye toward helping construction companies implement the most effective safety measures by understanding why, when and how fatalities occur.

"We all share a common goal – getting to zero construction fatalities," said

AGC recommends that companies hold safety talks and stretching sessions when workers return from lunch breaks as a new study revealed that most construction fatalities occur during the noon hour. Additional findings reinforce existing safety practices and many of AGC's longstanding safety programs.



Stephen E. Sandherr, AGC's Chief Executive Officer. "This report offers the data and recommendations needed to help construction firms achieve that goal."

The AGC released the study at a time when construction employment is rising in many areas. Recent data showed payrolls reached their highest level since 2008.

Reinforcing safe practices

Additional findings reinforce existing safety practices and many of AGC's longstanding safety programs. For example, falls from ladders and other structures account for one-third of U.S. construction fatalities. This confirms a focus by both the association and the industry on offering training and safety stand-downs to address fall protection. Sandherr noted that AGC is now looking to establish new training programs designed to improve ladder safety.

The study also revealed that Hispanic workers are not disproportionately the victims of accidents, as some believe. As a group, Hispanics account for 24 percent of the national construction workforce and 25 percent of all construction fatalities. Sandherr said this finding was important because it indicates that construction firms need to craft safety programs targeting the entire workforce, rather than specific segments.

Sandherr added that AGC was sending the new safety report to each of its members, as well as to other construction associations and making it available online. "No wisdom or insight should be proprietary when it comes to the safety of construction workers," he said. ■

EMPLOYEE SPOTLIGHT



WILL ANDERSON

Current role is perfect fit for this new Technology Solutions Expert

The path that led Road Machinery & Supplies Company's newest Technology Solutions Expert (TSE) to his position was both traditional and modern. Growing up in Oskaloosa, Iowa, Will Anderson was always playing around on heavy machinery either on the family farm or for his dad's excavating business. When he wasn't on equipment, he was in front of a screen just like any millennial, playing video games or using a computer. While these two pastimes may seem to conflict with each other, they helped Anderson develop the skills necessary to succeed.

"This position is really a perfect fit for me," said the 26-year-old Anderson. "I love being around machines visiting jobsites, and technology is something that I've always been obsessed with. I get the best of both worlds."

It didn't take long for Anderson to find his niche in the construction industry. While working for Huber Grading after college, he quickly showed his aptitude for the technology that has revolutionized the industry.

A quick study

"We had a GPS system for all of our equipment, and one day when a superintendent was training me, he noticed how fast I picked it up," recalled Anderson. "I started helping with jobsite setup, and eventually I was doing that more than operating a machine. I did a lot of learning on the fly while I was still operating, but the technology all made sense to me."

This winter, he decided to move to the technology side full time when he joined RMS as a TSE. He dove right into the position.

"I was hired on a Friday, and I was at Komatsu's Cartersville Customer Center in

Georgia the next Monday," said Anderson. "The TOPCON system is so user friendly and streamlined, that it is very easy to pick up. It's amazing."

Today, Anderson crisscrosses the state of Iowa, helping customers understand and unlock the potential of their TOPCON and *intelligent* Machine Control equipment.

"Some customers are intimidated by the technology at first, but once they see how easy it is to use, they love it," noted Anderson. "I have a customer who had zero experience with technology. He went from owning no *intelligent* Machine Control equipment, to purchasing two excavators with the built-in GPS, and he hasn't had any issues. That's how well-designed this is."

When he isn't helping customers, Anderson spends his free time remodeling his house. He and his fiancée, Lauren, are preparing to welcome their first child this fall. ■

The mix of heavy equipment and cutting-edge technology is the perfect fit for Road Machinery & Supplies Co. Technology Solutions Expert Will Anderson.



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\$69,500

 2013 KOMATSU WA320-7,
 S/N 80192, 10,109 hrs.

\$269,500

 2013 KOMATSU D155AX-7,
 S/N 90084, 3,930 hrs.

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Hours	Price
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HYDRAULIC EXCAVATORS



2002	KOMATSU PC200LC-7	A86080	12,635	\$28,900
2015	KOMATSU PC210LC-10	A11039	1,158	\$149,500
2015	KOMATSU PC210LC-10	A10979	1,891	\$139,500
2015	KOMATSU PC210LC-10	A10978	1,043	\$145,000
2006	KOMATSU PC220LC-8	A88045	10,056	\$48,750
2006	KOMATSU PC300LC-7E0	A88200	6,875	\$67,500
2008	KOMATSU PC300LC-8	A90603	6,531	\$99,500
2013	KOMATSU PC360LC-10	A32923	2,852	\$175,000
2014	KOMATSU PC490LC-10	A40661	4,920	\$207,900
2005	DEERE 330CLC	804226	6,804	\$129,500
2005	DEERE 270C LC	702380	7,665	\$54,500
2012	HYUNDAI ROBEX 210LC-9	HQ601CB0001058	2,716	\$99,500
2012	HYUNDAI ROBEX 160LCD-9	HZ501JC0000211	1,996	\$84,500
2012	VOLVO EC480D	210148	6,641	\$115,000

COMPACTORS/PAVERS



1979	BLAW-KNOX PF120H	0850-018	1,174	\$6,500
2012	BLAW-KNOX RW35A	88330	235	\$64,500
2012	LEEBY 8510B	87252	1,942	\$94,500
2013	LEEBY 8616	91825	917	\$139,500
2014	DYNAPAC CA1500PD padfoot compactor	10000156P0A013915	248	\$89,750
2005	INGERSOLL-RAND SD45FB padfoot compactor	181481	486	\$49,700
2008	VOLVO SD116F padfoot compactor	196491	1,493	\$74,500
2013	DYNAPAC CA3500D smooth drum compactor	10000146T0A011405	896	\$72,500
2014	DYNAPAC CC1100 smooth drum compactor	10000330A0A013771	268	\$29,750
2014	DYNAPAC CC6200 smooth drum compactor	10000349H0A014144	1,225	\$99,500
2014	DYNAPAC CA2500D smooth drum compactor	10000138C0A014510	840	\$74,500
2014	DYNAPAC CA1500D smooth drum compactor	10000156T0A013783	339	\$58,750
2015	DYNAPAC CC1300 smooth drum compactor	4AOA015104	369	\$37,500
2015	DYNAPAC CA1300D smooth drum compactor	10000159TFA015441	331	\$44,500
2016	DYNAPAC CC6200 smooth drum compactor	10000349TGA017706	1,180	\$122,000
2005	WACKER RD15 smooth drum compactor	5548311	296	\$16,500

WHEEL LOADERS



2007	KOMATSU WA380-6	A53060	8,845	\$74,500
2007	KOMATSU WA380-6	A53061	13,355	\$70,500
2013	KOMATSU WA320-7	80192	10,109	\$69,500
2015	KOMATSU WA380-7	A64674	2,410	\$173,500
2015	KOMATSU WA380-7	A64675	2,237	\$179,000
2015	KOMATSU WA380-7	A64671	1,368	\$175,500
2014	HYUNDAI HL760-9A	HLL04TE0000241	1,929	\$162,036
2014	HYUNDAI HL740-9A	HLN05KE0000182	364	\$133,000
2014	TAKEUCHI TW65	2041110E	277	\$59,500

AGGREGATE EQUIPMENT

1957	PIONEER 45VE	SH42762		\$61,000
2014	POWERSCREEN PREMIERTRAK R300		1,043	\$349,500
2016	ASTEC PTSC2618VM	164259	2,469	\$139,000
2016	ASTEC PTSC2618VM	164257	2,465	\$139,000
2009	KPI FT3620CC	93101	4,571	\$130,000
2015	KPI-JCI 1830PH	414372-414374		\$336,000
2008	TRIO 3625	TSW3625-358		\$19,500

OFF-HIGHWAY TRUCK

2015	KOMATSU HM400-5	10023	3,172	CALL
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CRAWLER DOZERS

2005	KOMATSU D65EX-15	67717	12,745	\$55,000
2011	KOMATSU D65EX-16	26860365	8,915	\$90,000
2012	KOMATSU D61EX-15E0	B46761	860	\$159,000
2013	KOMATSU D155AX-7	90084	3,930	\$269,500
2016	KOMATSU D39PX-24	95133	490	\$135,000
2016	KOMATSU D61PXi-23	31787	1,404	\$254,500
2016	KOMATSU D61PXi-23	31795	1,937	\$235,000

CRANES



2014	GROVE YB7725 carry deck crane	322116	897	\$269,500
2013	SANY SRC840 rough terrain crane	13RC00351276	2,275	\$109,000
2007	POTAIN IGO MA21 tower crane	408760		\$89,500

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S/N A11039, 1,158 hrs.



\$135,000

2016 KOMATSU D39PX-24,
S/N 95133, 490 hrs.



\$173,500

2015 KOMATSU WA380-7
S/N A64674, 2,410 hrs.

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Price
FORK LIFTS & BOOM LIFTS								
2014	PETTIBONE EXTENDO 1530 telescopic	EX10428-14	254	\$129,500	2013	KOMATSU arm		\$4,900
2014	PETTIBONE T944 telescopic	EX10435-14	1,085	\$104,500	2011	YOUNG arm		\$27,500
SCRAP PROCESSING/DEMOLITION								
2005	DEERE 330CLC	804226	6,804	\$129,500	1997	BADGER GP bucket	C0-36-22	\$8,500
FORESTRY EQUIPMENT								
2012	TIMBERPRO TL725B feller buncher	TL725B-0137-032612	5,106	\$275,000	1999	EMPIRE GP bucket	E3858	\$3,500
2006	ROTTNE SMV RAPID forwarder	S35704	13,046	\$125,000	2002	EMPIRE GP bucket	E4731	\$2,500
2005	TIMBERJACK 1110 forwarder	WJ1110D001603	8,682	\$171,500	2011	EMPIRE GP bucket for PC490/A	E5686	\$1,750
2005	VALMET 415XT processor/harvester	TC-2652-082	11,839	\$90,000	2011	EMPIRE GP bucket for PC490/A	E7876	\$6,750
SKID LOADER								
2015	TAKEUCHI TL10	201000577	601	\$47,500	2016	EMPIRE GP bucket	E702-11	\$26,500
MISCELLANEOUS								
2014	MOROOKA MST1500VD dumper	A150131	1,227	\$129,500	2015	EMPIRE GP bucket	E8460	\$6,800
2014	MOROOKA MST1500VD dumper	A150134	2,000	\$135,500	2016	GEM GP bucket	0116-8127-2/1 035836	\$5,900
2014	MOROOKA MST1500VD dumper	A150150	1,131	\$131,500	2000	HENSLEY GP bucket	35809	\$3,500
2014	MOROOKA MST1500VD dumper	154862	967	\$134,750	2005	HENSLEY GP bucket	47388	\$2,900
2014	MOROOKA MST800VD dumper	80131	701	\$93,500	2009	KOMATSU GP bucket 423-70-32200	2273	\$7,350
2014	MOROOKA MST800VD dumper	80174	1,215	\$89,500	2007	LEMAC GP bucket	K0737	\$13,700
2014	MOROOKA MST800VD dumper	80184	878	\$94,500	2013	PEMBERTON GP bucket	GPB-5107-6.0-0413	\$16,000
2014	MOROOKA MST2200VD dumper	A220203	625	\$166,750	2008	GP bucket	1107021	\$610
2014	MOROOKA MST2200VD dumper	223707	1,498	\$157,000	2012	GAR-BRO 483R bucket	04631E	\$3,250
2010	GORMAN-RUPP T615WF pump	1457383		\$1,250	2012	ALLU DH31225 bucket/screen	DH31212010	\$49,000
2010	BROCE RJT350 broom	406777	4,739	\$21,000	2014	HENSLEY spade-nose bucket	73198	\$27,500
1997	LOAD KING bottom-dump trailer	1B4B38333V4121249		\$15,000	2009	JRB quick coupler	1209-AKR9277	\$6,750
2012	LOAD KING bottom-dump trailer	28482		\$46,900	2014	GUNNEBO JOHNSON crane	705310000908-8228	\$850
1987	TRAIL KING lowboy trailer	1TKH0432XHM118108		\$18,000	2012	ROCKLAND fork	R52369	\$7,500
1994	TRAIL KING lowboy trailer	1TKJ04836RM035618		\$29,900	2001	EMPIRE A/PC360 GP grapple	E2001	\$9,500
2006	TRAIL KING lowboy trailer	1TKJ054466B066539		\$55,000	2014	FELCO GP grapple for PC360	49961	\$9,500
1983	W-W TRAILERS light-duty trailer (up to 7,500 lbs.), flat			\$2,750	2012	SENNEBOGEN OP4S orange-peel grapple	442089	\$22,500
					2011	GENSCO PR01/5-60 scrap grapple	13283	\$13,900
					2008	ATLAS COPCO hammer	KAL02324	\$14,675
					2005	NPK E203 hammer	82073	\$8,500
					2012	NPK GH6 hammer	104915	\$19,500
					2006	hammer	25BBB1868	\$3,000
					2010	RAVELING FT4250		\$9,250
					2012	GENESIS LXP300 concrete shear	320CP187-1	\$189,000
					2010	GENESIS GVP15 steel shear	15005	\$54,000
					2011	GENESIS GXP660R steel shear	600-533R	\$197,000
					2013	GENESIS GXT445 steel shear	4451004	\$105,000
					2007	LABOUNTY MSD100 steel shear	100509	\$65,000
					2007	INGERSOLL-RAND shell kit	A/194178	\$13,500
					2007	INGERSOLL-RAND shell kit	581-153067	\$10,500
					2006	C&P thumb		\$4,500

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