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MAY 2018

# ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

## PAULSON ROCK PRODUCTS AND STUSSY CONSTRUCTION

Learn how this Mantorville, Minn., quarry produces for customers



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# A MESSAGE FROM THE CEO



Mike Sill II

**Highlighting  
new initiatives**



Dear Valued Customer:

This issue of your RMS Road Signs magazine highlights a few of our most important initiatives for 2018. You'll find articles on our successful two-year, technician-training program, a feature on RMS' acquisition of Tritec of Minnesota, and our appointment of Pete Anderson as Director of Safety and Technician Development.

We have all experienced challenges in finding trained technical support personnel, and for RMS, our training cycle to get a new technician capable of providing expeditious service can take some time. Our solution is a creative apprentice model in partnership with Komatsu and North Dakota State College of Science in Wahpeton, where our students mix a unique blend of Komatsu-specific classes with on-the-job training at RMS. Apprentice students are graduating in two years, and RMS picks up the tuition. Because of the intensive, Komatsu-focused training, RMS' new technicians are able to make an immediate impact.

RMS carries several preferred brands; each requires that we deliver the outstanding product support you deserve. Ensuring that we have highly trained technicians across our various branches is one of Pete Anderson's responsibilities. We've increased training expenditures by 200 percent so far in 2018, and we're excited to see the results accruing to you from that investment. Pete will also ensure that RMS properly educates its employees on safety topics and that we keep safety in the forefront of our minds.

Lastly, our new RMS Tritec division is one of the largest abrasion-resistant steel distributors in the United States. RMS Tritec also rebuilds buckets as well as fabricates and forms steel to fit customer specifications. As we have recently doubled our parts and service sales force, this new capability enhances the ways RMS can support your needs.

At RMS, we're confident that 2018 will be a strong year for our industry. I want to wish you the best this construction season, and hope that when you have equipment or product support needs that you will give RMS a call. We look forward to serving you.

Sincerely,  
ROAD MACHINERY & SUPPLIES CO.

  
Mike Sill II  
CEO



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**Mike Sill II,**  
CEO

**Russell Sheaffer,**  
President

**Troy Johnson,**  
CFO

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**Jon Anderson,**  
VP, Northern Operations

**Chuck Gallagher,**  
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# PAULSON ROCK PRODUCTS AND STUSSY CONSTRUCTION

## Mantorville, Minn., quarry produces for customers

What's in a name? For James Paulson, the answer was, "quite a bit," actually. After starting Paulson Rock Products in 1968, he bought Stussy Construction's Mantorville, Minn., quarry in the early 1970s. However, instead of folding it into his existing business, he decided to keep the moniker.

"It was something he did in order to ensure that local business didn't drop off," explained James' son, Tom, who is a Co-owner of Stussy Construction and Paulson Rock Products. "It makes for a lot to say, but where we're from, people refer to places as they have always been. Everyone knew what Stussy was and where it was located because it had been there for decades. We didn't want to confuse anyone."

Today, the Paulson family continues to manage both companies, and James, Tom and his brother, Mike, are Co-owners of Paulson

Rock Products and its quarries in Rock Dell and Salem Corners, Minn. Tom runs Stussy Construction at the Mantorville site.

"The Stussy quarry is our largest site, at nearly 120 acres," detailed Tom. "On the Paulson Rock side, we've mined close to 80 acres in Rock Dell, and our Salem Corners sand pit is approximately 30 acres. We're in good shape with our location in southeast Minnesota. We have strong relationships with the corporate aggregate companies that have become more popular recently."

Between Stussy Construction and Paulson Rock Products, the companies employ 20 people and serve an area within a 20-mile radius around Mantorville that includes Rochester, Owatonna and Grand Meadow. In addition to aggregate production, the firms also have trucks to haul material for delivery.

### Big-time tonnage

While the names may be a little confusing, Tom says the mission of the businesses is not.

"We make big rocks into small ones," laughed Tom. "We specialize in limestone at our Mantorville and Rock Dell sites, and Salem Corners is a sand pit. We make Class 2 and Class 5 road base and sand. In addition to road work, we also take care of townships, while customers use our material in home developments."

The quarries typically produce 50,000 to 100,000 tons annually.

"The amount we produce depends on what is going on in our service area," said Tom. "Fortunately, we've had a couple of large jobs the last few years. We shipped 100,000 tons to a nearby windmill farm that took almost

A Stussy Construction operator uses a Komatsu WA500 wheel loader to manage a pile of aggregate at the company's quarry in Mantorville, Minn.





Komatsu WA500 wheel loaders are the machines of choice for Paulson Rock Products and Stussy Construction. “They are tough and durable,” said Co-owner Tom Paulson. “This isn’t an easy application; limestone is hard and rough, so the wheel loaders take a beating. The Komatsus are up to the challenge.”

18 months to complete. Right now, we are involved in a railroad-spur expansion for an ethanol plant, which will require another 100,000 tons of product.”

### Continued excellence

When it comes to building an equipment fleet, the Paulson family relies on Komatsu WA500 wheel loaders. They trust Road Machinery & Supplies Co., (RMS) and Sales Rep Jeff Bistodeau to keep their fleet up and running.

“We have always been fans of the Komatsu WA500s – we have a 25-year-old WA500-1 that we still use in the yard,” noted Tom. “In total, we have 12 of them; the newest is a WA500-8 that we just purchased in January.

“They are tough and durable,” he continued. “The visibility is excellent, and our operators really enjoy running them. This isn’t an easy application; limestone is hard and rough, so the wheel loaders take a beating. The Komatsus are up to the challenge. We know they are going to perform.”

*Continued . . .*



The 120-acre Mantorville, Minn., quarry at Stussy Construction has been in operation for more than 70 years. After it is out of product, Co-owner Tom Paulson plans to renovate the site and turn it into a campground with a 100-acre lake as its centerpiece.

# 'RMS looks out for us'

... continued

The dependable performance of the wheel loaders is matched by the reliability and dedication of the RMS service staff.

"Even with the best equipment, something is going to come up, and RMS adds so much value to the equipment with how they respond at critical times," noted Tom. "If we need a part or pop a code, they are here to take care of it. Downtime is a killer for a small company like ours, and RMS understands that."

With services such as KOMTRAX, Komatsu's remote machine-monitoring

system, and Komatsu CARE, which provides complimentary service maintenance on Tier 4 machines for the first three years or 2,000 hours of machine operation, Tom reports that sometimes RMS calls him before a problem occurs.

"They contact us when a service is due, which is amazing," shared Tom. "Whether it's a regular oil change through Komatsu CARE or they see something larger on KOMTRAX that could become a problem soon, they are on top of it. RMS looks out for us."

That attention to detail and level of customer service is why the Paulsons keep buying WA500s.

"When we need a new loader, we demo other brands, but Komatsu keeps proving itself," declared Tom. "The machine is great, the service from RMS is the best and the machines are very user-friendly. The filters are interchangeable, the cabs are comfortable and they are easy to maintain. We keep going with Komatsu because it's a no-brainer."



Paulson Rock Products and Stussy Construction Co-owner Tom Paulson (left) calls on RMS Sales Rep Jeff Bistodeau for all of his Komatsu equipment and service needs.

Using a Komatsu WA500 wheel loader, this Stussy Construction operator loads a truck for delivery.



## New direction

Tom has spent most of his life at the Stussy Construction quarry. He worked as a kid alongside his dad at the site, and he hopes to continue coming to the location through retirement. However, Tom's future plans for the place look quite different.

"This quarry has just about run its course, I estimate we have approximately 10 more years of material left at the current pace, and our Rock Dell site has more room that we can expand into," calculated Tom. "This site's second act is what I'm really looking forward to. I plan to fill the quarry with water to make a 100-acre lake. We've already begun some initial efforts toward that goal.

"Dodge County, where we are located, is one of the only counties in Minnesota without a lake," he continued. "I want to stock it with fish and build a campground around it. It would be a great thing for the area. I think it could be a boon to the local economy and a great way to reclaim the site. I'm very excited to see what the future brings." ■

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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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# TOTAL PACKAGE

## RMS hosts *intelligent* Machine Control demo at Extreme Sandbox, largest to date

More than 60 customers attended Road Machinery & Supplies' (RMS) fourth annual *intelligent* Machine Control demo in March. The event was held at Extreme Sandbox in Hastings, Minn., and was designed to give attendees a complete picture of what Komatsu's SMARTCONSTRUCTION service and *intelligent* Machine Control equipment can offer.

"The purpose of the event was to introduce our customers to the best technology in the industry," said RMS Vice President/Sales Manager Andy Schwandt. "The innovations available from Komatsu provide benefits for firms of all sizes. We wanted everyone who attended to leave with a clear idea of how these products and services can help their companies."

Attendees had the opportunity to operate four *intelligent* Machine Control pieces – a D39PXi

dozer, D51PXi dozer, PC360LCi excavator and PC490LCi excavator – and meet with RMS and Komatsu employees to learn about the nuances and advantages of the technology.

### Interactive experience

"We aimed to create a day that was positive and informative," noted Schwandt. "When customers were operating they could communicate with our personnel through headsets for real-time feedback. While they waited to demo the machines, we answered questions, gave advice or just got caught up on the latest happenings with them. Hosting it at Extreme Sandbox was great because it is a first-class facility, which allows us to have a controlled environment."

The event also featured Komatsu's SMARTCONSTRUCTION, an all-inclusive



Andy Schwandt,  
Vice President/Sales  
Manager

Continued . . .

### ▶ VIDEO



More than five dozen customers attended the *intelligent* Machine Control demo hosted by Road Machinery & Supplies Co. (RMS) at Extreme Sandbox in Hastings, Minn. Attendees had the opportunity to operate several Komatsu pieces with integrated machine-control technology and meet with Komatsu and RMS personnel.

# Debut of Propeller drone service



Learn more about  
Propeller Aero

... continued



"I was a little intimidated by the technology until I spent a few minutes running it," said Justin Larson of LCS, Inc., after operating the PC490LCi. "But, I picked it up quickly. These machines are the future."



Road Machinery & Supplies Co., CEO Mike Sill II (second from left) visits with attendees at the *intelligent* Machine Control demo.

initiative that provides direct assistance on the latest in construction technology. Komatsu experts were on-hand to meet with attendees, as was a representative from Propeller, a drone surveying company approved by Komatsu.

"The SMARTCONSTRUCTION program started with the release of machine control, but it has evolved as technology plays a bigger role on jobsites," explained Schwandt. "Customers' needs have changed, and SMARTCONSTRUCTION is a program that allows them to incorporate the latest innovations more efficiently and cost effectively." ■



(L-R) Sam Lange, Frank Lenhner, Greg Thooft and Brad Herickhoff of Ag Tech Drainage take in the experience at Extreme Sandbox.

Komatsu Product Marketing Manager for *intelligent* Machine Control Derek Morris (center) explains the Topcon system to a group of attendees.



## Drone surveying now available



Road Machinery & Supplies Co. has taken on Propeller Aero, an aerial surveying company that uses drones to map, measure and share accurate survey information about work sites and assets. RMS will offer packages of surveys done by its representatives as well as sell the Propeller system to end users.

"We're very excited about this partnership and the opportunities it brings to our customers," said RMS Vice President of Product Support Mike Mencil. "The use of drones is something our customers have been eagerly waiting for. We're committed to staying on the cutting edge of technology."

With Propeller, companies can use drones to take quick and accurate surveys of jobsites, manage stockpiles, calculate project efficiency and much more.

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# Do You Know High School Students...



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\* Over the first three years after graduation.

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If you said **YES**, invite these students and their parents to learn about diesel technician careers with Road Machinery & Supplies Co. (RMS). RMS sponsors students who enroll in its joint diesel-technology program with North Dakota State College of Science, which features both classroom learning and paid, skills-building internships.

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# INVESTING IN THE FUTURE

## Goal of RMS/Komatsu Diesel Technology program is a 'sponsored student at every branch'

The construction industry is searching for ways to counteract the shortage of skilled workers; and today's high school students are looking for options to continue their education, while avoiding crippling student-loan debt. Road Machinery & Supplies Co. (RMS), North Dakota State College of Science (NDSCS) and Komatsu are teaming up to address both issues.

"Our Komatsu-sponsored Diesel Technology program at NDSCS is such an exciting opportunity for students who are looking for a rewarding, hands-on career," said RMS Director of Safety and Technician Development Pete Anderson. "The program is designed for students to split time between the classroom and the shop. They complete paid internships during the program, tuition costs are covered and they are guaranteed a job at an RMS branch upon graduation. It's a win-win-win."

RMS' Komatsu Diesel Technology program at NDSCS in Wahpeton, N.D., will graduate its third class in May. In this Komatsu-specific course, students rotate between eight-week blocks of internships at their local RMS branches and classroom sessions at NDSCS.

"This is an amazing opportunity," shared Anderson. "Our students walked across the stage on a Friday and started work in the shop the following Monday. In addition to securing a job that pays greater than \$50,000 a year, they accumulate little to no debt. It's a huge advantage compared to a peer who racks up \$100,000 in loans and takes a job in a field outside of his or her major."

"This program is a great solution," stated RMS Vice President of Product Support Mike Mencil. "There is an on-going need for diesel technicians, and this addresses RMS' needs while also educating students. Komatsu and RMS are fully

committed to this program. It's our goal to have a sponsored student at every RMS branch."

### Recruitment Saturdays

RMS and NDSCS will host a heavy equipment open house at Extreme Sandbox Mini in Roseville, Minn., on Saturday, May 19. There, students can meet with RMS employees, NDSCS faculty members and get free stick time on the equipment.

"We want students to know that there are many opportunities available in this field," noted Anderson. "I think there is a misconception that you must have mechanical experience to succeed. That isn't the case. For those who like to use their hands, are interested in how things work and like to solve problems, this is a great industry. We encourage anyone who is interested in an interactive and rewarding career to come to our open house to learn more and have fun." ■

For more information, contact Pete Anderson: [panderson@rmseq.com](mailto:panderson@rmseq.com) or (952) 895-7020

2017 RMS Komatsu Diesel Technology program graduate Theron Miller works on an engine inside RMS' Savage, Minn., shop. "The program was great; it really prepared me well," said Miller. "The internships were awesome because I got to apply what I was learning, and I was able to get to know the people I would be working with."



Mike Mencil,  
Vice President of  
Product Support



Pete Anderson,  
Director of Safety  
and Technician  
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# PETE ANDERSON

## New position focuses on developing employees and keeping them safe

Pete Anderson joined Road Machinery & Supplies Co., (RMS) in 2015 as Service Manager/General Manager of Polar Parts. His diverse background – which includes leadership roles with a large, publicly traded retailer and a publicly traded online university as well as a privately held recycled-auto-parts business – provided him with a unique approach to the heavy equipment industry. That perspective is coming in handy once again as he was named Director of Safety and Technician Development in 2017.

“It’s very exciting because this is a new, dedicated position for RMS,” said Anderson. “While there are several responsibilities in

each role, my main priorities are to enhance RMS’ safety culture and oversee technician development, recruitment and retention.”

“Our number one goal is that every RMS employee goes home each day uninjured and healthy,” shared Anderson. “We strive to have a workplace free from injury with a safety-first culture. Practices and policies, injury frequency and severity, as well as other risk factors are monitored closely by several of our customers. In some cases, a company with a poor safety record will lose business to a competitor with a strong record. A poor record and lost-time injuries can also have financial impacts, such as high insurance costs, a less productive workforce and lost sales or service work.”

*Continued . . .*



Pete Anderson’s responsibilities as Director of Safety and Technician Development have him recruiting new employees, in addition to training and keeping current staff members safe.

# Training is essential as technology evolves

... continued

## Technician recruitment and development

"Part of my role is focused on creating a personalized training and development plan for each RMS technician. This is intended to strengthen our depth chart to support the many product lines we service and also help our techs fulfill their personal development goals."

Allocating time and the expenses for training takes planning. "We want our technicians to receive the education they need and budget for hours and related expenses each year to support that. It's my goal to have continuing education plans for all branches and technicians in place for 2019 by this July.

"Diesel technology is a lifelong career," noted Anderson. "Machines change and technology evolves, so our techs need to stay up to speed with all the updates and build

on their knowledge over time to support the equipment."

Anderson also works closely with RMS' Komatsu Diesel Technology program at North Dakota State College of Science (NDSCS) in Wahpeton, N.D., to recruit students and guide them through the two-year course. The hybrid classroom-internship program trains service technicians specifically to work on Komatsu equipment at RMS locations (see related story on page 13).

"We've had four students graduate in the last two school years, and we hope to see that number increase and expand to all RMS branch locations," stated Anderson. "The great thing about my position is having the opportunity to promote this amazing program. Students can get a great education with hands-on training, graduate with little to no debt and earn a guaranteed job that pays well. It is our goal to have a sponsored student at every branch." ■

## Genesis GDT 390 Razer opens wider, reaches farther and processes more

Whether involved with demolition, recycling, C&D processing or other heavy-duty jobs, the right attachment is essential for getting the work done. The versatile new GDT 390 Razer from Genesis Attachments fits the bill for a wide number of applications.

The largest of the Razer trio, the GDT 390 has a 46-inch jaw opening and 45-inch jaw depth for processing thick concrete and rebar. Its four-way indexable metal cutting blades, located in the back of the jaw, feature an apex design to draw material deeper into the jaw for greater cutting efficiency. With its 10.5-foot reach, this attachment fits both standard 90,000-pound and high-reach excavators.

Like its smaller counterparts, the GDT 390 offers a lighter-weight design and a short, flat-top head with bolt-on bracket for quick installation and switching between excavators



The GDT 390 Razer features a 46-inch jaw opening to take on heavy-duty demolition jobs.

at jobsites. The number of crushing teeth and their locations are customizable to meet specific project needs. Plus, the easily installed, bolt-on teeth can be interchanged and reversed front to back for longer life and lower cost of operation and ownership. ■



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# A GOOD START

## Tax law provides positives for construction businesses, but work still needed to fix Highway Trust Fund



Stephen E. Sandherr,  
CEO, AGC

Congress passed comprehensive tax reform legislation that will lower rates, spur economic growth and impact construction businesses for years to come. However, this process did not start as well as it ended for the construction industry.

Initially, the tax reform bill provided little relief for many construction firms organized as pass-throughs, such as S-corporations, limited-liability corporations and partnerships; eliminated Private Activity Bonds essential for financing transportation infrastructure, low-income housing and other public construction and public-private partnership

Stephen E. Sandherr, Chief Executive Officer of Associated General Contractors of America, says the tax legislation passed late last year was a win for construction businesses, but it failed to address the long-term solvency of the Highway Trust Fund. The association continues to focus on rebuilding infrastructure and modernizing multi-employer pension plans.

projects; and repealed the Historic Tax Credit, critical to the private construction market for the rehabilitation and renovation of historic buildings.

### Lobbying pays dividends

Associated General Contractors continued to fight for a better outcome for the construction industry through a rigorous lobbying campaign. Efforts included connecting construction company chief financial officers and certified public accountants with tax writers as well as generating thousands of pro-construction messages from members to key legislators. Our work helped convince members of Congress to ultimately reduce the corporate rate by 14 points; lower individual and pass-through rates; double the estate and gift-tax exclusion to \$11 million; ensure that the tax-exempt status of Private Activity Bonds remains untouched; and prevent full repeal of the Historic Tax Credit.

### Future focus

That stated, there is still much work to be done in our nation's capital in 2018. Although Congress missed an opportunity to address the long-term solvency of the Highway Trust Fund via tax reform, we remain focused on ensuring that this administration keeps its promise to rebuild the nation's infrastructure. And, we are committed to efforts to modernize multi-employer pension plans for the future, among other priorities for the industry. ■

*Editor's note: This article is from a statement by Stephen E. Sandherr, Chief Executive Officer of the Associated General Contractors of America (AGC), regarding final passage of federal tax reform known as H.R. 1, The Tax Cuts & Jobs Act. A chart with information pertaining to the law is available at AGC's website, [www.agc.org](http://www.agc.org).*



# NEW OSHA RULES

## Standards reduce silica dust exposure limit, add compliance requirements

A new Occupational Safety and Health Administration (OSHA) rule regarding respirable crystalline silica dust in the construction industry requires covered employers to comply with stricter exposure limits and take steps to protect workers. OSHA reduced the exposure for construction activities to 20 percent of the previous permissible limit (from 250 micrograms per cubic meter of air to 50) averaged throughout an eight-hour shift. The previous standard had been in place since 1971. These new regulations for the construction industry went into effect last fall.

Crystalline silica is a common earth mineral that can be found in sand, stone and other materials. Respirable crystalline silica – very small particles, at least 100 times smaller than ordinary sand – is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, among others, as well as in general excavation. The smaller the particles, the deeper they penetrate into the respiratory tract.

“Silica particles are thrown into the air, and at 10 micrograms they get into your mouth and the top of your throat,” said attorney and author James R. Waite, Esq., who helps companies comply with regulatory standards. “At three to five micrograms, it gets into the chest area and under 2.5, silica dust settles into the lungs and never leaves, which can lead to silicosis and other conditions.”

Silicosis is an incurable lung disease that can lead to death or disability. Lung cancer, chronic obstructive pulmonary disease and kidney disease can also result from respirable silica dust exposure. OSHA estimates the updated standard will prevent 600 deaths and more than 900 cases of silicosis annually.

### Options, added steps

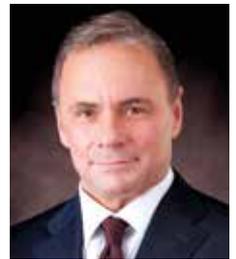
About 2.3 million people in the United States are exposed to silica at work each year. Employers have options to meet the standard such as using water to keep dust from getting into the air and proper vacuum dust-collection systems that include HEPA filtration. Utilizing approved respirators with an assigned protection factor of at least 10 under certain conditions, such as sawing more than four hours per day outside or anytime inside, is required.

Additional requirements of the new OSHA standard include:

- Assessing employee exposure to silica, if it is at or above an action level of 25 micrograms per cubic meter of air averaged throughout an eight-hour day and limiting access to high-exposure areas.

*Continued . . .*

**Respirable crystalline silica is generated when cutting, sawing, grinding, drilling and crushing stone, rock, concrete, brick, block and mortar, as well as in general excavation. About 2.3 million people in the United States are exposed to silica at work annually.**



**James R. Waite, Esq.,  
Attorney at Law**

*James R. Waite, Esq. is an equipment industry attorney. He authored the American Rental Association's book on rental contracts and represents equipment sellers and lessors throughout North America on a wide range of issues.*

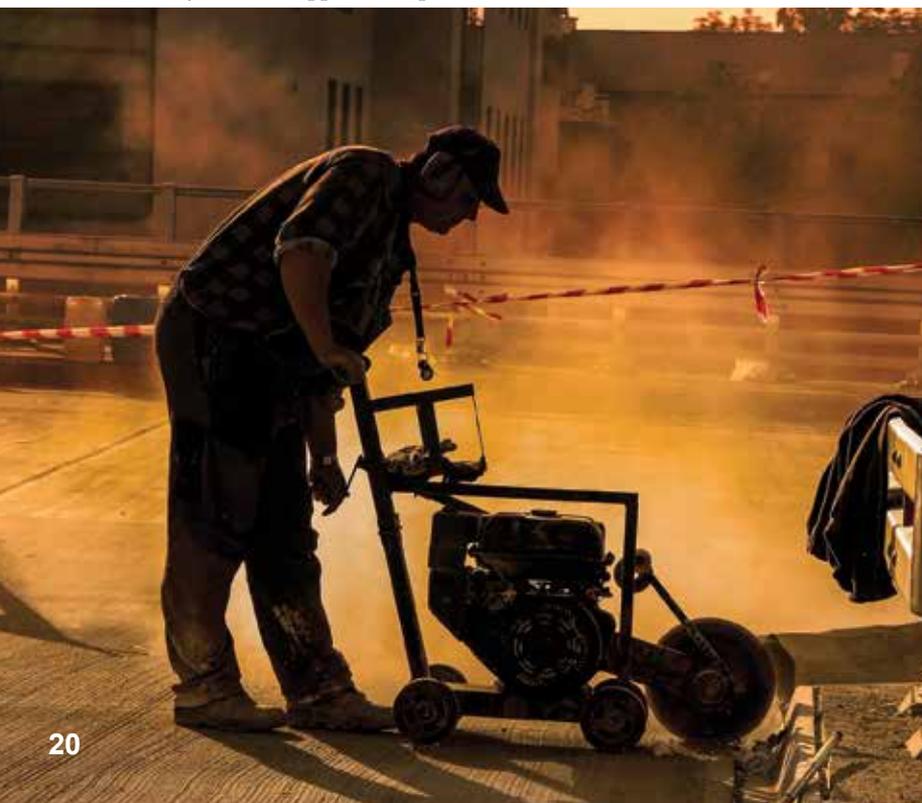


# 'It's best to monitor'

... continued

- Establishing and implementing a written exposure-control plan, which identifies tasks that involve exposure as well as methods used to protect workers, including procedures to restrict access to work areas where high exposures may occur.
- Designating a competent person to implement the written control plan.
- Restricting housekeeping practices that expose workers to silica, such as the use of compressed air without a ventilation system to capture the dust and dry sweeping where effective, safe alternatives are available.
- Offering medical exams – including chest X-rays and lung-function tests – every three years for workers who are required by the standard to wear a respirator for 30 or more days in a given year.
- Training workers on the health effects of silica exposure, workplace tasks that can bring them into contact with silica, and implementing alternative means of limiting exposure.

A new Occupational Safety and Health Administration rule regarding respirable crystalline silica dust reduced the previous exposure limit to 50 micrograms per cubic meter of air averaged throughout an eight-hour shift. Employers have options to meet the standard such as using water to keep dust from getting into the air, proper vacuum-dust collection systems and approved respirators.



- Keeping records of workers' silica exposure and medical exams.

OSHA training requirements for workers must include instructions on the health hazards of silica dust, a list of workplace tasks that can result in exposure, steps their employer has taken to protect employees and the purpose of the medical exams. Workers should be able to demonstrate knowledge of the topics during an OSHA investigation. Penalties include a fine of \$12,741 per violation, generally assessed per day for failure to abate and \$124,709 per violation for "willful" or "repeat" violations.

"No one can tell by just looking if they're at or above the monitoring level, so it's best to monitor," said Waite. "If you are below 25 micrograms per cubic meter, great. If not, it's critical to meet the requirements to avoid violations and potential liability that could lead to legal claims."

Waite said there are additional steps that companies can take to protect themselves and workers such as putting stickers on equipment that warn of potential exposure and posting signs at all entry and exit points to and from regulated areas. When cleaning equipment, individuals should never use compressed air and the person(s) performing the task should wear protection such as a proper respirator.

## No excuses

A separate standard was created for general and maritime industries. It, along with rules for hydraulic fracturing, goes into effect June 23, 2018.

OSHA has programs that provide assistance to help small- and medium-size firms comply with the standards. It also has fact sheets available online at [osha.gov](http://osha.gov).

"Contamination and the associated legal liabilities are nothing new," said Waite. "But, when governmental agencies like OSHA begin modifying long-accepted standards, business owners are wise to take action. Enhanced focus on regulations tends to yield similar enhancements in enforcement, making arguments such as, 'We've done it this way for 30 years,' largely irrelevant." ■

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## INTELLIGENT EXCAVATOR

### New model offers added stability, excellent over-the-side lift capacity in efficient combo package

Have you ever wanted more? The PC390LCi-11 excavator from Komatsu provides more stability, achieving excellent balance among power, speed and fine control. This machine utilizes the upper structure and engine of the PC360LC models and the undercarriage of a 400-class machine. Now, Komatsu has taken that concept and made it intelligent with the introduction of its new Tier 4 Final PC390LCi-11.

“The *intelligent* Machine Control PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage,” said Komatsu Product Specialist Renee Kafka. “This makes for the perfect combination in applications such as utility or wherever heavy lifting occurs.”

The 257-horsepower PC390LCi-11 is the fourth installment in the *intelligent* Machine Control excavator lineup. It leverages the proven technology first introduced on the PC210LCi-10, including semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine keeps the operator from digging deeper, eliminating overexcavation and the need for expensive fill.

#### **intelligent Machine Control benefits**

The Steer-to-Polyline feature helps operators actively dig to a center line, keeping a utility trench on track and minimizing waste. It’s also easy for operators to create simple surfaces quickly for pipe runs by themselves.

“To increase comfort and convenience, the PC390LCi-11 comes standard with the machine-control-enhanced joysticks that were initially introduced on the PC210LCi-11,” noted Kafka. “Whether it is production excavating, utility trenching or heavy-attachment work, this machine helps make operators’ jobs easier, while reducing material costs by minimizing overexcavation.” ■



Renee Kafka,  
Komatsu Product  
Specialist

#### Quick Specs on Komatsu’s PC390LCi-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC390LCi-11	257 hp	87,867-90,441 lb	.89-2.91 cu yd

Komatsu’s PC390LCi-11 delivers the exceptional production and speed of the PC360LCi-11, with full-factory, 3-D Global Navigation Satellite System machine control along with increased stability from its up-sized undercarriage, making it a great fit for trenching or heavy-application work.



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029



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# GETTING TO GRADE FASTER

## Earthwork, pipeline contractor eliminates overcutting with Komatsu PC490LCi-11 excavator

When Randy Ellis and his wife, Trisha, prepared to build a home on the family's ranch, he was shocked at the price to purchase 300 loads of dirt for the pad. Instead of paying for the material, Ellis bought a dump truck and a rubber-tire backhoe, dug a pond on his property and used the dirt for the house pad. While he didn't realize it at the time, this was the origin of what today is a successful earthwork and pipeline business, R&T Ellis, Inc.

Nearly a year ago, R&T Ellis purchased its first Komatsu excavator, an *intelligent* Machine Control PC490LCi-11.

"We already had used Topcon aftermarket GPS, so I liked that Komatsu integrated it into its *intelligent* Machine Control products," said Ellis. "It saves us time and money by eliminating the need to put up and take down the masts, and we no longer worry about them getting damaged or stolen."

R&T Ellis recently put the PC490LCi to work on a project that involved digging a canal from a river to a treatment plant in preparation for bringing a new supply of drinking water to a major U.S. city. The company's role included clearing 350 acres, building a six-and-a-half mile gravel access road to the canal, installing piping and moving more than 650,000 yards of earth.

"It's like a knife through butter," shared R&T Ellis Operator Sergio Bellestros about his experience in digging with the excavator on the canal project. "With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."

### Plug in plans and go

The excavator utilizes 3-D design data loaded into the machine's monitor to accurately display machine position relative to target grade. When the bucket reaches the target surface, automation kicks in to limit overexcavation.

"What stands out (about the PC490LCi) is the increased production and efficiency. We simply plug the plans into the machine and go to work. With minimal staking, we can put everything to grade faster and without the concerns about overcutting or needing someone to constantly check grade," noted Ellis. ■



Randy Ellis,  
President

R&T Ellis Operator Sergio Bellestros loads trucks with a Komatsu *intelligent* Machine Control PC490LCi-11. "It's like a knife through butter," described Bellestros of digging with the excavator. "With the built-in GPS, I can get to grade without worrying about overcutting or having to leave it at a certain elevation for a dozer to finish."

▶ VIDEO



# TIGHT-TAIL-SWING PERFORMANCE

## New excavator delivers outstanding lift capacity; KomVision bird's-eye-view camera available



Andrew Earing,  
Product Manager,  
Tracked Machines

You can get dynamite performance in a small package. Komatsu's Tier 4 Final PC238USLC-11 proves it with a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and greater lift capacity than most conventional excavators of the same size. And, it boosts productivity up to 4 percent compared to the Dash-10 with a new viscous fan clutch that lowers engine parasitic loads.

"The PC238USLC-11 maintains the tight-tail-swing radius of its predecessor,

making it well suited for utility and highway applications and when working in confined spaces," said Andrew Earing, Product Manager, Tracked Machines. "The machine's contoured cab profile and sliding door allow the cab to swing within the same radius as the counterweight. The additional counterweight remains standard, giving the PC238USLC-11 equal or better lift capacity than conventional models in the same size class."

The PC238USLC-11 is available with Komatsu's new KomVision, a bird's-eye-view camera system that combines input from three cameras into a surround-view image of the machine and its environment that improves operators' situational awareness.

Komatsu's PC238USLC-11 excavator features a heavy counterweight mass and rounded cab that provide true tight-tail-swing performance and better lift capacity than most conventional excavators of the same size. A new viscous fan clutch lowers engine parasitic loads, increasing productivity up to 4 percent.

### Monitor panel improvements

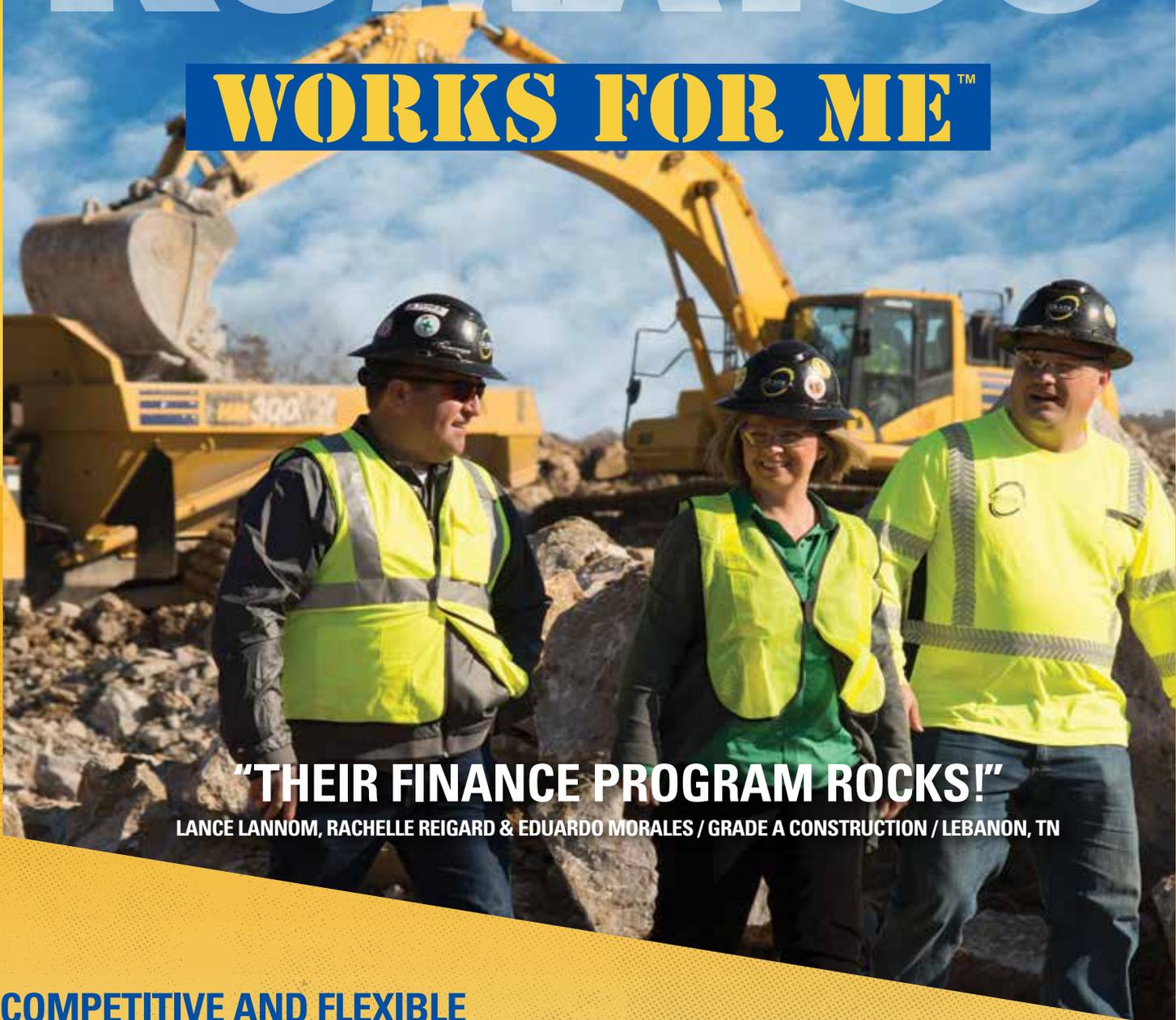
Komatsu upgraded the high-resolution, LCD monitor panel, incorporating the standard rearview camera display with gauges. "Ecology Guidance" provides fuel-saving information to the operators, and they can still choose from six working modes to most effectively match the application, attachment and working conditions.

"In addition to the PC238USLC-11 measuring 40 percent shorter than the conventional PC210LC-11, this machine offers class-leading serviceability with quick access to the DEF pump and filter, PPC valves, batteries and aftertreatment components," said Earing. "Durability is second-to-none, with thick-plate steel used on the revolving frame, heavy-duty boom and arm structures, and easy-to-access cooling-system-debris screens. Overall, the PC238USLC-11 is a true purpose-built, short-tail excavator designed and crafted to outlast the competition." ■



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## NEW HORIZONS

### New Director of Training and Publications Bill Chimley aims for world-class results

**QUESTION:** How does Komatsu America's Training and Publications team lead the world?

**ANSWER:** Due to the timing of the engine emission requirement in North America, we needed to develop new-model training and publication materials first. This means our training and publications development teams have blazed the trail since 2011. Because we have experience being content-development leaders, we also need to take the lead in using digital-learning platforms and the latest technologies available. We want Komatsu America Training and Publications to be a center of excellence.

**QUESTION:** What is your vision for the Training and Publications area?

**ANSWER:** Our vision is to continue a strong foundation of material development while using the latest technology to increase the effectiveness of our material delivery. Through technological advances, the speed and ease of learning is expanding exponentially, allowing Komatsu customers, distributors and employees to easily access our offerings.

**QUESTION:** How do you plan to maximize the effectiveness of the Cartersville Customer Center?

**ANSWER:** To anyone who has yet to visit the Cartersville Customer Center, we extend an open invitation. During the past 12 months, we have hosted the highest number of visitors since the facility opened in 2001. Our amenities include a 35-acre demo site; a beautiful 40,000-square-foot main building with multiple classrooms, offices and state-of-the-art auditorium; as well as a 20,000-square-foot shop – all situated on 600 acres just north of Atlanta. Visitors are absolutely blown away by this facility. Our primary goal is to share resources with our distributors and affiliate

*Continued . . .*



**Bill Chimley, Director of Training and Publications**

*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.*

Bill Chimley took over as the Director of Training and Publications at the Komatsu Cartersville Customer Center in Cartersville, Ga., in October 2017. Prior to that, he served for five years as the General Manager of the Supply Chain Division at the Chattanooga Manufacturing Operation facility. "I am very excited to be here in this new position," said Chimley. "We host some incredible events for both our customers and employees. From Demo Days to daily training classes, we have a lot of traffic through this facility."

Chimley has 13 years of experience with Komatsu. He worked as a District Sales Manager covering multiple South Region distributors before moving to the Supply Chain Division in 2010 when he was named Manager of Customer Support and Logistics. In 2012, Chimley was promoted to the General Manager position, where he was responsible for the planning, ordering and logistics of mining, construction, utility and forestry machines in North America.

At each stop, Chimley has focused on improvement strategies. "Komatsu America practices a philosophy called 'Kaizen,' which means continual improvement," explained Chimley. "In every position, I've tried to raise the bar, whether that means implementing inventory forecasting process improvements or designing how we use technology to deliver training and publications materials, Komatsu is very supportive."

Away from the office, Chimley enjoys spending time with his wife and two teenage daughters. They love to travel and listen to music together. Chimley's ideal get away would be trout fishing in a cold mountain stream on a sunny spring day.

# Offering a safe, effective environment for learning

... continued

business partners by providing world-class training, demonstration and meeting facilities.

**QUESTION: Are other types of events held at the center?**

**ANSWER:** While the two most visible customer events are Demo Days each spring and fall,

we also host approximately six major annual training events covering all aspects of our business. Filling in the day-to-day of our calendar are numerous technical, operator and sales class offerings. The center is a versatile facility with an incredible support staff that creates a safe and effective learning environment.

**QUESTION: How do you see the Cartersville Customer Center evolving in the next few years?**

**ANSWER:** We are in the process of upgrading our wireless network to enable full connectivity of people, machines and classrooms – even beyond our campus. A growth area in 2018 is live-streaming class videos, which will allow technicians, for example, to stay in the field and participate in training without losing precious days due to travel.

Last spring, we completely redesigned the theatre, which also doubles as our largest classroom. This winter, we made upgrades to the demo site, making it both safer and more functional, especially to support SMARTCONSTRUCTION technologies. Future visions for the Cartersville Customer Center include developing a quarry demonstration area to offer a more realistic operation experience, creating an executive briefing area where we can learn from our customers and share Komatsu's total business solutions, and making this facility a center of excellence for all of our publications. ■

Director of Training and Publications Bill Chimley (far right) listens as a group of Komatsu sales representatives participate in a training session inside the Cartersville Customer Center's newly renovated theatre.



Spring and fall Demo Days are the two most visible events at the Cartersville Customer Center, according to Director of Training and Publications Bill Chimley.



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## NEW REMAN FACILITY

### Komatsu helps customers save money, boosts availability of high-quality remanufactured products



Michael Carranza,  
Product Manager



Goran Zeravica,  
Senior Product Manager

If you need to replace components, or even an engine, you want the most-cost effective solution possible. Oftentimes, that may involve using the high-quality remanufactured products available through Komatsu's reman facilities.

Recently opened, and located at the Chattanooga Manufacturing Operation, the reman facility grew out of a fact-finding effort in Komatsu's Reman/Overhaul Group led by Senior Product Manager Goran Zeravica and Product Manager Michael Carranza. One of their first steps involved talking with customers and Komatsu distributors to gauge their expectations.

"They provided valuable feedback to act upon, including the need for expanding our availability and offering of reman products," shared Zeravica. "That's one of the reasons

we opened a new reman facility; the other reason was to expand engine-testing ability for our customers. The new facility supplies like-new engines that meet Komatsu's stringent standards, so customers can rest assured they are getting quality, reliable products with long lives."

#### Substantial inventory

Komatsu has already amassed an extensive inventory. Reman products are available from various sources such as the Ripley Parts Operation, Peoria Parts Department and regional parts depots.

"Availability and fast access are vital to minimizing downtime," said Carranza. "A good inventory ensures that when an order is placed, a replacement item is shipped right away. Once the repair is complete, the customer can send in their used component, and we will give them a credit for it."

#### Quality confidence

Komatsu demonstrates its confidence in reman products by providing two warranties\*:

##### Komatsu Genuine Reman Warranty Coverage (Standard):

- Applies to Genuine Reman components
- One year
- Unlimited hours

##### Komatsu Genuine Reman Component Quality Assurance:

- Applies to engines, transmissions, torque flows, final drives, differentials, axle assemblies, travel motors and main hydraulic pumps
- Four years
- Prorated, up to 10,000 hours ■

Komatsu's new reman facility brings original equipment manufacturer expertise to the table, while boosting availability through reman and retesting capabilities.



\* Additional qualifications are required. Talk to your Komatsu distributor for more information.

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## BUSINESS SOLUTIONS GROUP

### Team assesses Madden Materials' operations; improvements save enough to buy additional equipment

Approximately two years ago, Joe and Sofia Regalado acquired Madden Materials, adding to the couple's already hefty work load as they operated a trucking company and another material supply business. The new venture came with challenges, so they turned to their local Komatsu distributor, who connected them with the Business Solutions Group to help formulate an action plan.

The Business Solutions Group offers bottom-line tactics that maximize production and efficiency. The group studies customers' existing operations, considers alternatives and provides recommendations. The service is complimentary.

In Madden Materials' case, the Business Solutions Group partnered with the distributor to conduct an Optimized Fleet Recommendation (OFR) study on how to move sand from the pit to a new wash plant most effectively. Members of the Business Solutions Group took into account the productive potential of various sizes of excavators, wheel loaders and trucks to identify the most efficient fleet, depending on production needs and other factors.

"They assessed the site – how we load, haul distance, tons of product the plant needed per hour – and determined that smaller units would be best," said Owner/Chief Executive Officer Joe Regalado. "They projected operating costs by considering fuel, operator pay, maintenance and more."

Before the study, Regalado was convinced he needed to add a large truck, possibly a 60-ton rigid frame, and pair it with an existing 50-ton-plus excavator. The Business Solutions Group showed him other options, including using a Komatsu 30-ton articulated dump truck and a PC360LC excavator.

#### Money-saving strategies

"The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Regalado. "The study saved us enough money that we could buy a second WA380 loader. The assessment was done at no charge. That's an incredible benefit, and they have finished a second OFR study to determine our present and future needs as we continue to expand and move farther away from the plant." ■



Joe Regalado,  
Owner/Chief  
Executive Officer,  
Madden Materials

Komatsu's Business Solutions Group recommended a smaller articulated haul truck, an HM300, as part of its assessment of Madden Materials' operations. "The same production with smaller equipment means less fuel and maintenance as well as lower overall costs," said Joe Regalado, Owner/Chief Executive Officer.



▶ VIDEO

# DRIVERLESS TRUCKS

## Komatsu celebrates 10th anniversary of autonomous haulage system

This year marks 10 years since the commercial deployment of Komatsu's autonomous haulage system (AHS), and based on its proven track record of safety and productivity, the company plans to ramp up the pace of distribution. Komatsu was the first manufacturer in the world to commercialize AHS – driverless trucks – in the mining industry.

More than 100 AHS trucks presently operate in North America, South America and Australia. Running around the clock, they haul three different commodities in six mines. By the end of 2017, Komatsu AHS trucks had recorded a world-leading cumulative total of 1.5 billion tons moved.

According to Komatsu, each truck is equipped with vehicle controllers, a high-precision GPS system, an obstacle-detection system and a wireless network

system. These features allow the trucks to operate safely through a complex load, haul and dump cycle, as well as integrate with dozers, loaders and shovels.

Komatsu began AHS trials in 2005 at a copper mine in Chile and successfully achieved the world's first commercial deployment three years later. A second followed in late 2008 at Rio Tinto's iron ore mine in Australia. The company currently operates AHS trucks in four mines in the Pilbara region of Australia. Rio Tinto controls the system remotely and efficiently from its operations center in Perth, almost 1,000 miles away.

Using AHS, one customer reported improved productivity, reducing load and haul-unit costs by more than 15 percent compared to conventional haulage methods. In addition, optimized automatic controls reduce sudden acceleration and abrupt steering, resulting in 40 percent longer tire life for that same customer. AHS is significantly safer in conventional mining environments, where even a minor driving error could cause a serious accident, according to Komatsu.

### New initiatives

To extend the benefits to operations with manned haul fleets, Komatsu conducted and successfully completed trials of its AHS retrofit kit at a Rio Tinto mine in September 2017. It was mounted on an electric-drive standard 830E (220-ton payload) and enabled the truck to operate in autonomous mode. Komatsu plans to expand the AHS retrofit kit to additional models of electric-drive standard trucks. It will also enhance AHS's mixed-fleet operations functions to enable manned haulers of any make to safely interoperate with Komatsu's AHS trucks in a blended fleet. ■

To date, Komatsu's autonomous haulage system (AHS) has recorded a world-leading cumulative total of 1.5 billion tons moved. Using AHS, one customer reduced load and haul unit costs by more than 15 percent compared to conventional haulage methods.



# NO FATALITIES GOAL

## Research suggests Safe System and Vision Zero traffic-planning approaches would save lives

Research from the World Resources Institute (WRI) and the World Bank concludes that if all countries adopted a Safe System or Vision Zero approach to safety and traffic infrastructure, nearly a million lives could be saved around the world each year. WRI analyzed data from 53 countries and found that using Safe System tactics achieved both the lowest rates of traffic deaths and the largest reduction in fatalities in a 20-year period.

The report, “Safe and Sustainable: A Vision and Guidance for Zero Road Deaths,” emphasizes the importance of committing to no fatalities, upholding the Safe System principles of shared responsibility and reducing human error; as well as instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response, according to WRI. The study says that it’s important for planners to take those factors into account when designing roadways.

Traffic fatalities claim more than 1.2 million lives annually. WRI found that to eliminate road deaths, policymakers must adhere to Safe System tenets: humans make errors and are vulnerable to injury; responsibility for the consequences should be shared, no death or serious injury is acceptable; and the best plan is a proactive, systemic one.

Sweden and the Netherlands began a Safe System program more than 20 years ago and have lowered their traffic fatalities to between three and four deaths per 100,000 residents annually, a decrease of more than 50 percent. The global average is 16.4 fatalities per 100,000 residents and 24.1 per 100,000 in low-income nations. More than 40,000 die on U.S. roadways every year.

### Multi-pronged plan

Approximately 30 cities in the United States are using Vision Zero, which is similar to Safe

System. Vision Zero takes the view that traffic deaths and severe injuries are preventable by utilizing proven strategies such as lowering speed limits, redesigning streets, implementing meaningful behavior-change campaigns and enhancing data-driven traffic enforcement. It also demonstrates that planning fosters cross-disciplinary collaboration among local traffic planners and engineers, police officers, policymakers and public-health professionals.

“We can dramatically reduce and eventually eliminate road-crash fatalities if we follow a Safe System approach,” said Soames Job, who heads the World Bank’s Global Road Safety Facilities and is one of the report’s co-authors. “Vision Zero is becoming a popular policy to embrace, but what it really means is committing to zero deaths and building in safeguards. By designing transportation systems for inevitable human error and placing a greater responsibility on officials, road designers and decision makers, we can profoundly reduce road-crash fatalities.” ■

A report from World Resources Institute and the World Bank emphasizes a commitment to no fatalities and upholding principles such as reducing human error, and instituting structural fixes like better sidewalks, bike lanes, high-quality public transportation, safer vehicles and faster emergency response.



## Komatsu acquires Quadco, Southstar forestry heads

**K**omatsu acquired Quadco felling heads and Southstar large harvesting heads, adding them to its already stellar lineup of Log Max and Komatsu small and medium-size harvester heads. The acquisition allows Komatsu to offer customers a full range of forestry attachments.

Quadco and Southstar will continue to operate as independent companies within the Komatsu group and will maintain their existing sales networks. To improve value to customers, Komatsu is forming a forestry attachment division within Komatsu Forest AB, which will manage the Quadco, Southstar and Log Max brands. ■

## EIA: Wind to blow past hydro in renewable energy production

**T**he U.S. Energy Information Administration (EIA) expects wind to surpass hydroelectric in domestic, renewable-energy production this year. EIA predicts hydropower will fall to 6.5 percent from 7.4 percent of the nation's overall energy output in 2018. Wind generated 6.3 percent last year, and EIA anticipates it will rise to 6.9 percent by 2019. Weather will play a big role in what the final numbers look like at the end of 2018.

"Because few new hydro plants are expected to come online in the next two years, hydroelectric generation in 2018 and 2019 will largely depend on precipitation and water runoff," EIA said in its analysis. "Although changes in weather patterns also affect wind generation, the forecast for wind-power output is more dependent on the capacity and timing of new wind turbines coming online." ■



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# OPEN FOR BUSINESS

## East Moline location hosts customers at grand-opening celebration to show off new facility

Road Machinery & Supplies Co. (RMS) customers in the Quad Cities got their first official look at the new East Moline, Ill., location during its grand opening in April. More than 150 people turned out for the event, which offered a buffet lunch, gift bags, door prizes, tours of the 22,000-square-foot building and machine walk-arounds. Attendees could also meet with a representative from Propeller, the aerial surveying company that RMS has partnered with for drone services.

“This is about a 200-percent improvement compared to our previous location,” noted Vice President, Iowa Operations Chuck Gallagher. “We were very excited to welcome so many customers and show off this amazing facility. It’s going to be a great location for us for many years. We’re very proud of it.”

While the new East Moline facility – which replaced the Milan site – has been operational since October, April’s event served as the ideal time for the grand opening.

“Last fall, we closed Milan on a Friday, spent the whole weekend moving and opened in East Moline on Monday,” recalled Branch Product Support Manager Ty Gainey. “It was pretty hectic, but we couldn’t wait to get in here. Our customers are just as excited as we are about this place.”

### More elbow room

That enthusiasm has been evident during the East Moline location’s first six months, as it has performed several projects in the 12,000-square-foot shop.

“We’ve already finished six machine rebuilds that would have been impossible in our other garage,” said Gainey. “This location will be so

beneficial in the future because we can complete bigger jobs, similar to those rebuilds, in addition to large-scale training sessions.”

The RMS family turned out to help the East Moline crew debut its new home. Employees from Sioux City, Des Moines and Cedar Rapids traveled to help with the event, and CEO Mike Sill II and other members of the management team from the headquarters in Savage, Minn., were also on-hand.

“It means a lot that everyone chipped in to help make this day a success,” shared Gainey. “We’re a big family, and that’s what makes RMS so special.” ■



Chuck Gallagher,  
Vice President,  
Iowa Operations



Ty Gainey,  
Branch Product  
Support Manager



Road Machinery & Supplies Co. CEO Mike Sill II (left) welcomes East Moline Mayor Reggie Freeman to the event.

More than 150 attendees got a first look at the new East Moline, Ill., facility during its grand-opening celebration in April.



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# HIGH-QUALITY CAPABILITIES

## Acquisition of Tritec brings wide array of steel options to RMS customers

Road Machinery & Supplies Co., (RMS) purchased Tritec, a Minnesota-based welding, fabricating and machining company, in late 2017 to form RMS Tritec, a full-service steel entity specializing in custom-fabricated and machined products.

“Having a heavy welding shop will benefit our customers in so many ways,” said RMS Vice President, Northern Operations Jon Anderson. “It’s a good bolt-on business that helps round out our ability to service equipment from bucket to bumper.”

The acquisition gives RMS the capability to rebuild mining buckets, dippers and truck bodies, in addition to fabricating steel components for industrial applications. It will provide non-destructive testing and inspections of tanks, piping, cranes and steel structures.

RMS Tritec is one of the largest distributors of Hardox and Arcoplate abrasion-resistant steel in the United States. The high-quality steel is used by aggregate and paving customers in feeders, hoppers and truck-body liners.

Serving every customer was the driving goal in creating RMS Tritec.

“We are enthused about being able to serve all of the markets throughout the entire RMS territory,” added Anderson. “Through RMS Tritec, we can now supply customers with iron that is up to four inches in thickness as well as bend, form, cut and install it. We run a shuttle between our branches, so it is easy to get a piece from any location to RMS Tritec quickly.”

### Continued excellence

General Manager of RMS Tritec Mitch Robertson, one of Tritec’s original owners, will

continue to oversee the day-to-day operations of RMS Tritec and its 47 employees. The 20,000 square-foot shop in Virginia, Minn., features a 50-foot ceiling and 70 tons of crane capacity. It includes some of the heaviest steel bending and rolling equipment in the region, an 8-foot by 24-foot plasma burn table and CNC machining lathes. RMS Tritec also operates a small warehouse in Bismarck, N.D.

“We are very excited at the opportunity to use our 21 years of mechanical, structural, design-engineering and in-plant experience to help expand the reach of RMS,” said Robertson. “We have developed a stellar reputation among our clients that will only enhance the already impeccable name that RMS has within the industry. The future is very bright for the RMS Tritec team.” ■



RMS Vice President, Northern Operations Jon Anderson (left) is with Tritec General Manager Mitch Robertson, who will continue to oversee day-to-day operations of RMS Tritec.

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**\$84,500**

2012 LEEBOY 8510B, S/N 87252



**\$210,000**

2016 KOMATSU D61PXi-23, S/N 31795



**\$195,000**

2013 KOMATSU PC390LC-10, S/N A30120, 4945 hrs.

Year	Mfgr./Model/Descr.	S/N	Hours	Price
<b>HYDRAULIC EXCAVATORS</b> 				
2008	KOMATSU PC138US-8	22453	4,862	\$65,000
2013	KOMATSU PC210LC-10	450377	1,255	\$129,000
2015	KOMATSU PC210LC-10	A10979	1,928	\$129,000
2015	KOMATSU PC210LC-10	A10978	1,300	\$145,000
2006	KOMATSU PC220LC-8	A88045	10,056	\$48,750
2003	KOMATSU PC228USLC-3N	21663	9,618	\$32,500
2012	KOMATSU PC228USLC-8	50495	6,327	\$89,750
2013	KOMATSU PC228USLC-8	51307	5,484	\$99,500
2012	KOMATSU PC290LC-10	A25128	3,650	\$134,500
2006	KOMATSU PC300LC-7E0	A88200	7,099	\$67,500
2013	KOMATSU PC360LC-10	A32685	7,511	\$151,170
2013	KOMATSU PC390LC-10	A30120	4,940	\$195,000
2014	KOMATSU PC490LC-10	A40661	5,324	\$208,000
2005	KOMATSU PC78MR-6	1562	5,356	\$24,500
2006	KOMATSU PC35MR-2	7714	1,807	\$25,900
2007	KOMATSU PC40MR-2	11295	3,115	\$28,250
2005	CATERPILLAR 330CL	DKY003593	12,528	\$69,500
2012	HYUNDAI ROBEX 210LC-9	HQ601CB0001058	2,716	\$99,500
2012	TAKEUCHI TB285	185000598	3,834	\$54,000

Year	Mfgr./Model/Descr.	S/N	Hours	Price
<b>WHEEL LOADERS</b> 				
2015	KOMATSU WA380-7	A64674	2,533	\$165,000
2011	KOMATSU WA470-6	A46027	9,425	\$119,500
2013	KOMATSU WA470-7	10045	4,749	\$169,500
2015	KOMATSU WA500-7	70038	2,600	\$335,000
1990	FIATALLIS FR12B	561587	10,746	\$23,500
2014	HYUNDAI HL740-9A	HLN05KE0000182	650	\$144,500
2014	HYUNDAI HL760-9A	HLL04TE0000241	2,415	\$162,036
2012	HYUNDAI HL780-9	C0000121	5,695	\$95,500
2014	TAKEUCHI TW65	2041110E	288	\$62,040

Year	Mfgr./Model/Descr.	S/N	Hours	Price
<b>CRANE</b> 				
2014	GROVE YB7725 Carry Deck Crane	322116	897	\$269,500

Year	Mfgr./Model/Descr.	S/N	Hours	Price
<b>FORK LIFTS &amp; BOOM LIFTS</b>				
2015	JLG G5-18A Telescopic Forklift	160069755	1,266	\$54,500
2011	JLG 1230ES Personnel Lift	200203559		\$5,450

Year	Mfgr./Model/Descr.	S/N	Hours	Price
<b>COMPACTORS/PAVERS</b> 				
2012	BLAW-KNOX RW35A Paver	88330	292	\$64,500
2004	LEEBOY 8515 Paver	8515R-42046	4,489	\$46,500
2013	LEEBOY 8616 Paver	91825	935	\$119,500
2016	LEEBOY 8500D Paver	8500-139161	1,420	\$96,500
2012	LEEBOY 8510B Paver	87252	1,952	\$84,500
2012	LEEBOY 8515B Paver	8515T-87882	1,856	\$89,500
2013	LEEBOY 8515B Paver	8515T-95412	1,075	\$98,500
2014	LEEBOY 8616B Paver	9616-113516	486	\$166,500
2015	DYNAPAC CA1300PD Padfoot Compactor	10000159LFA015997	57	\$59,500
2014	DYNAPAC CA1500PD Padfoot Compactor	10000156P0A013915	397	\$78,000
2014	DYNAPAC CC1100 Smooth Drum Compactor	10000330A0A013771	291	\$24,750
2015	DYNAPAC CC1200 PLUS Smooth Drum Compac	10000333CFA015559	93	\$39,500
2014	DYNAPAC CC4200 Smooth Drum Compactor	10000345C0A013088	1,255	\$82,750
2016	DYNAPAC CC6200 Smooth Drum Compactor	10000349TGA017706	1,853	\$99,500
2016	DYNAPAC CC6200 Smooth Drum Compactor	10000349CGA018367	587	\$159,500
1993	INGERSOLL-RAND DD110 Smooth Drum Compac	51835LC	2,290	\$6,500
2005	INGERSOLL-RAND SD45FB Padfoot Compactor	181481	486	\$49,700
2008	VOLVO SD116F Padfoot Compactor	196491	1,493	\$69,500
2008	VOLVO SD116DX Smooth Drum Compactor	198762	2,447	\$65,000
2015	VOLVO SD45D Smooth Drum Compactor	229106	812	\$55,000
2015	VOLVO SD45D Smooth Drum Compactor	229107	289	\$57,000
2005	WACKER RD15 Smooth Drum Compactor	5548311	296	\$14,900

Year	Mfgr./Model/Descr.	S/N	Hours	Price
<b>CRAWLER DOZERS</b> 				
2013	KOMATSU D155AX-7	90084	3,930	\$265,000
2016	KOMATSU D39PX-24	95133	817	\$129,900
2008	KOMATSU D51PX-22	B10712	5,215	\$76,850
2010	KOMATSU D51PX-22	B11727	4,471	\$99,500
2011	KOMATSU D51PX-22	B12304	4,226	\$117,500
2011	KOMATSU D51PX-22	B12130	4,835	\$110,000
2015	KOMATSU D51PXi-22	B13824	881	\$225,000
2012	KOMATSU D61EX-15E0	B46761	927	\$149,000
2016	KOMATSU D61PX-23	31803	1,261	\$210,000
2016	KOMATSU D61PXi-23	31787	1,902	\$239,000
2016	KOMATSU D61PXi-23	31795	2,910	\$210,000
2011	KOMATSU D65EX-16	26860365	8,915	\$80,000

Year	Mfgr./Model/Descr.	S/N	Hours	Price
<b>AGGREGATE EQUIPMENT</b>				
2016	ASTECC PTSC2618VM Screen	164259	2,469	\$139,000

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**\$225,000**

2015 KOMATSU D51PXi-22, S/N B13824, 881 hrs.



**\$169,500**

2013 KOMATSU WA470-7, S/N 10045, 4,749 hrs.



**\$335,000**

2015 Komatsu WA500-7, S/N 70038, 2,600 hrs.

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Hours	Price
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### OFF-HIGHWAY TRUCK

2015	KOMATSU HM400-3 Water Truck	3630	4,403	\$337,000
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### FORESTRY EQUIPMENT

2005	TIMBCO 425EXL Feller Buncher	AT4C2737122805	11,195	\$152,500
2012	TIMBERPRO TL725B Feller Buncher	TL725B-0137-032612	5,127	\$269,000
2005	TIMBERJACK 1110 Forwarder	WJ1110D001603	8,682	\$169,500
2013	DEERE 1270E Processor/Harvester	1WJ1270EHDD002571	5,975	\$318,200

### SKID LOADERS

2015	TAKEUCHI TL10 Track Skid Steer	201000577	693	\$44,500
2014	TAKEUCHI TL8 Track Skid Steer	200800369	1,044	\$36,500
	TEREX PT30 Track Skid Steer	ASVPT030J3WS06185	939	\$17,500

### MISCELLANEOUS

2005	GORMAN-RUPP 12B2-B Pump	1315582		\$1,785
2005	GORMAN-RUPP 12B2-B Pump	1315581		\$1,950
2010	GORMAN-RUPP T615WF Pump	1457383		\$1,250
2015	MOROOKA MST1500 Dumper	LEHMAN		\$7,000
2014	MOROOKA MST1500VD Dumper	A150131	1,786	\$129,500
2014	MOROOKA MST1500VD Dumper	A150134	1,823	\$135,500
2014	MOROOKA MST1500VD Dumper	A150150	1,163	\$131,500
2014	MOROOKA MST1500VD Dumper	154862	1,092	\$134,750
2014	MOROOKA MST2200VD Dumper	A220203	1,149	\$183,870
2014	MOROOKA MST2200VD Dumper	223707	1,801	\$157,000
2014	MOROOKA MST800VD Dumper	80174	1,844	\$89,500
2014	MOROOKA MST800VD Dumper	80184	1,032	\$94,500
2012	LOAD KING Bottom-Dump Trailer	28482		\$46,900
1987	TRAIL KING Lowboy Trailer	1TKH0432XHM118108		\$18,000
1983	W-W TRAILERS Utility/Light-Duty Trailer, Flat			\$2,750

### ATTACHMENTS

2002	KOMATSU PC400 Arm	A/A85208		\$3,000
2011	YOUNG Arm	NA		\$27,500
	BADGER Bucket, GP	CO-36-22		\$8,500
2015	EMPIRE Bucket, GP	E8460		\$6,800
2011	EMPIRE Bucket, GP	E702-11		\$26,500
2016	GEM Bucket, GP	0116-8127-2/1 035836		\$5,900
2005	HENSLEY Bucket, GP	47388		\$2,900
	HYUNDAI R210 Bucket, GP	61N6-31003		\$1,740
2013	KOMATSU PC360 Bucket, GP	R-0437		\$6,450

### ATTACHMENTS continued...

2008	KOMATSU Bucket, GP	3765		\$3,700
2008	LEMAC HD2524 Bucket, GP	D08035BU		\$4,800
2007	LEMAC Bucket, GP	K0737		\$13,700
2008	LEMAC Bucket, GP	D08036BU		\$5,540
2013	PEMBERTON Bucket, GP	GPB-5107-6.0-0413		\$16,000
2007	R450 Bucket, GP	6338		\$9,160
2008	Bucket, GP	1107021		\$610
2008	JLG G5-19A Bucket, MP	1160002401		\$3,395
	GAR-BRO 483R Bucket, Other	04631E		\$3,195
2005	KOMATSU SK820 Bucket, Other	F-Y0250		\$500
2004	SCHUFT FAB 944E Bucket, Other	NA		\$3,000
2003	ATCP24 Bucket, Other	19743		\$1,150
2006	FLECO R360 Bucket, Rock	26782-360		\$4,500
2007	HENSLEY R250 Bucket, Rock	37984A		\$2,100
2012	ALLU DH31225 Bucket, Screen	DH31212010		\$52,750
2014	HENSLEY Bucket, Spade Nose	73198		\$27,500
2015	CUSTOM BUILT 10X7 Cab, Other	LEHMAN		\$7,000
2018	KOMATSU D65 Counterweight	NA		\$6,200
2009	JRB Coupler / Quick Coupler	1209-AKR9277		\$6,750
	GUNNEBO JOHNSON Crane	705310000908-8228		\$850
	CAT IT28 Fork			\$600
	ROCKLAND Fork	R52369		\$7,500
2001	EMPIRE A/PC360 Grapple, GP	2001		\$9,500
2014	FLECO PC360 GRAPPLE Grapple, GP	49961		\$9,500
2011	Gensco PR01/5-60 Grapple, Scrap/Salvage	13283		\$13,900
2008	ATLAS COPCO Hammer/Breaker - Hydraulic	KAL02324		\$14,675
2005	NPK E203 Hammer/Breaker - Hydraulic	82073		\$8,500
2012	NPK GH6 Hammer/Breaker - Hydraulic	104915		\$22,400
	Hitch			\$1,500
2010	RAVELING FT4250 Other	NA		\$9,250
2012	GENESIS LXP300 Shears, Concrete	320CP187-1		\$189,000
2011	GENESIS GXP660R Shears, Steel	600-533R		\$160,000
	LABOUNTY MSD100 Shears, Steel	100509		\$50,000
	DYNAPAC Shell Kit	NA		\$4,500
2014	DYNAPAC Shell Kit	A/028332		\$10,750
2015	DYNAPAC Shell Kit	NA		\$9,750
2007	INGERSOLL-RAND Shell Kit			\$12,750
2007	INGERSOLL-RAND Shell Kit	A/194178		\$10,500
2008	SWEEPSTER Sweeper	752007		\$4,900
2003	EMPIRE PC210 Thumb	298		\$6,500
2016	ALLIED D61 Winch	HGHT2B1709K471		\$49,500

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