

Road Signs



A publication for and about Road Machinery & Supplies Co. customers

RMSroadsigns.com



Duininck Inc.

People drive growth and success of family-owned company in Minnesota

A message from the CEO



Dear Valued Customer:



Mike Sill II

We sincerely hope that your year is going well. While the economy has seen its ups and downs, construction is one industry that has continued to be an overall bright spot even if some sectors have been somewhat slower lately.

On a celebratory note, it is the 10th anniversary of Komatsu's Intelligent Machine Control (IMC). What a decade it's been for the factory-integrated GPS excavators and dozers that continue to improve. Companies of every size are seeing improved savings in both time and costs, and you can read some of their stories in this issue.

With its extensive lineup of construction, mining, forestry and industrial machinery, Komatsu continues to innovate. Get a glimpse of what Komatsu has to offer and see the future of construction inside this issue. We highlight the PC210LCE electric excavator and the fuel-cell excavator that is currently in development. Also featured is the new PC130LC-11 that's a great all-around excavator designed to work in a wide variety of applications and is portable enough to be moved behind a dump truck or a larger pickup.

No matter what you need, we have you covered with machines and innovative products. If you are looking for equipment, you should consider tax advantages such as bonus depreciation. This year, full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to decrease by 20% per year until it reaches 0% in 2027, so now may be a great time to make a purchase. Check out the article in this issue for more information.

As always, if there is anything we can do for you, please feel free to contact one of our branch locations.

Sincerely,
Road Machinery & Supplies Co.

Mike Sill II, CEO



KOMATSU

Published by Construction Publications Inc.
for Road Machinery & Supplies Co.
© 2023, Printed in the U.S.A.

Savage (Corporate HQ)

5633 Highway 13 W
Savage, MN 55378
(952) 895-9595

Duluth

314 Garfield Ave.
Duluth, MN 55802
(218) 727-8611

Virginia

315 Hoover Road N
Virginia, MN 55792
(218) 741-9011

Rochester

101 Country Club Road SE
Byron, MN 55920
(507) 701-0199

Negaunee

75 US Highway 41 E
Negaunee, MI 49866
(906) 475-6488

Road Signs

A publication for and about Road Machinery & Supplies Co. customers

RMSroadsigns.com

In this issue

Duininck Inc. pg. 4

See how this family-owned business in Minnesota completes projects efficiently.

A Decade of Data pg. 8

Discover what machine this Minnesota company recently purchased from RMS.

Customer Appreciation pg. 12

Get a glimpse of the customer appreciation golf outings RMS hosted this summer.

Demo Days pg. 14

Take a look at Komatsu Demo Days 2023.

Product Focus pg. 19

Check out Komatsu's upgraded PC130LC-11 excavator.

Simplified Operation pg. 20

Learn about the updated, modern control system on new Astec Roadtec RP-series highway-class asphalt pavers.

Greener Excavator pg. 22

Read about the Komatsu HB365LC-3 hybrid excavator.



www.rmsequipment.com



@RMSEquipment

Corporate

Mike Sill II, CEO

Russell Sheaffer, President

Troy Johnson, CFO

Joe Schmittlein, VP, Sales

Lance Arnett, VP, Product Support

Jon Anderson, VP, Northern Operations

Abby Sill, Director of Marketing and Technology

Dan Erstad, General Parts Manager

Matt Tapper, General Service Manager

Ben Schmittlein, Aggregate Division Manager

Scott Kropiwka, Used Equipment Manager

Jeff Boraas, Finance and Credit Manager

Justina Wolf, Rental Manager

Tom Burrows, PSSR Sales Manager

Pete Anderson, Safety, Procurement & Facilities Manager

Savage

Trent Rezabek, Sales Manager

Adam Wiebusch, Service Manager

Colton Malt, Parts Manager

Duluth

Jeff Little, Service Manager

Virginia

Brad Carlson, Sales Manager

Tim Strom, Service Operations Manager

Drew Guddeck, Service Manager

Marjia Jorgenson, Parts Manager

Rochester

Josh Cummings, Service Manager

Negaunee

Marc Bottari, General Manager

Kyle Taisto, Service Manager

Des Moines

Luther Braun, Sales Manager

Brent Smith, Service Manager

Sioux City

Cody Cahoon, Service Manager

Michele Meyermann, Parts Manager

Cedar Rapids

Dan Snyder, Service Manager

L.J. Schneekloth, Regional Parts Manager

East Moline

Ty Gainey, Service Manager

Des Moines

3001 Oxbow Ct. SW
Bondurant, IA 50035
(515) 282-0404

Sioux City

1400 North Highway 75
Sioux City, IA 51105
(712) 252-0538

Cedar Rapids

10740 High Life Court SW
Cedar Rapids, IA 52404
(319) 363-9655

East Moline

3150 5th Ave.
East Moline, IL 61244
(309) 755-7203

Duininck Inc.

People drive growth and success of family-owned company in Minnesota



*Courtland Acosta,
Equipment Manager*

In 2026, Duinick Inc. will celebrate 100 years of operation. In that time, jobs, equipment and applications have changed. One constant has been the foundation of its sustained excellence: people.

“One of our core values is valuing the person as a whole,” explained Equipment Manager Courtland Acosta. “That includes our employees, vendors and customers but also the communities we work in through infrastructure improvements and community service.”

The Duinick family has been another constant at Duinick Inc., which is in its third generation of family ownership with the fourth generation already involved. The path to success began in 1926 when Duinick brothers Henry, Amos and Wilbur started a road construction business in their hometown of Prinsburg, Minn. The second

generation to lead the Minnesota operation was also a trio of brothers — Harris, Larry and Lee — who expanded Duinick Inc.’s territory. During this time, Duinick Inc. grew to add more applications and became more diversified with its offerings.

Today, Duinick Inc. carries the family ownership legacy into its eleventh decade of operation with a focus on modernization and integrating technology into the operation to position the company for continued success in the modern construction industry.

“This is a very competitive industry, so you have to do things right to succeed,” commented Acosta. “The Duinick name has a reputation for getting projects done in a timely manner without cost overruns or delays. It’s something we’ve been doing for 100 years, and that’s thanks to a solid foundation the Duinick family has instilled and continued to prove.”

Projects

An entrepreneurial mindset has led to Duinick Inc.’s continued growth. Now, the company regularly works on heavy civil construction, asphalt paving, utilities, and grading projects. With 350 employees at the height of construction season, Duinick Inc. completes projects in west-central Minnesota, but will occasionally go as far north as the Canadian border and as far south as northern Iowa.

Another focus for Duinick Inc. is aggregate production. The addition of crushing allows Duinick Inc. to provide material for construction projects in its footprint and feed a sister company that makes ready-mix.

“We like to focus on our main service area for a lot of projects,” said Acosta. “Especially those where we can utilize our own aggregate material as opposed to purchasing and trucking some in. It allows us to be more competitive and have the quality control we pride ourselves on.”



With a Komatsu PC490LC excavator, Duinick Inc. completes a utility project at Tracy Area High School in Tracy, Minn.



▶ VIDEO

Operator Todd Skare uses a Komatsu PC490LC excavator to dig a pit for a 6-inch water line connection. “The PC490 is smooth, good on fuel, and pretty fast,” said Skare. “It’s also got good visibility and good reach, which helps a lot when we are deep digging, because we usually have a lot of existing utilities to avoid.”

A true partnership

When Acosta joined Duinick Inc. five years ago, only a small percentage of its equipment fleet were Komatsu pieces from Road Machinery & Supplies Co. He says the number has doubled in the last three years, because Duinick Inc. has found a true partner in RMS.

“I was familiar with Komatsu equipment from my past jobs,” he said. “I had used Komatsu’s large mining equipment and excavators a lot. I believed — and still do today — that Komatsu is a quality product. I think it can go up against any of the other brands and outperform them, but what has really helped us add more pieces is the support we get from RMS. I’ve never heard ‘no’ from RMS. From [CEO] Mike Sill to [Territory Manager] Mike Buchanan, they are invested in our success. Duinick Inc. and RMS are partners.”

Developing a relationship takes more than successful equipment sales. While reliable

equipment is the first step in the process, the service and support Duinick Inc. has received from RMS is what has taken the relationship to another level.

“Just recently we had a machine that was down, and I called Mike to see when we could get a technician out to the site,” said Acosta. “Mike called me and said the tech was tied up at another job, so he was going to the site to start working on it himself. That isn’t his job, and it was late. He’s got a young family, but he was ready to do what it took to get the job done.”

Acosta added, “Then at 7:00 p.m., I got a call from [RMS Field Technician] Jason Guggisberg. He told me he was getting fuel and heading to the site. A couple hours later, Jason called me back and said the machine was back up and running. It saved us a day, but the thing that meant the most to me is that he told me, ‘I’m here to help you guys.’ You don’t get a lot of that attitude anymore today.”



Discover more at
RMSRoadSigns.com

Continued . . .

Continued growth

Komatsu isn't the only equipment from RMS making its way into Duinick Inc.'s fleet. Last year Duinick Inc. purchased an Astec KPI-JCI K500 cone crusher — its first piece of Astec aggregate equipment — for its Scott Quarry in Hardwick, Minn. Once again, going the extra mile led to the deal.

"We rented a crusher last season, and we weren't sure if it was the right fit," recalled Acosta. "We met with [RMS Aggregate Division Manager] Ben Schmidlein and then visited the Astec plant in Eugene, Oregon. We got a real hands-on experience and were confident that Astec and RMS would be the best fit. After that,

we were excited to put it to work in the toughest application that we have."

The K500 is currently working as the plant's secondary crusher. The Scott Quarry makes product that is three-quarters of an inch for a large ready-mix operation in addition to material for FOB sales and Duinick Inc.'s asphalt operations. While the application is tough, the K500 has exceeded expectations.

"We are producing about 200 tons more per hour," said Acosta. "It's performing flawlessly."

Production numbers and machine performance can be forecasted by the manufacturer. However, until the machine is in the field, it's merely an estimate you hope is right. One thing that Acosta said he didn't have to worry about was the service and support he'd receive from RMS.

"Never in the process of buying the K500 did I ever doubt RMS' ability to stand behind the machine," he said. "Their reliability was one of the reasons we bought the crusher."

Modern integration

The Duinick family's strong sense of guiding principles has delivered nearly 100 years of success and will remain the company's driving force for years to come. However, Acosta acknowledges that remaining competitive in today's construction industry will also require modernization.

"Right now, we run a bit of a mixed bag when it comes to technology in our fleet," said Acosta. "One of the things we're looking at is incorporating more of the latest technology. That's going to happen sooner rather than later."

In order to meet its technology goals, Duinick Inc. has turned to RMS and Komatsu Intelligent Machine Control (IMC) equipment.

"We've been to the Komatsu Demo Days in Cartersville with RMS," noted Acosta. "It was a really good opportunity to get in the machines and run them but also get information and training on how and when to use them. The technology is great but making sure it is used on the right jobs with the right crews is what will make it even more valuable to us. So, we're really checking boxes and doing homework right now to make sure we hit the sweet spot."

With an impressive track record of growth and a trusted partner to help with the process, it seems highly likely that Duinick Inc. will find success in its plan.

"It's the direction we have to go, and I'm confident we'll be able to do it, and do it well," he concluded. 



Discover more at
RMSRoadSigns.com



RMS Territory Manager Mike Buchanan (left) visits with Crush P1 Aggregate Production Supervisor Zach Hintzman at Duinick Inc.'s Scott Quarry. "What has really helped us add more pieces is the support we get from RMS," said Equipment Manager Courtland Acosta.



▶ VIDEO

Last year, Duinick Inc. added an Astec KPI-JCI K500 cone crusher to its Scott Quarry aggregate pit in Hardwick, Minn. "We are producing about 200 tons more per hour," said Equipment Manager Courtland Acosta. "It's performing flawlessly."

ROCK TO ROAD



Designed with Maintenance in Mind

Your ability to efficiently process materials on-site depends on reliable equipment. Astec designs and manufactures a wide selection of mobile crushers, screens and conveyors designed with simplicity for easy operation and maintenance to keep you up and running. For unmatched customer support, our dedicated experts and distribution network will help you find a solution that fits your needs.



Find your solution.



Sold and Supported by Road Machinery & Supplies Co.

10th anniversary of IMC

Users have saved time, lowered costs with integrated GPS grade control



*Andrew Earing,
Director of Tracked
Products and
Technical Service,
Komatsu*

In 2013, Komatsu changed the landscape of the construction equipment industry with the introduction of the first Intelligent Machine Control (IMC) dozer that provided fully automatic blade control from rough cut to finish grade. The D61i-23 made an immediate impact, and a decade later, there is plenty of evidence that IMC equipment has cut costs significantly for customers and increased operator efficiency.

“Providing that semi-autonomous functionality in the dozers from the factory was unheard of in the industry,” said Andrew Earing, Director of Tracked Products and Technical Service for Komatsu. “It was revolutionary. The integrated GPS grade control gave operators the ability to move dirt faster and more accurately with fewer stakes and reduced surveying costs. We found that novice operators saw their skill set grow rather quickly when using Intelligent Machine Control, because the semi-autonomous

operation is a learning tool that is teaching them proper operation. Experienced operators found that it helped them work more comfortably throughout the day, and we found those operators willing to stay in the workforce a little bit longer because of the more enjoyable experience that the technology provided them.”

Upgrades

The D61i-23’s success set the stage for additional models, as well as IMC excavators that go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator doesn’t allow it. This reduces wasted time and the need for expensive fill materials.

Liesfeld Contractor, based in Richmond, Va., was the first company to adopt a D61i-23 dozer in 2013. It has since upgraded its fleet multiple times and currently has 10 IMC dozers and three IMC excavators, including some IMC 2.0 models with advanced features that help further increase productivity. The IMC 2.0 dozers have proactive dozing control, which enables even less-experienced operators to cut/strip automatically from existing terrain, as well as lift layer control, tilt steering control, and quick surface creation.

The IMC 2.0 excavators feature bucket angle hold control, which automatically holds the bucket angle to the design surface during arm operation. It’s less fatiguing for operators, so they are more productive, and it produces a better finish-grade surface. Plus, auto tilt bucket control assists operators by aligning the bucket parallel with the slope, so that finish grading can be accomplished without needing to align the machine with the target surface.

“We have come to rely on IMC, as it puts a lot of the information about the job right in front



Komatsu IMC excavators go beyond simple guidance to semi-automatically limit over-excavation and trace a target surface.



Komatsu's D61i-24 IMC 2.0 dozer is the second generation of the original IMC dozer introduced in 2013. Its features include proactive dozing control, lift layer control, tilt steering control, and quick surface creation.

of the operator on the monitor," said Kelby Morgan, Operations Manager at Liesfeld Contractor. "The more we can put on the job site, the better off we are. We can get jobs done with fewer worker hours. We're less reliant on surveying. Everything combined makes us more efficient. I think it gives us an advantage over those who don't use it."

Increased efficiency, lower costs

Wisconsin-based Soper Companies performs earthwork and various other services with a sizable fleet of equipment that includes several Komatsu IMC excavators and dozers.

"We're committed to incorporating technology into our practices — from having our own survey techs who lay out jobs to digital plans to using the latest innovations in grade control — because we see increased efficiency and overall lower costs," said Vice President Ethan Engel. "Our labor expenses are down because we don't need grade checkers, and we're moving material faster and more accurately."

Engel praised the Komatsu PC290LCi-11 IMC 2.0 excavator for its ability to follow complex design plans in foundation and utility digs.

"It's been spot-on, and once you hit target depth on the model that's been uploaded to the excavator, it won't let you dig any deeper," said Engel. "Operators hit final

elevation without over-digging, so we are not replacing dirt with expensive backfill. In turn, that reduces trucking, lowers fuel consumption, and helps profitability. We are seeing similar savings with the dozers. Our operators get to grade faster with less material movement."

Frank A. Rogers & Company Inc. (FARCO), a general contractor in Arkansas, saw similar results when an operator used a D39PXi-24 IMC dozer to complete a 52,000-square-foot commercial building that included 4 acres of pads. According to President Taylor Meharg, it saved approximately 10% to 20% on costs compared to a similar project the company did with rental equipment. FARCO has also found that the D39PXi-24 cuts down on surveying time.

"We can do most of our surveying with one piece of equipment," said Meharg. "The level of accuracy you get with IMC is an upgrade over traditional equipment, and I think even the best operators in our company would agree with me that it makes their job easier and helps get the project done faster."

Texas-based Baker & Company Construction LLC realized the benefits of IMC when it compared a GPS-integrated dozer to a competitive model with an aftermarket system.

Continued . . .

“Komatsu was the clear winner,” stated President Brad Baker. “Operation was smooth, and the fact that there are no masts or cables to deal with made it a no-brainer. We now have four IMC dozers that we rely on heavily for stripping to finish grade. Our productivity is higher, and our costs are reduced because those dozers allow us to move material once and more efficiently. Operators know exactly where to place, cut and grade because the plans are in the dozer, and it’s automatically doing what’s needed in relation to reaching finished elevation. They have cut our mass grading time by roughly 50%.”

Specialty situations

Komatsu IMC technology works in specialty situations as well as traditional earthmoving. ABR Construction Inc., which is headquartered in Nicholasville, Ky., equips its PC360LCi-11 excavators with rock grinders.

“Using a grinder with the IMC technology allows you to achieve grade without over-digging or misalignment because misaligning a rock trench can be a very expensive mistake,” explained Project Manager Ben Troxell.

ABR Construction also uses IMC dozers to complete everything from stripping to finish grade. The company gets further versatility by outfitting the dozers with rippers.

“We were constantly replacing stakes, and now, the whole site plan is in the dozer itself,” said President Christian Ach. “We have less downtime, so we view IMC as a time-saving tool that makes our operators more functional. Now, they produce eight to 10 hours a day rather than worrying about knocking down stakes.”

“I feel as though our overall efficiency has gone up 100% since we aren’t wasting time staking, and that also frees up project managers to do other tasks,” noted Senior Project Manager Darrin Darnell.

Continuing to build

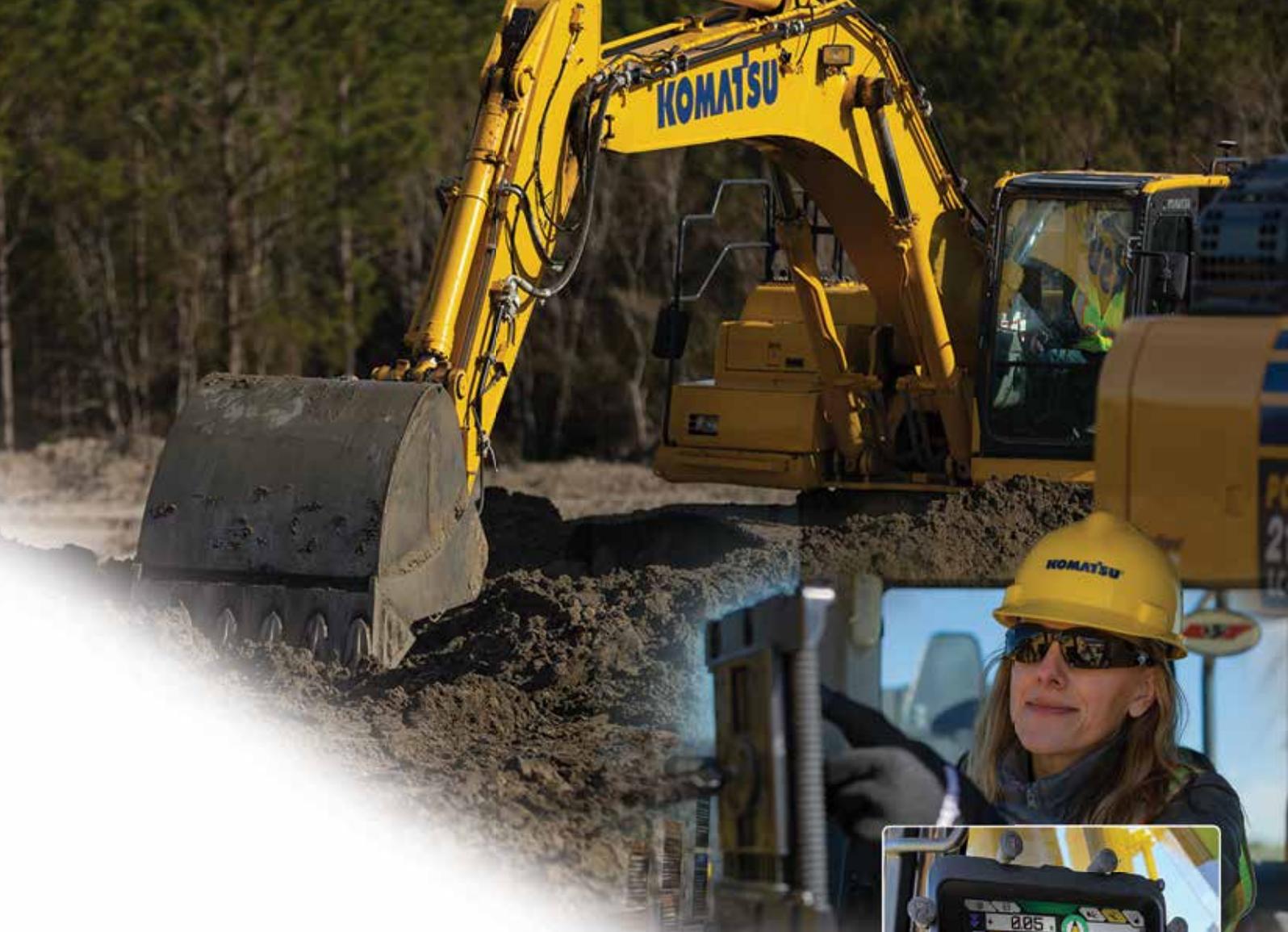
According to Earing, customers across North America — and the world — have seen similar results with IMC equipment.

“The original vision for IMC was to provide a solution that all of our customers can benefit from,” said Earing. “We wanted to make this available, scalable and really intuitive enough that everyone can use it, no matter the size of the contractor. Ten years later, we can pointedly say that we believe we achieved that and much more. We’re continuing to build on it, and with customer input, we are seeing applications for IMC machines that we hadn’t thought of at the beginning.” 

**The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions. Your results may vary.*



The D71i-24 models are the newest Komatsu IMC 2.0 dozers.



Now there is an easy, affordable way to bridge the technology gap

Smart Construction Retrofit equips legacy machines with 3D guidance and payload monitoring — tools to drive accuracy and efficiency at your job site.

Learn more about this exciting new solution at komatsu.com/smart-construction-retrofit

Scan to learn more



KOMATSU

SMARTCONSTRUCTION
Retrofit

Golf, food and fun

Customer appreciation golf outings offer chance to thank customers



Discover more at
RMSRoadSigns.com

Road Machinery & Supplies Co. hosted a pair of customer appreciation golf outings this summer. Nearly 150 customers, vendors, manufacturer representatives, and RMS employees kicked back, relaxed and enjoyed some time together in a relaxed setting.

“These events are all about the customers — without them, we wouldn’t be here,” said Vice President of Sales Joe Schmidlein. “Having so many customers and manufacturers here makes these events really special.”

“The summer golf events are important,” added Iowa Sales Manager Luther Braun. “It’s a really good time to get away and not have to talk business, so we can get to know each other on a more personal level.”

Iowa goes to the casino...

The Iowa branches hosted their customer event at Blue Top Ridge Golf Course at Riverside Casino & Golf Resort in Riverside, Iowa. Attendees participated in a putting contest and a round of golf followed by dinner and awards at the casino’s event hall.

“Everyone likes golf, and I think it’s great to have the casino next door,” said Ethan Silverstein of Scrap Processors Inc. “But being around everyone here is great.”

“I’ve been coming to this for probably 10 years,” said Corell Companies Owner Grant Corell. “My favorite thing about this event is who you get paired with on these teams. We spend time talking about our kids, what we’ve done, our experiences. It has very little to do with a sales call.”

...Casino comes to Minnesota

For the eighth year in a row, Cragun’s Resort on Gull Lake and its Legacy Courses in Brainerd, Minn., was the host of the Minnesota event. This year, RMS added a casino night to the dinner activities, and attendees were able to play and win prizes donated by RMS and its manufacturers.

“We changed it up a bit this year with the casino night, and it was a hit,” said Schmidlein. “It was awesome to see so many people walking out of there with prizes. That’s what these things are all about.” 

▶ VIDEO



RMS hosted nearly 150 customers, employees and manufacturer representatives at its customer appreciation outings in Iowa and Minnesota this summer.

PURPOSE-BUILT FROM THE GROUND UP

What if **YOUR** material handler's purpose is a little different from the **OTHER** material handler's purpose?

When you want **purpose-built**, only SENNEBOGEN purpose-builds **one machine at a time** to meet your goals.

Think of the possibilities!

- Diesel and/or electric-drive
- 44,000 to 900,000 lbs.
- Rubber tired, tracked or stationary
- Custom boom & stick configurations



For your nearest RMS location, visit www.rmsequipment.com



See how SENNEBOGEN can purpose-build the right machine for you

www.sennebogen-na.com | +1-704-347-4910

SENNEBOGEN

Hands-on experience

Customer feedback helps drive innovation at Komatsu Demo Days 2023 in Georgia



*Michael Gidaspow,
Vice President of
Product Service
and Solutions,
Komatsu*

Komatsu customers had their first chance to get their hands on the new products that were featured at CONEXPO-CON/AGG at the company’s annual Demo Days in Cartersville, Ga.

“We had about 400 customers come through the event with their distributors,” said Michael Gidaspow, Vice President of Product Service and Solutions for Komatsu. “There were many Komatsu experts who talked to customers and got their feedback on our equipment and our solutions.”

Customers at the event were eager to get in the operator’s seat of two new excavators showcased at CONEXPO-CON/AGG: the PC900LC-11 excavator and the PC210LCE electric excavator.

“Those two machines were the stars of the show; they got a lot of feedback

and operation,” said Gidaspow. “Customers want to know how the PC210LCE electric excavator compares to their traditional excavator, or how the PC900 operates.”

The event also featured Intelligent Machine Control (IMC) 2.0 equipment; Smart Construction and Smart Quarry solutions; Montabert, Lehnhoff and Hensley products; and Komatsu’s newest forestry machine: a PC230F-11.

“We want to make sure that Komatsu equipment is fully utilized, and that our customers’ entire job sites are as efficient as possible,” said Gidaspow. “That is where Komatsu technologies come in, so they can help customers hit their goals. When they come to Cartersville, customers can see what Komatsu does and learn about how our offerings can assist them.”



*Kurt Renzland,
Owner,
K.J. Renzland
Excavating Inc.*



*Thomas Wayson,
Operator,
The Quartz Corp.
of America*



▶ VIDEO

At Demo Days, an attendee scoops material with a Komatsu PC900LC-11 excavator equipped with an 8-yard bucket.



A Komatsu instructor guides an operator through the capabilities of a Komatsu PC900LC-11 excavator.

While new machines and technology were a significant draw for the event, some customers noted the overall reliability Komatsu has provided their operations over the years.

“My experience with Komatsu is that the machines are very reliable,” commented Kurt Renzland, owner of K.J. Renzland Excavating Inc. “That’s why I’m here. My PC400 excavator is over 20 years old, and it has over 20,000 hours with the original motor and hydraulic pumps. For us, that reliability means we can keep working and aren’t wasting time repairing machinery or having to deal with expensive repair bills. Even when we went through tough times, I was able to lean on our Komatsu machines and get through.”

Powerful, efficient PC900LC-11

Towering above the other machinery and quickly drawing a crowd at Demo Days was Komatsu’s PC900LC-11 excavator equipped with an 8-yard bucket.

“My first thought was that the bucket is monstrous,” stated Thomas Wayson, an operator for The Quartz Corp. of America. “It would increase our production by being able to load trucks faster. You probably only need two buckets to fill the rigid frame dump trucks, so you’d be able to speed up the process quickly.”

Despite its size, the machine shares similarities with smaller models.

“I like how the cab and controls are the same, so it doesn’t matter if you’re on a 160 or the 900 because everything’s the same inside,” said Bennett Conrad, a third-generation operator, fleet manager and technician at Conrad Brothers. “I like the visibility with the cameras and the serviceability. The filters are easy to get to and are in a good spot.”

The cohesiveness among models lends itself to faster operator training.

“It was like running a 390, just bigger; there was no change or parasitic drag,” said Wayson. “For training, it would be a quick transition from a smaller Komatsu machine to the PC900.”

Testing Komatsu’s electric excavator

Demo Days attendees were some of the first customers in North America to get behind the controls of the PC210LCE electric excavator, which will be field tested later this year.

“I currently run a diesel-powered PC210 excavator, and I think that if you were blindfolded, you would not be able to tell the difference between the two,” said Wayson. “I expected the electric excavator to be underpowered, but it was not. It exceeded my expectations.”



*Bennett Conrad,
Operator/
Fleet Manager/
Technician,
Conrad Brothers*



*Joel Nicol,
Vice President,
Nicol and Sons Inc.*

Continued . . .



Watch the video

Wayson was also surprised by the comfort of the machine.

“When I was operating, I turned the air conditioner off just to get a feel for the machine and see how quiet it actually is,” noted Wayson. “It was astonishingly quiet.”



An attendee tries out a Komatsu PC210LCE electric excavator, which will be field tested later this year.



Pattison Sand's Ryan Hansen (left) and RMS' Joel Werthmann learn about new technology at Demo Days.



(L-R) Minnesota Dirt Works' Dan Ames; Park Construction Company's Brent Thompson; RMS' Ryan Miller, Phil Major, Vince Kasper, Justina Wolf, and Joe Moran; Park Construction Company's Cole Thompson; and RMS' Chris Potter check out Komatsu's IMC 2.0 machinery at Demo Days.

Hands on with GD655-6, IMC 2.0

Attendees were also quick to note the performance of the Komatsu GD655-6 motor grader.

“I use motor graders for fine grading quarry stone for parking lots,” explained Renzland. “The Komatsu motor grader is smooth, quiet and powerful. The controls are super sensitive, and the visibility allows me to sit in my seat while operating. I’m used to standing up and working large levers, so the operator comfort is better in the Komatsu machine.”

Plus, Demo Days gave customers the ability to test Komatsu technology, such as IMC 2.0.

“I ran the D71PXi, which was my first experience with the 2.0 technology,” said Joel Nicol, Vice President of Nicol and Sons Inc. “I could not believe the advancements in the mapping system, and an operator doesn’t have to interfere with the process, it just pushes.”

Visit Cartersville

Moving forward, Gidaspow encourages customers to visit Komatsu in Georgia and take the opportunity to operate new machinery and technologies.

“Any customers who haven’t had a chance to come out, please talk to us, and talk to your distributor,” said Gidaspow. “We have customers visit us year-round, and we have equipment here that hasn’t yet been released to the market. We encourage feedback from our customers, so we can learn what’s working or what we can do to make our equipment and our solutions better for you.” 

**The opinions expressed here are from the end users who are quoted. The results described herein are those of these end users under certain conditions.*



All it takes for the challenges you face.

Wacker Neuson is committed to providing outstanding products and services. That's why you'll find Wacker Neuson's complete line of equipment the best choice for all phases of your job.

Compaction - rammers, plates and rollers.

Concrete Technology - vibrators and screeds.

Worksite Technology - pumps, generators, light towers, and heaters.

Wacker Neuson equipment - helping contractors get the job done right.

www.wackerneuson.com



**WACKER
NEUSON**
all it takes!



Savage, MN
(952) 895-7033
(800) 888-9515

www.rmsrentals.com

HQ: Savage, MN
(952) 895-9595
(800) 888-9515

Cedar Rapids, IA
(319) 363-9655
(800) 616-6615

East Moline, IL
(309) 755-7203
(800) 633-9114

Duluth, MN
(218) 727-8611
(800) 888-9535

Des Moines, IA
(515) 282-0404
(800) 555-1445

Negaunee, MI
(906) 475-6488

Virginia, MN
(218) 741-9011
(800) 752-4304

Sioux City, IA
(712) 252-0538
(800) 633-9104

Rochester, MN
(507) 701-0199

www.rmsequipment.com

SUPERIOR TECHNOLOGY AND OPTIMAL COMPACTION!

The BOMAG Heavy Tandem Roller line gives you the most reliable and technologically advanced machines in the industry. Always easy to service and operate, you get optimal compaction every time, on every job. We build a full lineup of tandem rollers from 3,500 lbs to 35,000+ lbs and every model comes with BOMAG superior technology. Contact your local BOMAG Dealer for more information or a product Demo.

FAST AND EASY MAINTENANCE

All daily maintenance points can be reached quickly and easily from the ground, saving time and improving safety.

ERGONOMIC OPERATOR STATION

An ergonomic operator station provides optimal views of the work area and the highest standard of comfort for long, productive hours on the job site.



EXCELLENT FUEL EFFICIENCY

BOMAG ECOMODE provides load-dependent, economical operation without using unnecessarily high engine speeds. This gives you excellent fuel efficiency on all types of projects.



THREE TYPES OF VIBRATION TO CHOOSE FROM!

Only BOMAG Tandem Rollers offer three vibration systems to meet your specific needs. Choose from double vibration, TanGo or ASPHALT MANAGER to get an optimal finish every time, on every job.



EFFICIENT COMPACTION EVERY TIME

The optional ECONOMIZER system accurately tells the operator when optimum compaction has been reached. This avoids over-compaction and unnecessary passes, and saves time and money.



rmsequipment.com

Savage, MN
(952) 895-9595

Duluth, MN
(218) 727-8611

Virginia, MN
(218) 741-9011

Rochester, MN
(507) 701-0199

Cedar Rapids, IA
(319) 363-9655

East Moline, IL
(309) 755-7203

RMS Rentals
(952) 895-7033

Also available through RMS Rentals:



PC130LC-11

Upgraded excavator increases lifting capacity while remaining highly portable for use in a variety of applications

Looking for an excavator that can help complete jobs faster? Easily transported from job to job, Komatsu's newly upgraded PC130LC-11 increases lifting capacity by up to 20%, compared to the previous model.

"The new PC130LC-11 has a longer undercarriage with 8% more track length, which provides greater stability and increased operating weight," said Nathaniel Waldschmidt, Komatsu Product Manager. "The result is increased lifting capacity both over the front and side. The upgraded PC130LC-11 can easily handle a wide variety of utility work or small construction jobs."

With fast cycle times, seamless multifunction motions, and exacting bucket movements for high productivity, the PC130LC-11 uses up to 12% less fuel, compared to the PC130-8. To further reduce fuel usage, the excavator also features auto idle shutdown, which stops the engine after a preset amount of time.

Its operating weight of 28,440 to 29,101 pounds makes the PC130LC-11 highly portable,

and users can move it with a tag trailer and still have capacity to spare for additional support equipment.

"Mobility remains a clear asset," said Waldschmidt. "When a contractor finishes one job, they can easily load the PC130LC-11 and quickly be on their way to the next job site. When they get there, it's a matter of minutes to unload and start working, so it maximizes productivity."

Built-in durability

Steel castings in the boom foot, boom nose and arm tip provide durability. The large one-piece hood, ground-level grease points, engine oil, and fuel filters provide quick-and-easy service access. Plus, high hydraulic pressures help optimize high arm and bucket digging forces.

Waldschmidt concluded, "We encourage anyone who's looking for a smaller conventional tail swing excavator that's proven to get the job done to contact their distributor for additional information and to set up a demo." 



*Nathaniel Waldschmidt,
Product Manager,
Komatsu*



Learn more



Komatsu's PC130LC-11 excavator features a longer undercarriage that contributes to greater lifting capacity, compared to the previous model. It has fast cycle times, seamless multifunction motions, and exacting bucket movements for high productivity, while also being more fuel efficient.

New advancement

Customer input leads to updated, modern control system on new Astec Roadtec RP-series highway-class asphalt pavers



*Keith Hagy,
Paving Product
Manager,
Astec*



Watch the video

Customer insights often lead to updates or new features that make equipment easier to operate and more efficient. Astec Paving Product Manager Keith Hagy said customer conversations sparked a new, modern operator control system on all Astec Roadtec RP-series highway-class asphalt pavers.

“We’re always motivated by customers’ needs, and we are continually committed to innovation and progress,” said Hagy. “This new advancement is the perfect coupling of invention and customer focus. By listening to them, we developed a highly functional, technologically advanced system that is still simple to operate and service.”

Hagy emphasized that the updated operator controls provide improved functionality with a compact, modern feel. These advanced updates deliver a balance of intuitive technology and simplified operation, along with durability and serviceability.

The reliable and easy-to-service control system includes:

- A digital operator panel that clearly displays easy-to-understand digital icons, allowing operators to easily monitor the machine’s status
- An ergonomic experience with stations that are conveniently positioned within reach of the operators’ fingertips
- An intuitive touch-screen display that allows operators to work quickly and efficiently

At your fingertips

“Everything is at your fingertips,” Hagy noted. “Customers wanted modernization, simplicity and improved tactile response. We gave them that with updated buttons, as well as a touch screen to input settings and constantly monitor status in real time. Simplicity makes it easy to navigate and understand, and it takes minimal training time.

“Today’s machines are much more technologically advanced with features built around the customer,” added Hagy. “We are excited to share our new controls system with the market and look forward to hearing what our customers have to say.” 



An updated control system improves functionality with a compact, modern feel. These advanced updates deliver a balance of intuitive technology and simplified operation, along with durability and serviceability.



Demo Tools That Make Every Bite Count

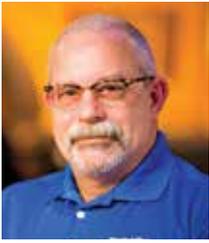


Whether you need a multi-jaw tool for maximum processing flexibility, a lighter weight attachment for high-reach applications, or an all-purpose processor and cutting attachment for a variety of jobs, Genesis has a demo tool to maximize your efficiency and productivity. Visit [rmsequipment.com](https://www.rmsequipment.com) to learn more.



HB365LC-3

Hybrid excavator offers significant fuel savings and helps reduce your carbon footprint with lower emissions



*Kurt Moncini,
Senior Product
Manager,
Komatsu*

Looking for ways to increase production while reducing costs? In today's economy with diesel prices higher than ever, using a hybrid excavator such as Komatsu's hybrid HB365LC-3 is a solid solution, according to Kurt Moncini, Senior Product Manager, Komatsu.

"Hybrid technology continues to grow and be adopted in the automotive world, and the construction industry is coming around to the benefits such as lower fuel costs and emissions," said Moncini. "The HB365LC-3 offers increased fuel efficiency without sacrificing power, so the overall performance is outstanding. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability."

Moncini continued, "Based on EPA's (Environmental Protection Agency) CO2 formula, the hybrid potentially offers an up to 20% reduction in CO2 emissions compared to the standard PC360LC-11. It's a big win all around."

Komatsu introduced the 36-ton hybrid HB365LC-3 — the industry's first true hybrid in that class size — in 2017. Since then, thousands have been used around the world for all types of excavation, loading trucks and to perform other tasks. The HB365LC-3 followed the introduction of Komatsu's first hybrid excavator, which was launched in 2008.

"The hybrid HB365LC-3 has equal or better performance than our standard PC360LC excavator, but with fuel savings that could be as high as 20%, depending on application," said Moncini. "It's a great fit for construction companies that use excavators in high-swing applications, as well as for feeding crushers in quarry, recycling and demolition applications where swing is a constant."

An electric swing motor captures and regenerates energy as the upper structure slows down and converts it to electric energy.

Moncini explained, "It's using energy that would normally be wasted and makes it available to do work, contributing to increased efficiency and decreased diesel usage."

Highly responsive

The energy captured during each swing braking cycle is stored in the hybrid HB365LC-3's ultracapacitor. Each time the excavator swings, the capacitor discharges electric power to the electric swing motor.

"A traditional battery requires time for the chemical process that releases electricity to occur," stated Moncini. "The heavy work nature of construction equipment places a much faster demand on power transfer. The ultracapacitor's ability to store and discharge energy quickly makes it ideal."

He added, "When it comes to the boom arm and bucket, the capacitor drives the swing, and all available engine horsepower can go into the



Komatsu recently improved the warranty on the HB365LC-3's hybrid components to seven years or 15,000 hours. The warranty covers the electric swing motor, motor-generator, capacitor and inverter.



“The hybrid HB365LC-3 has equal or better performance than our standard PC360LC excavator, but with fuel savings that could be as high as 20%, depending on application,” said Kurt Moncini, Senior Product Manager, Komatsu. “It’s a great fit for construction companies that use excavators in high-swing applications, as well as for feeding crushers in quarry, recycling and demolition applications where swing is a constant.”

Quick Specs

Model

Hybrid HB365LC-3

Horsepower

269 hp

Operating Weight

81,791-85,495 lbs.

Bucket Capacity

0.89-2.56 cu. yd.

hydraulic system. This creates faster cycle time and a very quick, responsive swing. It’s snappy.”

In addition to powering the swing motor, the ultracapacitor sends electric energy to the engine via the motor-generator. This energy is used to accelerate the engine from an ultra-low idle speed of 700 revolutions per minute (rpm) and improve hydraulic response.

Tier 4 and more

Komatsu recently improved the warranty on the HB365LC-3’s hybrid components. The special hybrid component warranty term is now up to seven years or 15,000 hours and covers the electric swing motor, motor-generator, capacitor and inverter. If you sell the excavator, the warranty is transferrable.

The hybrid HB365LC-3’s 269-horsepower engine is a six-cylinder with a Komatsu aftertreatment system that meets U.S. EPA Tier 4 Final emissions regulations. A Komatsu Diesel Particulate Filter (KDPF) and Selective Catalytic Reduction (SCR) work together to inject Diesel Exhaust Fluid (DEF) and decompose nitrous oxide into non-toxic water and nitrogen.

Komatsu Care comes standard, including two complimentary KDPF exchanges and two SCR services during the first five years with

unlimited hours. It also covers scheduled maintenance for the first three years or 2,000 hours. All work is done by factory-trained distributor technicians.

Hours and key performance data can be tracked remotely with Komtrax. Operators can see the information first-hand on the 7-inch, color LCD monitor, including a capacitor charge gauge, DEF levels and a rear-view camera. Komtrax has an Operator Identification System that records machine-operation and application data for up to 100 individual ID codes.

Operators will also appreciate lower noise levels in the spacious ROPS (roll-over protective structure)-certified cab. Features include vibration-dampening mountings and a fully adjustable, air-suspension seat and arm rests. A Bluetooth AM/FM radio is now standard on new machines.

“Users are raving about their productivity and cost savings,” said Moncini. “It’s not the right machine for every application or job site, but on those swing intensive jobs where it fits, it really stands out. We encourage anyone who uses excavators in the 36-ton class to contact their distributor for more information and to set up a demonstration.” 



Learn more



United. Inspired.

The whole range

For everything a driller needs, rely on Road Machinery & Supplies Co. and Epiroc.

Rigs | Hammers | Service | Parts

HQ: Savage, MN
(952) 895-9595

Virginia, MN
(218) 741-9011

Sioux City, IA
(712) 252-0538

Duluth, MN
(218) 727-8611

Cedar Rapids, IA
(319) 363-9655

East Moline, IL
(309) 755-7203

Rochester, MN
(507) 701-0199

Des Moines, IA
(515) 282-0404

Negaunee, MI
(906) 475-6488

Partnership with Sourcewell

Komatsu selected as a Sourcewell heavy equipment provider

If you work for a municipality, not-for-profit or government agency, money and time are often tight. When it comes to purchasing new equipment, you need to know you're getting high quality, backed by good service. One of the easiest ways to do that is to join a cooperative purchasing agency such as Sourcewell. Membership is free, and there are no minimum contract requirements.

Among the largest governmental cooperative agencies in North America, Sourcewell represents more than 60,000 member organizations that have access to hundreds of competitively solicited contracts covering a variety of products, solutions and services. With Sourcewell, the procurement process is simplified.

First named a Sourcewell partner in 2019, after an extensive evaluation process, Komatsu was again awarded a national cooperative contract for construction equipment with related attachments

and technology. Sourcewell members can choose to purchase from more than 50 Komatsu models of construction and compact equipment, across 10 product groups. Komatsu's distribution network, which includes 29 dealers with collectively more than 200 branches across North America, will provide support to Sourcewell members.

"Sourcewell provides its members with a unique advantage in the cooperative purchasing process by leveraging qualified suppliers and ensuring that the process and pricing is streamlined to increase efficiency and generate savings for their members," said Komatsu's Robert Richens, Director of National Accounts. "Komatsu is thrilled to continue our relationship with Sourcewell and build upon our previous successes in North America. Sourcewell is a strategic partner in the governmental, education and non-profit sector, and we look forward to continuing to provide their members with our world-class products, services and customer-focused solutions." 



Learn more



Sourcewell, one of the largest governmental cooperative agencies in North America, recently awarded Komatsu another national cooperative contract for heavy equipment and related accessories, attachments and supplies.

Ready to serve

RMS officially opens its newest location with Rochester branch ribbon cutting



Discover more at
RMSRoadSigns.com

Road Machinery & Supplies Co. opened the doors to its ninth branch location in August as it held an official ribbon cutting for the new Rochester facility in Byron, Minn. Approximately 50 RMS employees, Byron business owners, and local politicians — including Minnesota State Senator Carla Nelson (24, R) — were in attendance.

“We had a really good turnout for this ceremony,” said RMS CEO Mike Sill II. “The city of Byron has been fabulous throughout this whole process, and it was great to see so many Chamber of Commerce members out for this. We also had representatives from our builder, AB Systems, DeCook Excavating, and some local politicians as well. It was a great start for this location.”

The Rochester branch is the 14th overall location for RMS and the third new facility it has completed

recently as the Des Moines and Cedar Rapids locations both relocated to new buildings in 2020. The Rochester location, however, is unique as it is a new brand-new geography for RMS.

“This is an exciting opportunity for RMS because it is a new market for us,” said Sill. “Outside of the Twin Cities, the Rochester metropolitan area is the second-largest market in the state of Minnesota, and it is one of the fastest growing because of all the investments the Mayo Clinic is adding. It aligns well with our goal of growing our Aggregate Division. There is a lot of natural rock and big aggregate producers in this market that can support a branch of this size.”

The 15,000-square-foot building features four drive-through service bays, a dedicated wash bay, a parts warehouse, employee offices, a training room, and an equipment yard.

In addition to serving customers in the booming Rochester area, the southeast Minnesota location will also allow RMS to provide more adequate coverage throughout the region, including northeastern Iowa.

“Being in Byron will allow us to reach customers in northeastern Iowa,” added Sill. “From here, we can offer faster responsiveness to the contractors and aggregate providers in that corner of the state.” 

The 15,000-square-foot Rochester facility includes four drive-through service bays, a dedicated wash bay, a parts warehouse, employee offices, a training room, and an equipment yard.



RMS CEO Mike Sill II cuts the ribbon to officially open the new Rochester branch location in Byron, Minn., as attendees look on.



A NAME YOU KNOW.

A PRODUCT YOU TRUST.

Super T Series®

10 Series®

S Series® (Slimline)

S Series® (Widebase)

Being the best in the game starts with a product you can trust. Our full lineup delivers the performance you need to get the job done. Whether you need heavy-duty, solids-handling trash pumps or high-head, high-volume dewatering pumps, our products are engineered to get you from job to job – fast.

GO WITH A NAME YOU KNOW. GO WITH GORMAN-RUPP.

**GORMAN-RUPP
PUMPS**

The Pump People®



www.rmsequipment.com

Call Road Machinery & Supplies Co. today! Your authorized Gorman-Rupp Pumps distributor.

HQ: Savage, MN
(952) 895-9595

Duluth, MN
(218) 727-8611

Rochester, MN
(507) 701-0199

Virginia, MN
(218) 741-9011

Negaunee, MI
(906) 475-6488

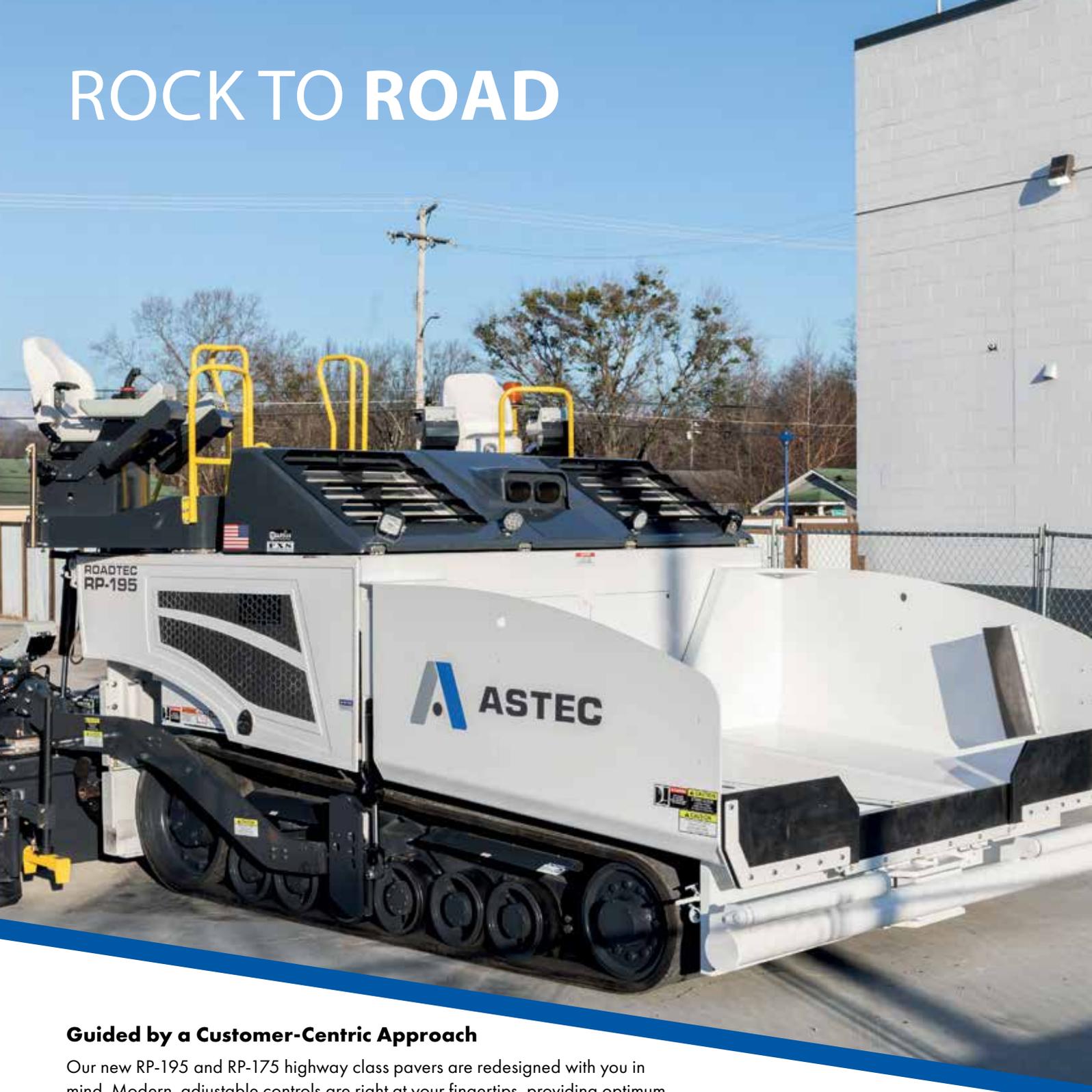
Cedar Rapids, IA
(319) 363-9655

Des Moines, IA
(515) 282-0404

Sioux City, IA
(712) 252-0538

East Moline, IL
(309) 755-7203

ROCK TO ROAD



Guided by a Customer-Centric Approach

Our new RP-195 and RP-175 highway class pavers are redesigned with you in mind. Modern, adjustable controls are right at your fingertips, providing optimum visibility. These new pavers are quieter, cooler and feature simpler maintenance, yet they maintain the same exceptional mat quality you expect from Astec. Keep things running smoothly with the new RP-195 and RP-175 track pavers.



See the new RP-195 asphalt paver.



Sold and Supported by Road Machinery & Supplies Co.

Komatsu Academy

Komatsu launches a new online training system for customers and dealers

Komatsu Academy, a new online training system that is currently available for Komatsu dealers, will become available for Komatsu customers this fall via the My Komatsu app.

Intended to easily provide educational content to users at any time, “Komatsu Academy is designed to help our dealers and customers recruit, strengthen their workforce, and retain their technicians and operators,” said Craig Yager, Training Manager for Komatsu. “It’s part of an ecosystem to bolster and improve the skill sets of current technicians and operators, while drawing new people to this industry by providing access to high school and technical school students.”

Yager continued, “It’s important for Komatsu to provide our dealers with

in-depth knowledge of our products, so they can support our customers. And, for our customers, Komatsu Academy can provide training to support the creation of a skilled workforce that can operate our equipment more efficiently and effectively, to help reduce machine downtime by identifying problems before they worsen.”

Komatsu Academy will offer module-based, blended learning content such as videos, animations, documents, competency tests, and microlearning sessions that include safety, machine maintenance and operating best practices. These modules can be accessed easily through a mobile app and completed at an individual’s own pace. For Komatsu customers, Komatsu Academy will offer some free courses and content, but the full suite of content will be accessible on a subscription or a per-course cost.

Continued . . .



In the fall, Komatsu Academy will be accessible for customers via the My Komatsu app and will provide educational content wherever users have internet access.



Watch the video

Flexible career development

Aside from relevant job training, Komatsu Academy will also provide career paths for users, allowing them to learn additional skills and become certified, which could help them advance within their organization.

“The ability to develop a career path is going to help an employee grow by identifying what training and skills are needed for advancement,” explained Yager. “For example, Komatsu Academy can help an employee who works at the parts counter and wants to be a parts manager by providing a view to their career path and explaining what training and skills they need to achieve their goal.”

When a person logs into Komatsu Academy, they are identified by their job role, and then the system tailors recommended courses for them.

“The system recognizes any potential career paths and displays certifications based on the

job role information,” said Yager. “Users can find additional certifications and information relevant to their career path and see how the content they have taken to date applies to other potential careers.”

For certifications, users can supplement hands-on training with educational content on Komatsu Academy to minimize time away from their organization.

“Our dealers are often faced with the difficult choice between supporting their customers or sending their technicians to do training to improve their skills,” said Yager. “Komatsu Academy will provide them with an option to do both simultaneously. The technician can learn more about our products and how to troubleshoot them on their own, on the job, all with microlearning content at their fingertips. Instead of attending a traditional 40-hour class, they have access to content that’s online, easily searchable, and consumed in small modules. They could be standing out at the machine on their lunch break and learn something about an excavator.”

Development of VR training

As technology continues to evolve in the construction industry, virtual reality (VR) will likely be a crucial aspect of Komatsu Academy in the not-so-distant future.

“Our team at Komatsu is working with Arizona State University to develop virtual operator training using haptic gloves and VR goggles,” said Yager. “Haptic gloves give you the feel of interacting with the machine. The user feels feedback through the gloves, and the VR gives them a 360-degree view of the machine. They can actually feel and see that they are grabbing a wrench and can feel the bolt tightening.”

The technology enables people to have hands-on experiences with a machine, even if there’s not a physical model on-site. VR training can circumvent any machine availability issues and provide hands-on content whenever and wherever.

“Someone training could be in a small classroom a thousand miles from the instructor, but they could virtually see and feel the machine and interact with the instructor,” said Yager. “The potential use cases are endless. VR is going to be important for technical training, and Komatsu Academy will provide the necessary training information to make the workforce stronger and to spark renewed interest in careers within the construction and mining industry.” 



Komatsu Academy will offer module-based, blended learning content such as videos, animations, documents, competency tests, and microlearning sessions that include safety, maintenance and machine operation.

BUILT TO CONNECT



Powerful Grinding, Precise Results

Astec offers the right tools for any job. With a full line of Peterson horizontal grinders, in both diesel and electric configurations, you can tackle any application efficiently and effectively. Our industry-leading equipment offers improved fracturing, accurate product sizing and increased throughput.



Find your grinder.



Sold and Supported by Road Machinery & Supplies Co.



Have you seen what's **new** in My Komatsu?

We've made some exciting changes! An all-new mobile app, simplified ordering through the Online Parts Store, Komatsu Care Program (KCP) integration and more have been added to enhance the My Komatsu user experience.

Log in to your My Komatsu account to see the full range of new features. Don't have a My Komatsu account? Go to mykomatsu.komatsu to sign up.

KOMATSU
My Komatsu

PC210LCE

Komatsu's electric excavator set to enter pilot program this year

After making its North American debut at CONEXPO-CON/AGG 2023, Komatsu's PC210LCE electric excavator is set to enter a test pilot program later this year.

"As we enter this testing phase, we know that there are many questions about this electric machine, and we will be learning alongside our customers to ensure that, ultimately, the excavator can work well for them," said Andrew Earing, Director of Tracked Products and Technical Service for Komatsu.

Komatsu's electric excavator development is part of a larger climate goal for the company.

"We have our own corporate goals of working toward carbon neutrality by 2050," explained Earing. "That may seem like a long time away, but it's not. We are dedicated to striving to meet those goals along with the goals of a lot of our customers — which happen to be very similar."

The PC210LCE is in the 20-ton class and is ideal for operating in urban or indoor environments because it has zero emissions and runs more quietly than combustion-engine excavators.

"With the emissions-free product, it opens up a few doors," noted Earing. "The first is that this machine can work indoors. It's zero emissions, so you don't have to worry about adding on a scrubber or monitoring indoor air quality. You can take it indoors, get to work, and not worry about those factors."

Earing added, "The other big benefit is the operating environment. The additional feedback that we often get is that it's an extremely quiet excavator, especially when you have the cab door shut. This means a more comfortable experience for our operators, and externally, a quieter job site for ground crews."

Partnership with Proterra

The PC210LCE is powered by lithium-ion battery technology developed by Proterra that can give

it up to eight hours of operating time, depending on the application.

"Proterra's been in this industry for over 10 years now," said Earing. "They are known for producing and installing these batteries in 100% electric transit vehicles, primarily buses, and their transit buses can operate 12 to 24 hours a day, seven days a week. These duty cycles meet or exceed what is expected in the construction industry, so we have confidence in the technology. We're very proud to have them as a partner."

With the Proterra battery, the PC210LCE provides optimal performance.

"The battery system, coupled with a 123-kilowatt, 165-horsepower electric motor as the power plant, is going to deliver the same levels of performance as a conventional PC210LC-11 excavator," remarked Earing.

The electric excavator is also compatible with Komatsu's Smart Construction Retrofit, an affordable guidance kit that gives operators in the field and managers in the office both access to 2D and 3D design and payload data to help drive accuracy, control load volumes, and improve operations. 



Watch the video



▶ VIDEO

Komatsu's PC210LCE electric excavator will be field tested later this year.

Carbon neutrality goals

Komatsu develops medium-sized hydraulic excavator concept with a hydrogen fuel cell to help minimize environmental impact

Komatsu has developed a concept machine for a medium-sized hydraulic excavator that combines a hydrogen fuel cell and Komatsu-developed key components to achieve carbon neutrality at project sites. By advancing the Proof of Concept tests it started in May, Komatsu will accelerate its efforts to embark on the commercial production of medium- and large-sized construction equipment powered by hydrogen fuel cells in the near future.

In its midterm management plan, Komatsu committed to minimizing its environmental impact, targeting a 50% reduction in CO2 emissions from use of its products and production of its equipment by 2030 (compared to 2010 levels) and a challenge target of achieving carbon neutrality by 2050.

To help customers achieve carbon neutrality, Komatsu has been providing a variety of products, services and solutions that reduce the user's environmental impact, such as hybrid hydraulic excavators and electric mini excavators. Komatsu is also engaged in research and development to provide products equipped with new power sources.

For the new concept machine, Komatsu adopted a hydrogen fuel cell system and hydrogen tank, which were produced by Toyota, on Komatsu's medium-sized hydraulic excavator. In addition to Komatsu's comprehensive control technology, the combination of Toyota's hydrogen fuel cell system and Komatsu's key components, Komatsu is working toward zero exhaust emissions and a significant reduction in noise and vibration, while delivering the same powerful digging performance and high operability as engine-driven excavators.

Higher energy density

Medium- and large-sized construction equipment requires a power source with higher energy density than that of small machinery, which has led the move to electrification with batteries. Because hydrogen has a higher energy density and can be refueled in a shorter time than recharging batteries, Komatsu has been advancing its research and development efforts as a promising electrification choice for bigger models. To contribute to realizing a hydrogen society and carbon neutrality, Komatsu will continue its efforts toward the commercial production of large- and medium-sized construction machinery equipped with hydrogen fuel cells by conducting PoC tests of this new concept machine. 



Komatsu has developed a concept machine for a medium-sized hydraulic excavator that combines a hydrogen fuel cell and other key Komatsu-developed components to help achieve carbon neutrality goals.

NPK

Hydraulic Hammers

Providing the productivity you want and the reliability you need!

PH Series:
150-1,300 ft. lb.
Impact Energy Class
/ Carrier Range 1-8
Metric Tons

GH Series:
2,000-20,000 ft. lb.
Impact Energy Class
/ Carrier Range
10-108+ Metric Tons



Scan the QR code to explore our site for more information.

npkce.com



NPK MANUFACTURES AND MARKETS THE GREATEST SELECTION OF:

Hydraulic Hammers • Compactors • Sheet Pile Drivers
Concrete Crushers • Material Processors
Demolition Shears • Demolition Grabs • Pedestal Breaker Systems

PLEASE CONTACT YOUR LOCAL ROAD MACHINERY & SUPPLIES CO. BRANCH:



www.rmsequipment.com

Des Moines, IA • (515) 282-0404
Sioux City, IA • (712) 252-0538
Negaunee, MI • (906) 475-6488

Duluth, MN • (218) 727-8611
Rochester, MN • (507) 701-0199
Savage, MN • (952) 895-9595
Virginia, MN • (218) 741-9011

Lance Arnett

New Vice President of Product Support position allows RMS to deliver focused leadership to growing business and customer base



*Lance Arnett,
Vice President,
Product Support,
RMS*

Road Machinery & Supplies Co. has hired Lance Arnett to the newly created role of Vice President of Product Support. Arnett comes to RMS from Power Solutions International where he was CEO. In this role, he will focus on customer support services for RMS, including parts, service, technical support, and training functions.

“RMS is an organization that carries with it a strong, ethical reputation and phenomenal brand representation in the products they sell, service and lease,” said Arnett. “RMS has been a long-standing, growth-oriented organization, and I’m looking forward to contributing to that continued success.”

Arnett’s experience includes over 10 years in the Cummins Distribution System in various roles, including as a Six Sigma Black Belt, Executive Director of Operational Effectiveness, Vice President – OEM Engine Business, and President of the Central Region. Before Cummins, he served as Director of Franchise Sales and Business Development for Mighty Auto Parts, a nationwide wholesale automotive parts distribution business.

“Lance’s strong process improvement skills coupled with his exceptionally strong ability to build meaningful customer and employee relationships will prove invaluable as he assumes leadership of our customer support functions,” said President Russell Sheaffer.

Joe Schmidlein, who previously held the role of Vice President of Sales and Product Support, will now have the title of Vice President of Sales. He will continue to manage Construction Equipment Sales and Rentals with a focus on market share and machine population growth.

“For the past three years, Joe has proven himself as an exceptional manager of our Product Support and Sales groups,” said Sheaffer. “Over this same period, our business has become more complex, our volumes and employee headcount have grown, and customer support requirements have increased at an exponential rate. To effectively meet these challenges and achieve our business objectives, it has become necessary to divide these responsibilities.”

These changes took effect on August 1, 2023. 

Trent Rezabek

Rezabek joins as Sales Manager for Savage and Rochester branches



*Trent Rezabek,
Sales Manager,
RMS*

Trent Rezabek joined Road Machinery & Supplies Co. as Sales Manager on Tuesday, September 5. Rezabek will oversee customers in the Savage, Minn., and Byron, Minn., territories. He comes to RMS from Cummins where he worked for 11 years as General Sales Manager.

“I am excited to be at RMS, and I can’t wait to start building relationships with the sales team and our customers,” he said. “The thing about RMS that really stood out to me was the family atmosphere. I love the culture here and the ability to connect with employees and customers.” 

TRUST LEEBOY.



LeeBoy

AS DEPENDABLE AS YOUR DAY IS LONG.

You work hard—and for all the right reasons: pride, quality, reputation, prosperity. You expect your equipment to work as hard as you do, to be every bit as tough, productive and reliable as you are. You can afford nothing less.

We are LeeBoy. The name behind the world's most dependable and productive commercial asphalt paving equipment.



Duluth, MN • 218-727-8611
Virginia, MN • 218-741-9011
Rochester, MN • 507-701-0199
Des Moines, IA • 515-282-0404
Sioux City, IA • 712-252-0538
Cedar Rapids, IA • 319-363-9655
East Moline, IL • 309-755-7203
www.rmsequipment.com



Savage, MN • 952-895-7033
www.rmsrentals.com



Act now

Bonus depreciation has dropped to 80%; equipment must be purchased, placed into service by midnight Dec. 31

This year, full (100%) bonus depreciation, which was passed under the Tax Cuts and Jobs Act of 2017 (TCJA), dropped to 80%. Under the law, it will continue to drop by 20% per year until it reaches 0% in 2027.

Bonus depreciation is available for both new and used equipment placed into service by the end of the year. Eligible qualified property includes depreciable assets that typically use the Modified Accelerated Cost Recovery System (MACRS) with a recovery period of 20 years.

“The purpose of bonus depreciation is to encourage businesses to invest in new equipment and machinery,” said Sean Farrell in the article “A Guide to the Bonus Depreciation Phase-Out 2023” on SharedEconomyCPA.com. “It provides businesses a tax incentive to do so.”

With the percentage of bonus depreciation dropping, now may be a good time to consider making a purchase, according to Dan Furman, Vice President of Strategy at Crest Capital.

In the article “Goodbye, 100% Bonus Depreciation — Phase-Out Begins in 2023” published by Equipment World, Furman writes, “To qualify, the equipment must be bought and placed into service during the calendar year, so making your bonus depreciation purchase as early as possible has advantages (avoiding supply-chain issues delaying shipment/ etc.). Further, if you were considering a major purchase in 2024 or beyond and planned to use bonus depreciation, perhaps bumping that purchase to 2023 makes sense (80% depreciation this year vs. 60% next, and so on). In addition, finance rates are predicted to keep rising, so if you were planning to finance your purchase, there’s another advantage to buying earlier.”

Higher amounts for Section 179

An additional advantage with bonus depreciation is that it has no limit on the amount. It can be used in conjunction with Section 179 expensing, another tax savings vehicle, that does have a cap.

Section 179 limits the 100% depreciation amount to \$1,160,000 in 2023, an increase of \$80,000 compared to 2022. After that amount, the expensing percentage begins to reduce. The total equipment purchase limit for this year is \$2,890,000, which is up from \$2.7 million. 

Editor’s Note: This article is for informational purposes only. To learn more about how to take advantage of these tax savings, contact your tax adviser or equipment dealer for more information.



You can take 80% bonus depreciation on eligible new and used equipment purchased and placed into service by midnight on Dec. 31. The percentage drops to 60% in 2024.



Savage, MN | Duluth, MN | Virginia, MN | Rochester, MN | Des Moines, IA
Cedar Rapids, IA | Sioux City, IA | East Moline, IL | Negaunee, MI



bt76ok
2021 KOMATSU PC650LC-11
Stk 062901, 982 Hrs, Aux Hydraulics, Hyd Thumb,
14" Arm, 36" Track Pads **\$869,500**



bw12ya
2014 LEEBOY 8616B
Stk 030590, 850 Hrs, 99 HP Tier 3 Elec Turbo
Diesel Engine, 9 Ton Rec Hop **\$139,899**



bv89ue
2020 KOMATSU PC210LCi-11
Stk 064424, 2,942 Hrs, S/N 502559, Revolving
Frame Undercover, 31.5" Trip Grouse . . . **\$202,500**



bt66de
2012 CATERPILLAR 336EL
Stk 063190, 12,889 Hrs, S/N ZY01137,
Hydraulic Coupler and Bucket **\$79,500**



bt197ev
2020 KOMATSU PC360LC-11
Stk 062043, 4,848 Hrs, S/N A37793, Genesis
GXT665R Shear, 33.5" Shoes **\$345,000**



bs32ei
2017 KOMATSU PC138USLC-11
Stk 062365, 4,077 Hrs, S/N 50877, Blade, Aux
Hydraulics, Coupler Bucket **\$131,000**



bs32el
2015 HITACHI ZX210F-3
Stk 060661, 12,407 Hrs, Southstar
Processor Head **\$129,500**



bv89uh
2018 KOMATSU PC490LC-11
Stk 064566, 5,270 Hrs, S/N A42035, Revolving
Frame Undercovers **\$219,500**



bv89ui
2013 CATERPILLAR 329EL
Stk 064548, 10,600 Hrs, Includes Hydraulic
Hammer, Bucket, Q-Coupler **\$89,500**



bv89uf
2019 KOMATSU PC210LCi-11
Stk 064423, 3,947 Hrs, S/N 502027, 18'8" HD
Boom Assembly, 9'7" HD Arm **\$193,750**



bv89uo
2019 KOMATSU PC240LC-11
Stk 063866, 1,325 Hrs, Aux Hyd, 36" Esco
Bucket **\$205,000**



bq79sk
2018 BOMAG BW211PDH-5
Stk 061504, 1,220 Hrs, 84" Pad Foot, Heat,
A/C, Vibrator Roller, Radio **\$119,500**



bw32hp
2020 CATERPILLAR 330
Stk 064810, 1,385 Hrs, S/N WCH10071,
Includes Thumb, Bucket **\$245,000**



bt97da
2007 KOMATSU D61PX-15E0
Stk 063374, 10,029 Hrs, ROPS Encl, S/N
B45479, Guarding Package **\$65,000**



bq07hy
BOMAG BC772RB
Stk 069063, 12,898 Hrs, Landfill Compactor,
S/N 101570581048 **\$49,500**



bp97qz
2015 JLG 600SC Telescoping Boom Lift
Stk 032936, 3,184 Hrs, Track Drv, H-Reach 49'6"
Platform Capacity (Restricted) **\$65,899**



br04ck
2014 JLG 860SJ Telescoping Boom Lift
Stk 029511, 2,962 Hrs, 4WD, S/N 0300189748,
Platform Height 86', H-Reach 75ft . . . **\$77,899**



br88mt
2021 KOMATSU PC238USLC-11
Stk 062351, 524 Hrs, 9'6" Arm with Piping,
Hyd Coupler, Bucket **\$255,000**



bu55ef
2020 KOMATSU D51PX-24
Stk 063764, 1,186 Hrs, S/N 10727, 6-Way Blade
A/C Lower Heat, Hyd Rev Cool Fan . . . **\$195,500**



bv77wi
2022 KOMATSU PC650LC-11
Stk 064179, 1,292 Hrs, S/N 80188, 17'1" Arm, R-view
Cam, CTW Remove, 36" Tracks . . . **\$799,000**



bw01ko
2018 KOMATSU D61PX-24
Stk 064355, 3,131 Hrs, ROPS Encl, S/N B60474,
6-Way Tilt Blade **\$174,750**



bq07hx
2016 DEERE 803MH
Stk 060120, 7,645 Hrs, Tracked Processor with
Waratah Head, S/N HFD288664 . . . **\$249,500**

KOMATSU



Your trusted partner



In the heavy equipment industry, you need a partner that you can trust to meet all your equipment needs. That's why RMS supplies the equipment, support, and technology solutions that enable our customers to build infrastructure and industry in the communities we serve.

Call or stop by one of our branch locations today to see how we can help with your next job!

Our Branch Locations

Savage, MN
952-895-9595

Duluth, MN
218-727-8611

Virginia, MN
218-741-9011

Rochester, MN
507-701-0199

Negaunee, MI
906-475-6488

Des Moines, IA
515-282-0404

Sioux City, IA
712-252-0538

Cedar Rapids, IA
319-363-9655

East Moline, IL
309-755-7203



Visit our website at rmsequipment.com or call one of our offices near you.

