

Road Signs



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

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Manatt's Inc.

Generations of experience lead this Iowa-based family company

KOMATSU

A message from the CEO



Dear Valued Customer:



Mike Sill II

Happy New Year! We would like to thank you for your business, and we look forward to working with you in 2024. Our industry has enjoyed remarkable growth in recent years and RMS remains optimistic that the year ahead will remain relatively strong.

There has been a lot of buzz lately about artificial intelligence or AI and its possible impact on our businesses. In this issue, we feature an article that looks at the potential effects AI may have on our industry. I think you will find it interesting and informative.

A popular and established harvester head with a reliable and service-friendly design, the Komatsu S92, has been upgraded with several new functions and improvements to make it even more productive. You can read all about it on page 20.

Komatsu's new 543-horsepower PC900LC-11 has great potential for large earthmoving projects. It can be used in several applications, including heavy construction, demolition, material handling, deep sewer, water, large mass excavation, and quarries/mining. You can learn more about the excavator inside this issue. As we have said before, we are proud to represent the Komatsu brand and their forward-thinking initiatives. The company is not only invested in the future of machinery but also in the people who run it. Find out more about Komatsu's contribution to initiatives such as AED's Vision 2025, which is helping build the workforce of tomorrow.

As always, if there is anything we can do for you, please feel free to contact us.

Sincerely,
Road Machinery & Supplies Co.

Mike Sill II, CEO



KOMATSU

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Savage (Corporate HQ)

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

Duluth

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

Virginia

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Virginia, MN 55792
(218) 741-9011

Rochester

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Byron, MN 55920
(507) 701-0199

Negaunee

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

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In this issue

Manatt's Inc. pg. 4

Meet the Manatt family, whose Iowa-based business has continued to grow and diversify since 1947.

Artificial Intelligence pg. 8

Delve into the potential benefits of AI in the construction industry, such as increased efficiency.

Culture in Construction pg. 13

Discover why culture in construction matters and how to make it better.

Product Focus pg. 17

Check out Komatsu's new PC900LC-11 excavator.

Filling a Demand pg. 19

Take a look at LeeBoy's new 8680 asphalt paver.

Harvester Head pg. 20

Learn about Komatsu's upgraded S92.

Investing in the Future pg. 23

Understand the AED Foundation's Vision 2025 initiative.

Sustainability Showcase pg. 24

Read about Komatsu's Greenhouse Gas Alliance.

Industry Insight pg. 27

Stay up to date on industry news.

News & Notes pg. 28

Get to know three RMS employees.



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East Moline

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(515) 282-0404

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(712) 252-0538

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Manatt's Inc.

Generations of experience continue to lead Iowa-based family company



In 1947, Junie Manatt purchased a truck, grabbed his shovel, and pulled into a local sand pit.

From this humble beginning — thanks to a great deal of hard work — came what is now one of the most successful Iowa-based heavy highway construction and materials companies.

Junie enlisted the assistance of his brothers, Clair and Merlie, marking the establishment of Manatt's Inc. Shortly after that, the trio acquired a sandpit in Tama, Iowa, which they diligently operated following the original owner's passing. Manatt's expanded its operations and added Ready Mix, Asphalt and Concrete Paving Divisions to its service offerings. Since its establishment in 1947, Manatt's has consistently expanded, both in scope and

familial involvement, embodying a legacy of growth and commitment.

Manatt's, currently under its third generation of family ownership, is led by Brian Manatt, President; Greg Manatt, Vice President of Fleet Management; and Adam Manatt, Vice President of Ready Mix. With a dedicated workforce of 750 individuals and a presence in more than 50 locations across Iowa, Manatt's continues to evolve. Through acquisition and internal growth, the company now has subsidiaries in aggregate and construction enterprises, collectively employing 1,500 professionals. This expansive reach enables Manatt's to adopt an integrated approach, delivering unparalleled materials and construction services — a distinction that sets it apart in the industry.

While the company has grown and diversified in 77 years, it still holds true to its roots.

"We hold to a principle of treating both employees and customers in the manner we would want to be treated," stated Greg. "This approach has not only facilitated the retention of valuable employees but has also been instrumental in our growth through strategic acquisitions. When we acquired the initial sand plant, the owner's widow chose Manatt's as the buyer due to the strong relationship that had been established. This commitment to fair and respectful dealings has been a consistent hallmark of our business. Companies considering a sale express confidence that Manatt's will uphold the well-being of their employees and ensure a smooth transition, reassuring them that their legacy is in capable hands."

Small towns, big projects

Brooklyn, Iowa, has a population of just under 1,500 people and has been Manatt's headquarters since 1947. While Manatt's has expanded to locations throughout Iowa, the small-town mindset has helped Manatt's deliver on some of the most significant road-building projects in the state.



(L-R) The third generation of Manatt family leadership, consisting of Adam Manatt, Vice President of Ready Mix; Greg Manatt, Vice President of Fleet Management; and Brian Manatt, President, are pictured alongside the Studebaker acquired by Junie Manatt in 1947. This cherished vehicle is prominently showcased at Manatt's headquarters.



Manatt's uses a GOMACO GP-2600 slipform paver (left) and a GOMACO GHP-2800 slipform paver to build the westbound lane of Highway 30 near Atkins, Iowa. "We're pouring 30-foot wide by 10-inches thick, and we are aiming for 3,400 yards per day," said Roy Piper III, PCC Paving Superintendent. "To have the precision with the stringless technology simplifies everything."



"Brooklyn is our home," emphasized Greg. "While the option to relocate to a larger city like Des Moines was available, we consciously chose to remain rooted in Brooklyn. Our commitment extends to other smaller communities across Iowa where we have established additional locations. We envision Manatt's as an integral part of these communities, actively investing in their growth. This philosophy aligns with our emphasis on maintaining a family-oriented atmosphere, a model we believe has proven its worth. The positive impact on the towns we operate in is evident, and our ability to undertake significant projects remains unaffected."

Manatt's recently completed a three-year project, the Interstate 80/380 interchange reconstruction, near Iowa City. It was one of the largest self-funded projects the Iowa Department of Transportation has ever approved, and it was completed ahead of schedule. Manatt's performed 298,000 square yards of 11-inch paving.

Manatt's is actively engaged in two significant projects across Iowa. As part of the expansive 23-mile Highway 30 expansion in Benton County, Manatt's is set to pave nearly 1.1 million square yards across five segments. Additionally, at the Interstate 35/80/235 East Mixmaster interchange in Des Moines, Iowa, Manatt's is undertaking the paving of approximately 83,000 square yards, featuring 11.5-inch paving.

Quality equipment

A consistent theme for Manatt's that has endured over the years is their unwavering commitment to utilizing top-quality equipment.

"When Junie started, he didn't opt for a Ford or a Chevy; he invested in a Studebaker," recalled Greg. "Despite the higher cost, he recognized the significance of having superior equipment."

This commitment continues with the use of GOMACO paving equipment from Road Machinery & Supplies Co. Manatt's identifies common values shared between the two companies and appreciates that GOMACO, like themselves, is family-owned and manufactured in Ida Grove, Iowa.

"We have a strong relationship with GOMACO, and they produce outstanding machines," Greg affirmed.

With approximately 30 pieces of GOMACO equipment in its fleet, Manatt's was the first company to implement GOMACO's stringless technology in Iowa, a testament to its innovation.

"Our operators find GOMACO equipment comfortable, and these machines have consistently proven their worth in the field," Greg noted. "The stringless technology has significantly expedited project completion."

Recently, Manatt's expanded its asphalt paving capabilities by adding a Roadtec RP-195 paver

Continued . . .



Watch the video about the GOMACO pavers



Watch the video about Manatt's Inc.



Watch the video about the Roadtec paver



Brian Schulz, Director of Equipment & Shops

from Astec. Brian Schulz, Director of Equipment & Shops, expressed satisfaction with the new addition, stating, "It's a very user-friendly machine, laying down a quality mat, and our operators have confidence in its performance."

In addition to the quality equipment, Manatt's places high value on its relationship with RMS and its longtime territory manager, Bob Newman, who has served the last two generations of Manatt's family members.

"At the end of the day, you choose to buy from people you like and trust," emphasized Brian Manatt. "Just as with GOMACO, RMS is a family-run company. We are confident that, when needed, someone at RMS will pick up the phone and make the best effort to take care of us."

Commitment to core values

It should come as no surprise that a company, now in its third generation of family ownership and celebrating 77 years of success, is not contemplating a drastic pivot in its business approach. In fact, Manatt's continues with a deliberate commitment to identify and uphold the core values that have propelled the company

to its current standing, ensuring their continued influence on the company's trajectory.

"Several years ago, we gathered our key leaders to establish our Guiding Values," shared Brian Manatt. "During this process, individuals were tasked with generating ideas, and a consistent theme emerged: Family, Excellence and Human Potential. These three fundamental core values have been instrumental in defining our journey and will remain at the forefront of our guiding principles."


While the company's overarching vision remains unchanged, future success hinges on addressing contemporary challenges, primarily focusing on the industrywide employee shortage. Manatt's has proactively invested time and resources into talent acquisition and retention strategies.

"The scarcity of skilled personnel is an industrywide challenge that demands innovative solutions," remarked Brian Manatt. "Recognizing this, we have designed competitive employee benefit packages and implemented robust training programs for professional development opportunities. Additionally, we have fostered relationships with high schools and community colleges to identify and train emerging talent. This summer, we successfully incorporated H-2B Visa seasonal employees, who proved to be exceptional additions to our team."

He emphasized, "Creative solutions are imperative in overcoming this challenge, and I am confident we will succeed. Ultimately, our goal is to be a company that attracts and retains top talent, a place where people genuinely want to build their careers."

Focusing on the future

Manatt's unwavering commitment to its foundational values of Family, Excellence and Human Potential serves as a guiding light as the company embarks on its next chapter. With a robust 77-year history marked by success and a legacy of family ownership spanning three generations, Manatt's remains steadfast in its vision.

The company is positioning itself as an employer of choice by fostering innovation, investing in employee development, and cultivating relationships with educational institutions. As Manatt's navigates the evolving landscape of the construction industry, it remains dedicated to being a company where individuals aspire to build fulfilling and rewarding careers. The journey continues, guided by a legacy of values that have stood the test of time. 



▶ VIDEO

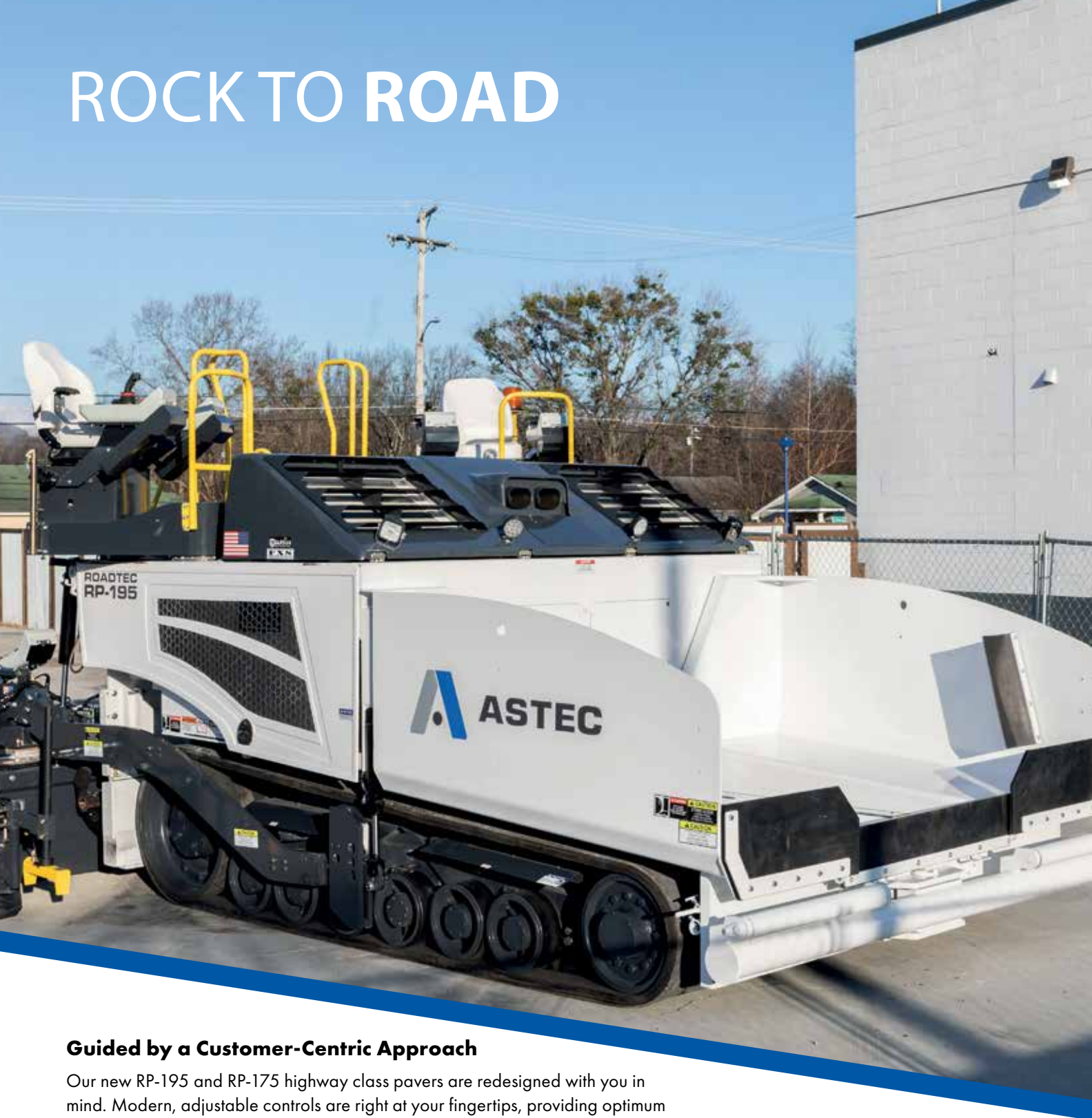
Based in Brooklyn, Iowa, Manatt's has 750 employees and more than 50 locations throughout Iowa. "We want Manatt's to be a part of the communities we're in and invest in them," said Greg Manatt, Vice President of Fleet Management.



▶ VIDEO

A Manatt's crew uses a Roadtec RP-195 paver from Astec to pave along Highway 30 near Jefferson, Iowa.

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See the new RP-195 asphalt paver.



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ChatGPT

AI offers potential benefits for the construction industry, such as increased efficiency

Driven by the emergence of artificial intelligence or AI, the construction industry finds itself on the brink of a potential transformation. Some tasks that traditionally require a person can be solved by AI tools.

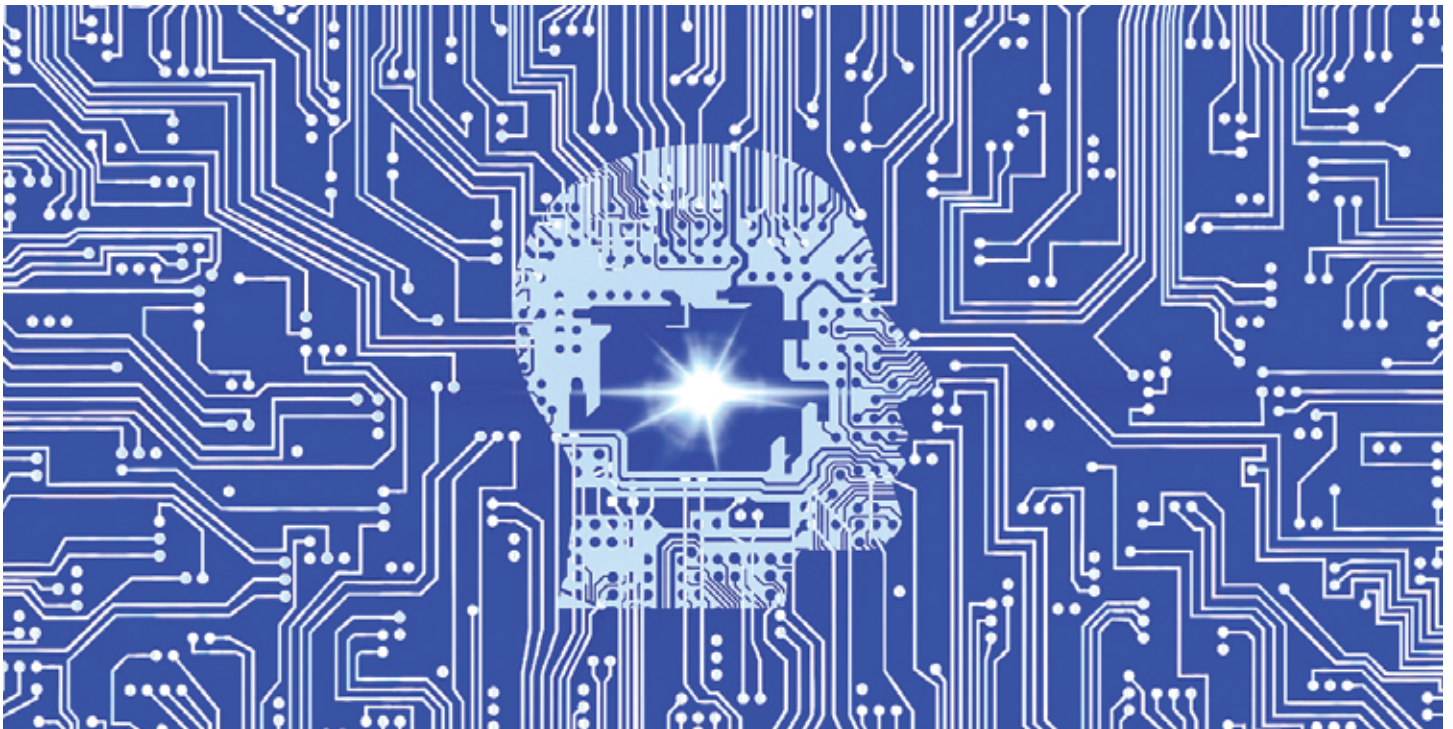
At the forefront of this development stands ChatGPT, an innovative AI language model created by OpenAI. ChatGPT is a type of generative AI that can create content or responses such as sound, images, and — in ChatGPT’s case — text.

“Generative AI is a type of artificial intelligence focused on content creation,” said Trent Miskelly, Chief Operating Officer at Document Crunch. “It has been popularized

recently with ChatGPT, which is a company built on OpenAI’s large language models. You can think of a large language model as basically a database of the entirety of the internet. You can ask questions and get responses back.”

Miskelly continued, “In its most basic form, generative AI is a prediction engine. Whatever question it is asked, it is going to do its best to respond to that question and hopefully be helpful to you.”

The program can support some functions of a construction operation, but it is important to recognize its limitations. AI’s strength lies in its capacity to analyze large amounts of data and provide valuable insights.



While AI doesn’t replace human expertise, it can help analyze project issues, consider variables, and propose solutions to keep projects on track. It can also help identify provisions in contracts with high accuracy.



AI can assist in project management by automating routine tasks, tracking progress, and identifying potential delays, thus increasing overall efficiency.

“It isn’t going to replace the workers on your job site,” said Jeff Sample, Industry Evangelist at Join, “but it may help get materials faster.”

Exploring the advantages

In an industry where precision is paramount, AI can be an asset in cost estimation. Advanced versions of ChatGPT can access real-time data on material prices and labor rates and help create accurate cost projections. Construction companies equipped with this AI-driven decision-making and data processing can enhance financial planning, fortify supplier relationships, and establish well-informed budgets.

“Subject matter expertise is paramount when analyzing responses,” noted Miskelly. “You must understand what you are getting from [AI], because you are in the driver’s seat.”

Selecting construction materials and equipment becomes a data-informed decision with AI’s involvement. By analyzing project requirements, ChatGPT can suggest appropriate materials, cost-effective alternatives, and cutting-edge equipment options — steering construction projects toward efficiency and sustainability.

Continued . . .



If not used carefully, AI can generate non-factual responses, so relying on human knowledge and fact-checking to ensure accuracy is essential.

AI can also play a pivotal role in addressing challenges that arise during projects. While it doesn't replace human expertise, AI can analyze issues, consider variables, and propose solutions to keep projects on course.

"It is great for text classification, like identifying provisions in contracts with a high degree of accuracy," said Miskelly. "It can create and summarize information from documents or data."

The scope of AI extends to architectural design, offering new perspectives and solutions. ChatGPT can inject fresh ideas into the creative process, ranging from sustainable construction practices to optimizing spatial utilization — helping further additional innovation.

Navigating concerns and challenges

As AI's use gains prominence, it also brings legitimate user concerns. The dynamic data analyzing capabilities of ChatGPT introduce potential challenges worth consideration.

"I think it is incredibly important to be cautious with what you are feeding out there," said Kris Lengieza, Vice President of Global Partnerships and Alliances at Procore Technologies. "You wouldn't put a bunch of financial statements into ChatGPT if you didn't want them to be publicly available somewhere and train somebody else's model."



With access to real-time data on material prices and labor rates, AI can generate accurate cost projections. Construction companies can make data-driven decisions, enhancing financial planning and budgeting.

Data privacy has emerged as a critical concern in the AI landscape. Ongoing investigations into OpenAI and ChatGPT show the significance of safeguarding user data.

Internationally, Canada's CBC News published that the country's federal and provincial governments are opening investigations into OpenAI regarding the disclosure of personal user information, and Italy has become the first country to issue a temporary ban on the software as the country finishes an inquiry into any violations.

Another concern about AI is that ChatGPT has been known to generate non-factual responses. Recently, U.S. Judge P. Kevin Castel fined a law firm and two lawyers \$5,000 after they submitted a written argument generated by ChatGPT that contained six legal cases that did not exist, according to a report by AP News. The situation and associated reprimand are the first of its kind.


"Technological advances are commonplace and there is nothing inherently improper about using a reliable artificial intelligence tool for assistance," wrote Castel. "But existing rules impose a gatekeeping role on attorneys to ensure the accuracy of their filings."

Castel added, "[They] abandoned their responsibilities when they submitted non-existent judicial opinions with fake quotes and citations created by the artificial intelligence tool ChatGPT, then continued to stand by the fake opinions after judicial orders called their existence into question."

Responsible usage of AI is paramount to avoid misinformation and inaccuracies. These recent instances of false information generated by AI highlight the need for accurate representation and the importance of stringent oversight to ensure the accuracy of AI-generated content.

"I think we should be excited as an industry, but we need to be responsible about how fast we move," noted Lengieza. "We need to be responsible for how much we trust these programs, and we need to make sure that the trust we give is verified."

Charting the path ahead

AI doesn't change the core dynamics of the construction worksite, but it can serve to complement it. As the construction industry navigates the evolving artificial intelligence landscape, it finds itself at the brink of the next step in this ongoing technological-driven evolution. 

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Keep workers happy

Why culture in construction matters and how to make it better, so you hire and retain a dedicated workforce

It's not exactly breaking news that there is a labor shortage in the construction industry. Headlines declare that “nobody wants to work anymore” — but is this explanation really at the root of what is a long-standing, industrywide issue?

Amid the Great Resignation, as Baby Boomers retire and Gen Z workers reject the long hours of the construction industry, it's more important than ever to examine the causes of this unprecedented labor shortage and explore potential solutions.

Numerous companies are feeling the pressure, especially in the skilled trades, and many have not yet been able to solve their workforce woes. After increasing pay and flexibility with little to no results, a lot of companies find themselves asking — is our company culture

to blame? During an educational session titled “Culture in Construction — Is It Really That Bad?” at CONEXPO-CON/AGG 2023, speaker and construction industry advocate Wally Adamchik walked through the reasons why the answer to that question is both “yes” and “no.”

The good news is that industrywide survey results indicate the construction industry's culture issue may not be so bad, according to the 2019 People in Construction Report (PICR) by FireStarter Speaking and Consulting, said Adamchik. In fact, 83% of people say that they would reapply for their current position, and 73% of people say that they are happy at work. However, these results are not good enough to sustain successful growth and project execution, according to Adamchik. In addition, there is a



Discover more

Continued . . .



There are several concrete actions that can be taken to improve company culture and keep workers happy, such as encouraging employee participation and recognition.

significant divide between project management in the office and field supervision on the job site, according to the PICR. In the office, 81% of employees say that they have a close friend at work — in the field, only 50% of employees share that sentiment. On top of that, 75% of office workers feel that they can maintain a reasonable work-life balance, while again only 50% of field employees feel that they can maintain a reasonable work-life balance.

Action items


Rather than list off more statistics about the industry's labor shortage, many leaders want information about creating a more long-lasting and motivated labor force. There are several concrete actions that can be taken to improve company culture and keep workers happy, and companies should act now to avoid losing more of their employees. The labor shortage isn't exclusive to the construction industry, and these actions can be implemented in any workplace. Even organizations with good company culture can implement some of these changes to elevate employee experience:

- **Standards and values.** Approximately 90% of survey respondents agreed that ignoring the core values of their workplace would get them into trouble. This shows that workplace values still matter, and the most visible way to manifest this is to enforce standards across the board. There should be no double standard when it comes to values. Employees will take standards and values more seriously when they are a part of company culture and see leadership being held accountable to the same standards as employees.



According to an industrywide survey, 83% of people say that they would reapply for their current position, and 73% of people say that they are happy at work.

- **Creating lasting change.** Three-quarters of senior leadership (those who are supposed to be spearheading change in the workplace) say that their efforts fall short. Change requires organizational capacity and requires a significant personal investment from leaders. Creating a path for change with concrete steps to follow along the way will help companies maintain organization and encourage both employees and leadership to follow through.
- **Encouraging and participating in employee recognition.** There are a multitude of opportunities to tell employees how much they are appreciated. Chances are, on a daily basis there are numerous opportunities to give positive and relationship-building recognition, and companies that regularly participate in positive recognition are more likely to attract and retain loyal employees.
- **Amping up one's referral program.** About 84% of employees surveyed say that they would recommend their workplace to a friend (but don't). Furthermore, 83% of employees say that they would reapply for their current position if given the chance. There are also several ways to increase the effectiveness of a referral program, including using an easy-to-use option, offering a mixture of incentives, announcing or re-announcing the program, and recognizing current employees for referring candidates.
- **Bridging the gap between teams and departments.** In construction, there are several discrepancies between survey answers from field and office staff members that could be corrected with a little work. For example, creating teambuilding opportunities for one's entire staff on a monthly or quarterly basis can go a long way toward building camaraderie.

While there are several improvements that would benefit the construction industry's culture, and company culture in general, the survey results show that the situation may not be as bad as advertised. There are several actions that employers can take to improve company culture, from enforcing values to bringing employees together. Even small actions make a big difference, and there is no better time to start than now! 

Editor's Note: This article is courtesy of the Association of Equipment Manufacturers (aem.org). For more information on how to attract and retain employees, visit <https://www.komatsu.com/blog/2022/employee-retention-in-the-construction-industry/>



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PC900LC-11

New Komatsu excavator delivers increased productivity, greater versatility and better transportability

Can a large excavator provide versatility? Built for tough jobs and the ability to handle multiple applications, Komatsu's new 543-horsepower PC900LC-11 can answer with an enthusiastic "yes," according to Casey Zbinden, Product Marketing Manager, Komatsu.

"The PC900LC-11 is ideal for those working in applications that involve moving large amounts of material efficiently," said Zbinden. "Productivity was a major driver of the machine's design. It's a mass excavator with the ability to handle a wide variety of jobs and materials and perform compound operations faster. It has a lot of key features that make it a major step-up from its predecessor."

Designed for heavy construction, demolition, material handling, deep sewer, water, large mass excavation, and quarries/mining, the PC900LC-11 provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8. Major structures, booms and arms as well as a redesigned revolving frame were engineered for increased durability.

The PC900LC-11 can deliver*:


- Up to a 40% increase in productivity

- 25% more arm crowd force
- 12% more swing torque

KomVision is standard

To help operators improve situational awareness, the KomVision camera monitoring system is standard on the PC900LC-11. KomVision uses four cameras for a real-time view of the machine's surroundings. Smart Construction 3D guidance and payload monitoring options are also available.

A new optional counterweight removal system helps improve transportability. The boom configuration reduces the excavator's transport height, and it does not have to be removed from the machine before transportation. The service pass-through area allows easy access to filters, oil level checks, and sample ports to simplify maintenance.

"The excavator is designed for mobility, and customer feedback on that has been overwhelmingly positive," said Zbinden. "They also appreciate the centralized service points for daily maintenance checks and convenient access to the engine compartment. We encourage anyone with the need for a large, versatile excavator to check it out." 

**All comparisons are to the PC800LC-8.*



Casey Zbinden,
Product Marketing
Manager,
Komatsu



Watch the video

Quick Specs

Model
PC900LC-11

Horsepower
543 hp

Operating Weight
204,148 lbs.

Bucket Capacity
3.7-8.0 cu. yd.



Versatility is a strong suit of Komatsu's PC900LC-11 excavator, which can be used in several applications, including heavy construction, demolition, material handling, deep sewer, water, large mass excavation, and quarries/mining. It provides increased bucket and lifting capacity for higher performance compared to its predecessor, the PC800LC-8.

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8680

LeeBoy's new 210-horsepower asphalt paver is its largest tracked paver to date


Industry need and customer demand led LeeBoy to create its largest tracked paver to date, the 8680, which is designed to be a commercial paver with highway-class features. At 28,000 pounds, the 8680 runs on a 210-horsepower Tier 4 engine.

“There was a distinct gap in the market for an asphalt paver this size,” said Chris Broome, Senior Product Manager at LeeBoy. “This machine features higher production, higher horsepower, and will be capable of doing more road paving projects and those larger production jobs we’re seeing more of in the heavy-commercial-class market.”

As machine size increases, so do the benefits to the contractor as additional highway-class features make their way onto commercial pavers. The LeeBoy 8680 has high-speed smooth rubber tracks with oscillating bogies, a four-speed drive system, power tunnel shields, and height-adjustable augers.

“These highway-class features are going to give this commercial-class machine great results,” said Broome. “Increased performance, efficiencies and consistency will all be seen with these features on the 8680 asphalt paver.”

The paver also features the proven performance of the HD Pro Screed used on the 8530 and 8616D asphalt pavers — but upgraded for the 8680.

Plus, the paver has the ability to travel up to 616 feet per minute, or 7 miles per hour, with a paving speed of up to 300 feet per minute, or 3.4 miles per hour. 



The new LeeBoy 8680 asphalt paver is a heavy-commercial-class paver with upgraded highway-class features and benefits. The LeeBoy 8680 has high-speed smooth rubber tracks with oscillating bogies, a four-speed drive system, power tunnel shields, and height-adjustable augers.

S92

Major upgrades to popular harvester head improve reliability, productivity in the forest



Learn more

A popular and established harvester head with a reliable and service-friendly design, the Komatsu S92, has been upgraded with several new functions and improvements

to make it even more productive. These upgrades, which include a brand-new Constant Cut saw unit, were made based on input from customers.


“Continuous improvement is part of our DNA,” stated Mikael Forsberg, Product Manager, Harvester Heads, Komatsu Forest.

Constant Cut now standard

A major new feature now standard on the S92 is the intelligent saw motor controller, Constant Cut. The motor controller ensures that the head can maintain a constant and high chain speed without the risk of overspeeding.

To extend the service life of the head, the find end function and the mechanical stops at the rear knife have been redesigned. The upgraded feed system reduces energy loss and enhances the head performance, while improved hose routing simplifies servicing the feed system. All lubrication points can now be easily accessed with the head in an upright position.

The color marking tanks have been redesigned to provide easier access for filling, and the multi-tree handling function has a new, more durable design, providing a lower and more agile head. The upgraded S92 also enables the measuring wheel to follow the contours of the stem more closely, for excellent measurement characteristics.

“The response from customers who have tried the upgraded S92 has been positive,” said Forsberg. “They told us that the feed speed is really good, and that the geometry of the saw box and the position of the saw bar make cutting faster and help increase production significantly.” 



Komatsu's S92 harvester head has an intelligent saw motor controller, Constant Cut, that ensures the head maintains a constant and high chain speed without the risk of overspeeding. The harvester head also has improved measurement characteristics designed to enable the measuring wheel to follow the contours of the stem more closely.



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Vision 2025

Komatsu, Road Machinery & Supplies Co. donate to the AED Foundation's Vision 2025 initiative

The current skills gap and workforce shortage facing the construction industry are daunting. To address these issues, the AED Foundation (AEDF) — an organization affiliated with the Associated Equipment Distributors (AED) — created Vision 2025, an initiative aimed at helping increase the number of qualified technicians entering the equipment distribution industry. Komatsu and its distributor network, including Road Machinery & Supplies Co., have collectively pledged \$1.45 million for the initiative.

“We recognize the imperative to build a talent pipeline for our distributors and the heavy equipment industry at large,” said Komatsu’s Rod Bull, Executive Vice President, North America Region. “Komatsu supports Vision 2025 and its focus on helping schools promote careers in the technical field to young people, who often aren’t aware of the great family-supporting jobs available in this industry. We’re excited to do our part to share this story of opportunity to join an industry that keeps our world growing and sustains our way of life.”

Research by AEDF has found that the industry needs to fill an anticipated 73,500 heavy equipment technician positions over the next five years, and that the technician shortage is compounded by a gap in required skills and available training. Vision 2025 aims to address these issues by growing AEDF’s impact to include a minimum of 120 accredited college programs (currently 71) and a minimum of 200 recognized high school programs (currently 36).

Create a talent pipeline

If successful, Vision 2025 has the potential to create a talent pipeline that includes an additional 10,000 skilled technicians entering the workforce, 5,000 AEDF-certified technicians, and 500 AEDF-certified managers.

AEDF hopes to raise \$10 million during the next five years, and funds will be directed toward:

- New college accreditation programs targeting underserved areas where an existing heavy equipment technology program is already in place
- High school recognition programs that will prioritize locations that can serve as a feeder system into current and anticipated accredited college programs
- Expanding the AED Foundation’s endowment to ensure Vision 2025 efforts are sustainable over the long term

“The AED Foundation is grateful for Komatsu’s leadership and investment in our Vision 2025 campaign,” said AEDF President Brian McGuire. “Komatsu’s support, in conjunction with nearly 75 other investors, brings our Vision 2025 campaign to over \$6 million. These investments provide the foundation with the sustainability needed to continue to be the heavy equipment industry’s leader in workforce development.” 



AEDF’s Vision 2025 initiative is addressing the current skills gap and shortage of technicians in the heavy equipment industry. Donations from Komatsu and distributors will help support new college and high school programs designed to build a pipeline of new technicians.

Greenhouse Gas Alliance

Komatsu's GHG Alliance members learn about progress toward zero-emissions goals


At a recent event at Komatsu's Arizona Proving Grounds, the company showcased the progress of its EVX battery-powered haul truck for members of its Greenhouse Gas (GHG) Alliance. Members had the opportunity to directly observe advancements made over the past year related to the performance and sizing of batteries, engage in a discussion on recent progress within the regulatory environment, and learn how Komatsu plans to leverage the company's trolley system to advance understanding of battery truck performance in a dynamic charging environment. Specifically, members saw the

upgraded EVX truck running on battery, static charging of the battery with the truck hooked up to the trolley line via pantograph, and the truck operating on the trolley line — highlighting the battery being charged without having to stop the truck.

Minimizing impact

Komatsu created the GHG Alliance to bring together mining industry leaders that share a goal of delivering zero-emissions equipment solutions. Members have been collaborating to advance Komatsu's concept of a power agnostic truck — a haulage vehicle that can run on a variety of power sources, including a diesel engine, or battery and hydrogen fuel cells with both static and dynamic charging capabilities. Membership of Komatsu's GHG Alliance has grown steadily and now includes nearly a dozen companies.

"The past year has been filled with collaborative efforts between alliance members, technology partners and other industry stakeholders dedicated to achieving our common goals of delivering zero-emissions solutions to the mining industry," said Komatsu's Pat Singleton, Product Director for Electric Drive Trucks. "Bringing our alliance members together enabled them to experience the substantive continuation of the journey we first shared at MINExpo 2021, as we have advanced our understanding and development of this critical technology."

Komatsu is committed to minimizing environmental impact through its business. The company has targeted a 50% reduction in CO2 emissions from use of its products and production of its equipment by 2030 (compared to 2010 levels) and set a challenge target of achieving carbon neutrality by 2050. 



Members of Komatsu's Greenhouse Gas Alliance watch a battery-powered haul truck during an event at Komatsu's Arizona Proving Grounds. The event highlighted advancements in the performance and sizing of batteries, and included other information and insight related to the goal of delivering solutions for zero-emissions equipment.

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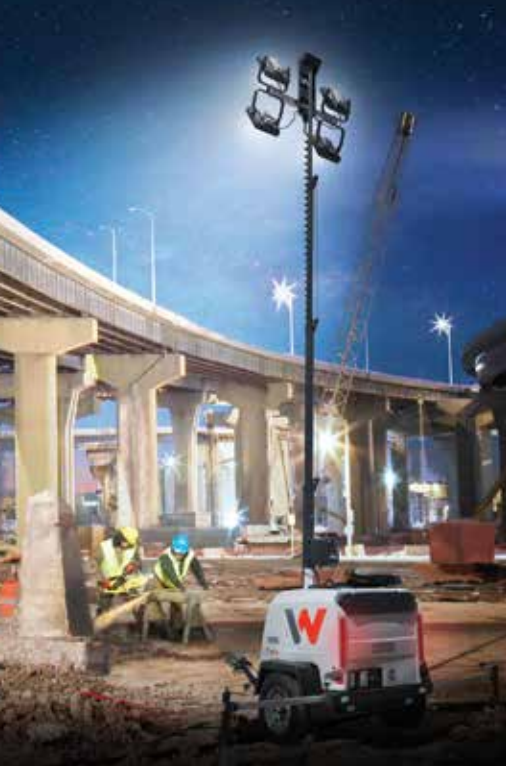
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APWA report

Infrastructure investment provides clear economic benefit, according to new American Public Works Association report

Communities are benefiting from infrastructure investments, according to a recent report from the American Public Works Association (APWA). For every \$1 invested in transportation, the report found that \$5 in economic benefits are returned and every \$1 billion supports and creates approximately 50,000 jobs.

“This important report shows just how essential the public works profession is in every community throughout the U.S.,” said APWA CEO Scott D. Grayson, CAE. “For surface transportation, and water and emergency management, we now know the level of financial benefit of every dollar invested, and we know what the benefit could be if budgets at all levels of government came closer to actual need.”

Grayson continued, “Asset management technology is giving communities better insight into the health of their infrastructure, which is allowing them to schedule and fund maintenance projects and extend the life of roads, sewer systems and bridges. However, AM is also providing a clearer picture of what needs to be replaced now.”

Additional funding needed


Further findings show a greater economic benefit would be realized if funding more closely matched need. The report said there is an \$81 billion funding gap in total water sector capital expenditures. As a result, 2.1 trillion gallons of drinking water worth \$7.6 billion are lost due to aging infrastructure. Lower production volumes could also result in 636,000 jobs lost annually by 2039.

“Public works teams keep the water flowing, but in some communities, duct tape and bailing wire no longer work, as this research shows,” said APWA President Keith Pugh, PE, PWLF.

According to the report, if the U.S. increased its investment in water infrastructure by \$109 billion

a year until 2043, approximately 800,000 new jobs would be created and the increased reliability in water services would help consumers avoid \$7.7 billion in medical costs, \$2.6 trillion in losses caused by service disruptions, and \$1.4 trillion in lost income.

Grayson and Pugh acknowledge the significant strides being made to rebuild transportation and water infrastructure through the Infrastructure Investment & Jobs Act (IIJA).

“IIJA is the official acknowledgment that our infrastructure needs more and better help,” Pugh said. “As we always have, APWA is working with local, state and federal partners to ensure the historic act’s success.” 



An American Public Works Association report shows that for every \$1 invested in transportation infrastructure, \$5 in economic benefits are returned, and every \$1 billion supports and creates approximately 50,000 jobs.

Ben Schmidlein promoted to Vice President of Aggregate




*Ben Schmidlein,
Vice President
of Aggregate,
RMS*

Ben Schmidlein has been named Vice President of Aggregate for Road Machinery & Supplies Co. Schmidlein joined the company in early 2020 and has been instrumental in guiding nearly four years of steady, substantial growth in aggregate sales and support for RMS.

Under Schmidlein's direction, RMS has built a dedicated Aggregate Division with a focused sales and support team. In 2022, RMS purchased Pit & Quarry Supplies LLC, which provides competitive aftermarket parts options for customers and added a dedicated warehouse in Savage, Minn., for

aggregate products. In Schmidlein's expanded role, he will assume additional responsibility for this group.

"Ben's leadership of the Aggregate Division has been a key factor in our growth," said RMS President Russell Sheaffer. "He has built a team of capable sales and support personnel, and accelerated machine sales through more strategic planning and forecasting of market requirements. I'm excited to align our aggregate efforts more closely by combining our Pit & Quarry Supplies group under Ben and am confident that under his leadership we can continue to expand our aggregate business." 

Matt Orvedahl joins RMS as Territory Manager with scrap as focus




*Matt Orvedahl,
Territory Manager,
RMS*

Matt Orvedahl has been hired as a Territory Manager out of the Duluth, Minn., branch. Orvedahl brings 25 years of experience to the position along with a unique understanding of the scrap and demolition industries. For the last six years, he served as Regional Manager for Genesis Attachments, covering an expansive territory, which included Minnesota and Iowa.

"Having Matt at RMS is going to provide a significant advantage for our customers, especially those in scrap and demo," said

Vice President of Sales Joe Schmidlein. "He has an extremely deep knowledge for those products and existing relationships with our customers thanks to his time at Genesis. We're very excited to have him here at RMS."

RMS will leverage Orvedahl's background in his new role. In addition to representing RMS' full product lines out of the Duluth branch, Orvedahl will also support scrap accounts throughout the state of Minnesota and for select accounts in Iowa. 

Trent Rezabek named Sales Manager for Savage and Rochester branches



*Trent Rezabek,
Sales Manager,
RMS*

Trent Rezabek is the new Sales Manager for Road Machinery & Supplies Co. Rezabek will oversee the RMS Territory Managers and customers in the central Minnesota area who report to the Savage and Rochester branches.

"I am excited to be at RMS, and I can't wait to start building relationships with our customers," he said. "In my short

time here visiting customers, it's been amazing to go from talking to customers who have large aggregate spreads and quarry loaders to a residential housing customer who may have one utility excavator. That variety is exciting."

Rezabek comes to RMS from Cummins, where he worked for 11 years as General Sales Manager. 



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