

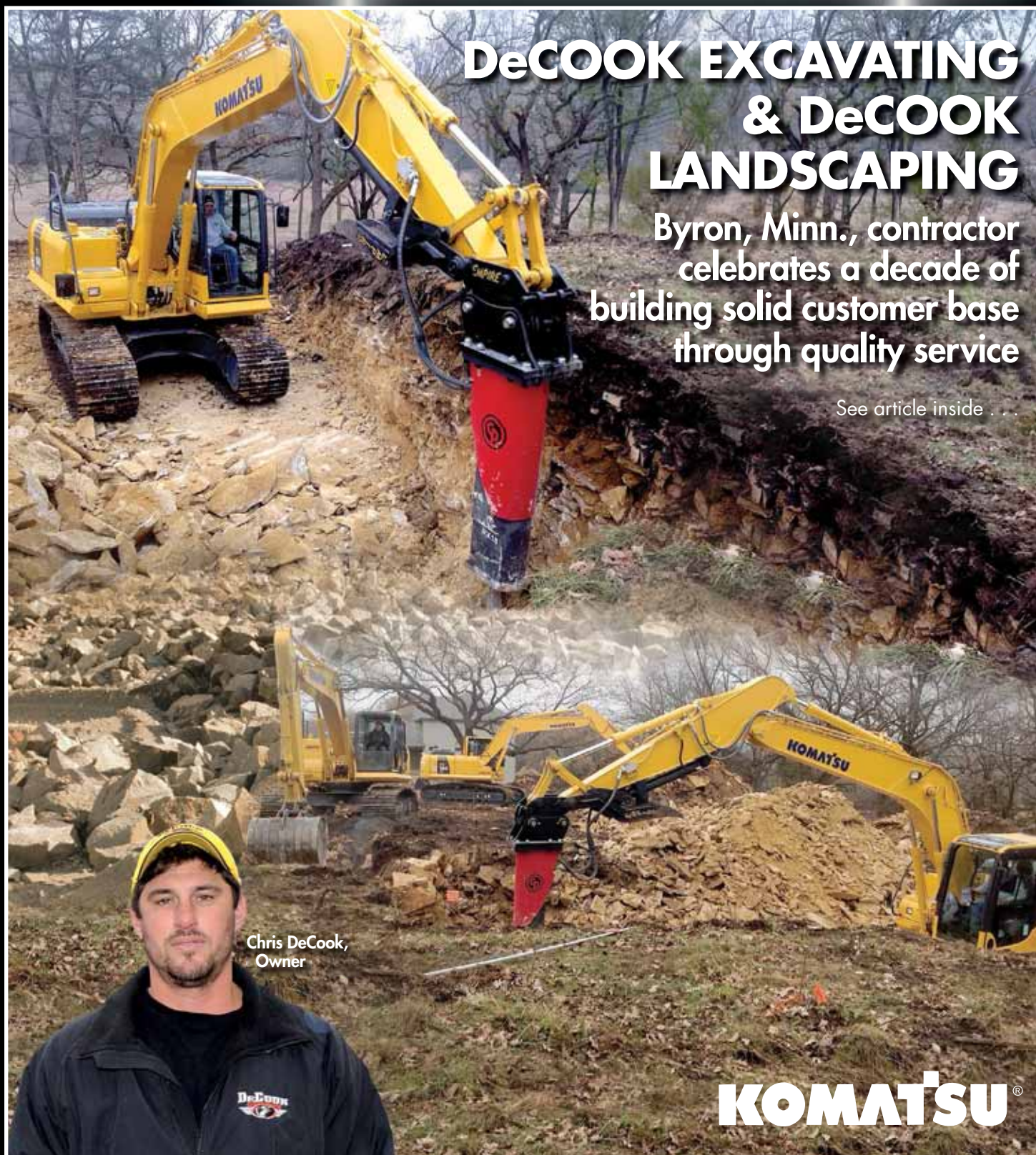
ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

DeCOOK EXCAVATING & DeCOOK LANDSCAPING

Byron, Minn., contractor
celebrates a decade of
building solid customer base
through quality service

See article inside . . .



Chris DeCook,
Owner

KOMATSU®

A MESSAGE FROM THE PRESIDENT



Mike Sill II

**New machines
offer significant
owner benefits**



Dear Valued Customer:

One of the biggest pushes in emissions regulations takes effect this year with the introduction of Tier 4 Final for 175- to 750-horsepower machinery. Compliance for 76- to 174-horsepower equipment begins in 2015. These requirements mean that NOx and soot emissions will be near-zero for new machines, making them the cleanest ever.

We're aligned with excellent manufacturers, such as Komatsu, who have worked hard to meet the evermore stringent requirements that each new tier level has brought. They've met the requirements in innovative ways that, in addition to reducing emissions, often produce machines that are more productive and efficient and improve your bottom line.

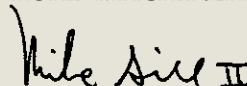
In order for that to continue during your equipment's lifetime, proper maintenance is essential. Komatsu and Road Machinery's innovation shines in this area too, with the introduction of the Komatsu CARE program, which began in conjunction with Tier 4 Interim models. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first. Komatsu recently completed the 10,000th service under Komatsu CARE, which you can read about in this issue of your *Road Signs* magazine.

We're proud of our contribution to that impressive number. Our service departments track Komatsu Tier 4 Interim machines in an effort to pro-actively respond to scheduled service intervals. Our trained technicians perform work at times and locations convenient for you, which maximizes your uptime and reduces your owning and operating costs.

World-class products backed by world-class service are what you expect from an equipment dealer. We're committed to delivering on both counts.

As always, if we can do anything for you, please call or stop by one of our locations.

Sincerely,
ROAD MACHINERY & SUPPLIES CO.


Mike Sill II
President and CEO



ROAD SIGNS

**THE PRODUCTS PLUS
THE PEOPLE TO SERVE YOU!**

Mike Sill II,
President/CEO

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Published by Construction Publications, Inc. for
Road Machinery & Supplies Co.

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DeCOOK EXCAVATING & DeCOOK LANDSCAPING

Byron, Minn., contractor celebrates a decade of building solid customer base through quality service

This year marks DeCook Excavating's 10th anniversary. It's a milestone Owner Chris DeCook planned to achieve, but what he didn't foresee was the success and growth the company has experienced during the past decade.

"I figured I would basically do small jobs with a handful of guys," claimed DeCook. "Instead, the business has experienced growth each and every year. Along the way, I purchased another excavation business, which has added to our overall growth. It's exceeded my expectations, especially considering that I had limited digging experience except for working some with my brother at his sand pit."

DeCook started his company shortly after a nephew of his started a home building

business. DeCook rented an excavator for a few months before purchasing it and began digging basements for his nephew and others, and he did odd jobs around the company's home base in Byron, Minn. He also rented a truck and trailer. Much of the company's work was done just down the road in Rochester, which still remains the case today.

"Our first employee was my nephew, Levi Henson, who we hired as a laborer while I dug," recalled DeCook. "Basement digs are still our main focus; in fact, this past year we did about 190 of them. We also do site-related work and offer site evaluations, grading, clearing, utility and septic installs, geothermal fields and quite a few other services, including small demolition projects.

"We work with farmers to construct waterways and pole barn sites," he added. "For the most part, our projects are done in the residential market where we've built a long list of repeat customers, which is due to our quality work at competitive prices. We take great pride in going the extra mile to ensure a jobsite is clean and in good shape for our customers and other contractors who will be working there."

Employees add to success

DeCook added landscaping services about three years ago. DeCook Landscaping offers design, retaining walls, paver patios, planting, edging and decorative rock, grading and sod placement.

"I saw landscaping as a natural extension of what we were already doing," said DeCook. "It's worked out well, and we've been able to grow that business just like DeCook Excavating."

Owner Chris DeCook started DeCook Excavating 10 years ago. The Byron, Minn., company provides a variety of excavation services within about a 50-mile radius. A sister company, DeCook Landscaping, offers design, retaining walls, paver patios, planting, edging and decorative rock, grading and sod placement.





DeCook Excavating uses Komatsu excavators to dig basements, move mass amounts of material and install septic, water and other utilities. "They're solid machines that give us excellent production without nickel and diming us with repairs," said Owner Chris DeCook. "They have good power, are smooth and the operators really like them."

Levi Henson is still with DeCook Excavating and is one of about 25 people employed between the two companies. He recently started bidding and scheduling jobs. Other key individuals and longtime employees are Landscape Foreman Adam Prigge, Foreman/Operators Bud Kundert, Jared Munnikhuysen and Corey Stephens, Operators/Laborers Cory DeCook, Jay Weitzel and Chad Thomas and Trucking Foreman Dan Griffin. Chris's wife, Melissa, recently came on board and handles office duties.

"My success in the business is directly tied to the employees," said DeCook. "They have a good deal of experience and knowledge of the trade. They care about the success of the companies, and it shows in everything they do, from dealing with customers to how they handle themselves on the job. I have several crews running multiple jobs. It's not feasible for me to constantly watch over their shoulders, and fortunately, I don't have to. They're an excellent group of people."

Happy with Komatsu, RMS

DeCook has long since traded his original excavator, as well as several others. He's replaced many of them with Komatsu pieces, including a new Tier 4 Interim PC210LC-10 and two PC160LC-8s he purchased from

Road Machinery & Supplies with the help of Territory Manager Jeff Bistodeau. He also has three other PC160 models.

"Happenstance led me to the first Komatsu excavator, and I'm glad it did," said DeCook. "When I acquired the other excavation company, it came with a PC160. At the time, I was using other brands and wasn't happy with the products or service. The machines were costing me significantly in repairs and downtime. That PC160 had about 3,500 hours on it, and other than replacing a hose, it didn't cost us anything.

"During a growth period a few years ago, I needed to add more equipment," he explained. "Because the PC160 performed so well, it made sense to look for more Komatsu excavators. We started adding them to our fleet, and we've continued that trend. They're solid machines that give us excellent production. They have good power, are smooth and the operators really like them.

"The PC160s are the perfect size to dig basements," DeCook continued. "Many of our jobsites are tight, and the PC160s give us the power to dig the hole and still have room for the spoil pile. We use the PC210 for mass excavation, and it works very well."

Continued . . .



Jared Munnikhuysen,
Foreman/Operator



Corey Stephens,
Foreman/Operator



Komatsu's value-added items enhance bottom line

... continued



Chad Thomas,
Operator/Laborer



Dan Griffin,
Trucking Foreman



Matt Wiebusch,
Truck Driver/
Laborer

DeCook equipped one of the PC160LC-8 excavators to run a Chicago Pneumatic RX18 hammer, also purchased from Road Machinery & Supplies. "This area has quite a variation of soils, including rock," he said. "The PC160 has plenty of hydraulic power, and we're quite impressed with the power and production that the hammer gives us. It's worked so well that we plumbed another machine to run a second one."

Road Machinery & Supplies plumbed the machines at its Savage location, where DeCook also turns for parts and service as needed. "Jeff and Road Machinery have done a terrific job of getting us the right machines for our applications and backing them with great support. With the new Tier 4 Interim machines, they take care of the scheduled maintenance intervals under the Komatsu CARE program, which is a nice benefit.

"I'm also impressed with RMS and Komatsu and their efforts to reduce idle time," he added. "It's not something I had thought about, but it makes sense in order to save fuel and hours on a machine. Both our fuel and hours have reduced significantly as a result of the campaign to bring awareness to idle time. Value-added items, such as Komatsu CARE, attractive financing and tips

to reduce idle time, all make a difference to the bottom line."

Built right for the longterm

DeCook believes he's built, and keeps building, DeCook Excavating and DeCook Landscaping the right way.

"Everything has been built from offering the best service possible," he said. "Customers see we care and know we deliver on our word with a quality project, and they tell others. Word-of-mouth referrals are the best form of advertising in my book. If we keep that same philosophy, we should continue to have plenty of work."

But nearly doubling growth every year may not continue. "That level of growth is hard to sustain while maintaining a high level of service," said DeCook. "I have a teenage son who does some work on the landscaping side when he's not in school, and if he wants to join the business, and maybe take it over some day, I want it to be here and on solid footing for him. I won't sacrifice everything just for growth's sake. I'm in this for the longterm." ■

DeCook Excavating Operator Cory DeCook breaks up rock with a Komatsu PC160LC-8 equipped with a Chicago Pneumatic RX18 hammer on a basement dig near Rochester, Minn. "This area has quite a variation of soils, including rock," said Owner Chris DeCook. "The PC160 has plenty of hydraulic power, and we're quite impressed with the power and production that hammer gives us."



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A KITCHEN TABLE ISSUE

What we pay to fund transportation infrastructure lags far behind spending on other necessities

Many Americans have little idea about how much money they personally pay every month to maintain and improve the roads, bridges and public transit we use. But 75 to 80 percent of them say having safe, efficient and well-maintained transportation infrastructure is at least as, if not more, important to their personal livelihood and well-being than good cable, cell phone, internet, water, sewage, and household electricity and natural gas.

These were the key results in a national Ipsos Public Affairs survey that was recently commissioned by ARTBA as part of the "Transportation Makes America Work" campaign, which is aimed at gauging public sentiment about the role of transportation in daily life relative to other modern necessities we rely upon.

Among the other notable poll findings: 78 percent said driving a motor vehicle is "very" or "extremely" important to our ability to conduct our daily lives and 21 percent said the same about public transportation; 88 percent said transportation infrastructure is important to maintaining a strong U.S. economy; 74 percent agreed that "investing in transportation infrastructure should be a core function of the federal government."

However, the survey did reveal one major disconnect between the perceived value of transportation mobility and an individual's personal investment in the infrastructure that provides it. When asked how much their household pays each month in gas taxes (the primary means of financing highway and transit capital improvements), 40 percent of respondents said they "didn't know." In fact, according to FHWA data, the average household paid \$46 per month in gas taxes in 2011 – the most current year available.

U.S. Commerce Department 2011 data shows the average household spends about three-and-a-half times more each month for household electricity and natural gas service than we pay in state and federal gas taxes. We also pay three-and-a-half times as much monthly, on average, for landline and cell phone service, and nearly two-and-a-half times as much for cable and satellite television, radio and Internet access.

The bottom line is that this research helps bring the transportation investment conversation down to the kitchen table level, rather than talking about trillion dollar needs. If system beneficiaries – the public and businesses – invested in transportation infrastructure in line with what we routinely pay monthly for other necessary services, we would see reduced transportation costs for business, faster commutes, and safer, smarter, more durable roads, bridges and transit. ■



Pete Ruane,
ARTBA President
& CEO

Editor's note: This is excerpted from an article by Pete Ruane, President & CEO of the American Road & Transportation Builders Association. To see the full article, visit ARTBA's website, www.artba.org.

Most Americans say that transportation infrastructure is important to them but have little to no idea how much they pay in gas taxes that go toward funding roads, bridges and public transit, according to Pete Ruane, ARTBA President & CEO.



CONEXPO 2014

Construction industry event will showcase innovative new products and technology

"If it's new, it's here" is the theme of CONEXPO-CON/AGG 2014, and by all indications, there will be plenty of new products, educational opportunities and amenities at the event. Held every three years, CONEXPO 2014 is scheduled for March 4-8 at the Las Vegas Convention Center.

Billed as the largest construction industry event of its kind, CONEXPO is expected to draw in more than 130,000 visitors and 2,400 exhibitors in the asphalt, aggregates, concrete, earthmoving, lifting, mining and utilities sectors, among others. Show personnel designed CONEXPO 2014 with better-defined product concentration areas to promote more efficient and productive use of attendees' time.

"The goal, as with all our planning, is to provide the best trade show value and create

the most return on investment for attendees and exhibitors to connect with the people and companies they want to see," said Megan Tanel, Show Director and Vice President Exhibitions and Events for the Associated Equipment Manufacturers (AEM), which is a lead sponsor of CONEXPO. "These moves will definitely make a positive difference for 2014; attendees can spend less time searching for what they need and spend more time with exhibitors doing business on the show floor."

New for 2014 is a Platinum Lot where asphalt production/paving, aggregate processing and drilling equipment will be showcased. Located across from the South Hall on Swenson Drive, it will have both indoor and outdoor exhibits, the primary registration area, a full-service restaurant and one of two shuttle stops.

A Demolition & Recycling Exhibits Pavilion is also being rolled out for the first time. Sponsored by the Construction Materials Recycling Association, attendees will find products specific to construction and demolition recyclers and demolition contractors.

"Recycling is an important facet of our industries; more demolition contractors are attending the show, and this pavilion is one way CMRA serves the industry needs," said Tanel.

Attendees can use an enhanced internal shuttle system to easily get from one show area to another, for example from one of the outside lots where lifting equipment such as cranes can be found, to the North or Central halls where earthmoving machinery will be located.

Thousands attend CONEXPO every three years as it's considered the premier construction industry event. The show returns to the Las Vegas Convention Center March 4-8.





New products, such as Komatsu's innovative D61i-23 *intelligent Machine Control* dozers, will dominate CONEXPO's landscape. The show will have products grouped by categories, including earthmoving, paving, demolition/recycling and aggregate processing along with many others.

intelligent Machine Control

Komatsu will feature its *intelligent Machine Control* dozers that provide automated grading, from rough cut to finish, through integrated and factory-installed 3D machine control technology. Personnel will be on hand to answer questions, including members of Komatsu's *intelligent Machine Control* Technology Division, which helps customers implement technology into their operations. Also, new Tier 4 Final products will be prominently featured in the 30,000-square-foot Display Area, located in the North Hall, Booth #10016.

Visitors can check out other Komatsu technology such as its KOMTRAX remote machine monitoring system, including its mobile app, which provides users valuable equipment data from a secure website. It will also showcase parts and service capabilities like Komatsu CARE, a complimentary scheduled maintenance program for new Tier 4 Interim and Final machines.

Visitors can also browse the store where apparel, die-cast models and other logoed items will be available.

Projects, people recognized

During the show, attendees will see a CONEXPO campaign focused on raising awareness of the construction industry's accomplishments. The campaign publicizes the positive benefits of construction projects and shows how they can elevate the nation's quality of life. Prior to the event, CONEXPO is inviting those in the construction industry to submit projects that illustrate construction's contributions. Fifty will be chosen and given special recognition.

"CONEXPO-CON/AGG 2014 is the global gathering place in North America every three years for the construction and construction materials industries. It provides an ideal context for the culminating recognition event that will focus on the people of the construction industry and their significant contributions to our modern way of life," said Glen Tellock, CONEXPO Chair.

Recognition will also be given to "young leaders" in construction during a special event on March 5. Those under 40 are encouraged to participate and share ideas that will contribute to the future of the industry.

Continued . . .

CONEXPO-CON/AGG 2014: "If it's new, it's here"

... continued

Educational seminars

Educational opportunities designed to help businesses increase productivity and efficiency are on the docket from March 4-7. Led by industry professionals, these 90-minute presentations cover subjects such as aggregates, asphalt, concrete, cranes, earthmoving, equipment management, recycling and more. Continuing education units are available as are DVDs of the sessions.



Komatsu personnel will be available throughout the show to explain features of products and the technology and engineering behind them.

Komatsu's CONEXPO display will highlight new products, parts and service capabilities and technology along with areas reserved for fun and games and a company store.



As in the past, CONEXPO is co-located with the International Fluid Power Expo, an exposition and technical conference dedicated to the integration of fluid power with other technologies for power transmission and motion control applications. More than 400 exhibitors are expected to participate in IFPE, which also has educational opportunities, including college-level courses in hydraulics and pneumatics.

Its theme is "Where all the solutions come together, and connections are made." An International Fluid Power Summit, with leaders from associations around the world will also be held.

"Attendees will find focused industry education, with the latest techniques and information, that they need to run their businesses most efficiently," said Melissa Magestro, IFPE Show Director and AEM Senior Director Exhibitions. "The opportunity to share experiences and ideas with industry peers adds another dimension to the show experience."

Online show preparation

Preparing for the show can be done by visiting its website at www.conexpoconagg.com. The site provides a list of exhibitors and their location via a floor plan of the Convention Center, educational seminar topics, registration and hotel information, meeting information and an agenda planner. You can also sign up to receive e-mail alerts about CONEXPO. An enhanced internal show transportation system with a show-specific mobile app will also be available.

As in the past, CONEXPO-CON/AGG is sponsored by several industry groups with which attendees are affiliated, including the American Concrete Pavement Association, American Road & Transportation Builders Association, The Associated General Contractors of America and Construction & Demolition Recycling Association.

"Attendees will find the newest products and technologies and technical experts ready to discuss product features and applications," said Tanel. "In the space of a few days, in one place, visitors can examine and compare the best of what our industries have to offer." ■

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NEW PRODUCTS

STRONG OPTIONS

Find out how the new Komatsu PC170LC-10 excavator was designed to provide greater lift capacity

Whether you prefer a lighter, more mobile unit or the heavier piece with added lift capacity, Komatsu's new PC170LC-10 excavator can provide exactly what you need.

The new PC170LC-10 is available with two counterweight options, both of which are heavier and provide added lift capacity compared to the counterweight on the PC160LC-8 model that it replaces. The heavy counterweight option is 1,389 pounds heavier with 15-percent more lift capacity, and the lighter option adds 309 pounds and 5-percent more lift.

"Making the choice really depends on the user's preferences and applications," said Rob Orlowski, Product Manager, Excavators. "An advantage of choosing the lighter counterweight is mobility. In that configuration, the PC170LC-10 can be hauled with a bucket on a 40,000-pound tag-along trailer. That's beneficial to contractors who rely on a powerful excavator in a small package for applications such as residential or non-residential construction, while customers looking for still more lifting power can find it in the PC170LC-10 equipped with the heavy counterweight."

More fuel efficient

The PC170LC-10 has the same horsepower as its predecessor, but it is up to 10-percent more fuel efficient, depending on the application and conditions. Efficiency comes in part from a variable-flow turbocharger that provides optimal airflow under all speeds and load conditions. It also has a Komatsu Diesel Oxidation Catalyst (KDOC) that does not have a scheduled replacement interval as would be required for a unit with a diesel particulate filter.

"With the KDOC there is no active regeneration required; it's 100-percent passive," said Orlowski.

"No particulate filter equates to less maintenance over the life of the excavator. Of course, because it's a Tier 4 Interim machine, Komatsu covers the scheduled maintenance for the first three years or 2,000 hours through the Komatsu CARE program."

Orlowski said the closed-centered hydraulics and harmony of systems give the PC170LC-10 the smooth feel and control that makes Komatsu excavators famous.

"The PC170LC-10 offers more capability at a lower cost, which is what every contractor wants," said Orlowski. "The machine offers a solution to customers with a variety of needs." ■



Rob Orlowski,
Product Manager,
Excavators

* Includes heavy-counterweight bucket, thumb and coupler combo

Brief Specs on the Komatsu PC170LC-10

Model	Net Hp	Operating Weight	Bucket Capacity
PC170LC-10	115 hp	38,100-41,600* lbs.	0.48-1.24 cu yds.

Komatsu's new PC170LC-10 comes with two counterweight options, both of which provide greater lift capacity compared to the previous PC160LC-8, and the PC170LC-10 is up to 10-percent more fuel efficient.



WA500-7

From Komatsu - The Loader Experts



The WA500-7 Tier 4 Interim Wheel Loader is a class-leading performer in the aggregate industry with improvements in production, fuel efficiency, operator comfort and serviceability.

- Large-capacity torque converter with lock-up delivers power, speed and efficiency.
- New operator's cab offers improved visibility and ergonomics.
- Efficient Tier 4 Interim engine provides up to a 7% reduction in fuel consumption.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

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MORE NEW PRODUCTS

FEWER PASSES

New WA500-7 Yard Loader Arrangement with specially designed buckets increase capacity, productivity

Whether loading trucks, stockpiling or charging hoppers, you want to move material as quickly as possible. Komatsu designed its new WA500-7 Yard Loader Arrangement with specific features that provide increased productivity for applications involving re-handled or loose material.

"Right away, users notice the larger, flat-floor buckets that keep more material inside. These buckets also significantly increase capacity and decrease the number of passes needed to load 24-ton and 26-ton on-highway trucks," said Rob McMahon, Product Manager-Wheel Loaders, noting that both 9.1- and 9.8-cubic-yard buckets are available. "These buckets offer several other advantages as well, such as reduced abrasion wear of the floor, less force to penetrate a pile and a wear package that's lightweight and highly effective."

Komatsu also added a larger-diameter bucket cylinder for increased bucket forces and additional counterweight for better stability and tipping loads.

"The counterweight's unique shape provides more ground clearance for stockpiling materials, which is a distinct advantage over competitive machines," said McMahon. "Other standout features include 29-inch rims and low-profile tires for increased stability; a brake cooling system (front and rear), which maximizes brake life in extended-carry and high-speed applications; and full rear fenders for enhanced protection from debris and thrown material."

The WA500-7 Yard Loader Arrangement features a Tier 4 Interim engine and is

backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first.

"The WA500-7 Yard Loader Arrangement has many of the same great features as our base WA500-7, and it offers even greater productivity," said McMahon. "I encourage anyone who wants that combination to try one in their construction and/or quarry operations." ■



Rob McMahon,
Product
Manager-Wheel
Loaders

Brief Specs on the WA500-7 Yard Loader Arrangement

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA500-7 Yard Loader	353 hp	79,162-79,630 lbs.	8.2-9.8 cu. yd.

Komatsu's new WA500-7 Yard Loader Arrangement features larger, flat-floor buckets that increase capacity and productivity for applications involving re-handled or loose material. It's designed to load 24-ton to 26-ton on-highway trucks in fewer passes.



KOMATSU HYBRID EXCAVATOR

Fast and fuel efficient, in the right application, the HB215LC-1 offers unmatched performance

In late 2009, Komatsu introduced the Hybrid PC200LC-8, the first hybrid hydraulic excavator in North America. The second-generation HB215LC-1 remains the only hybrid excavator in the popular 25-ton class size. Today, however, it's not the uniqueness or novelty that sets the unit apart, but the performance.

"People generally associate a hybrid with fuel savings – and the HB215LC-1 is definitely fuel-efficient," said Komatsu

Excavator Product Manager Rob Orłowski. "On average, it uses 25-percent less fuel than the Komatsu PC200LC-8, a similar-size, traditional excavator. In the perfect application (light digging with lots of swinging), we've had reports of fuel-savings much greater than 25 percent.

"But what surprises equipment operators most is the machine's speed," he added. "The swing motor in the hybrid is exclusively dedicated to the swing function, which makes it faster and more productive."

Other benefits include:

- Quiet, inside and outside the cab;
- Better company image among the general public and many governmental entities;
- Komatsu engine, hydraulics and hybrid technology work together for maximum performance.

"Of course, the HB215 is not the ideal machine for all applications," Orłowski noted. "For example, if you're using a hammer (although there is a service valve to power hydraulic attachments) or performing deep, heavy work with limited swing involved, this machine may not be the perfect fit. But, in a swing-heavy application such as truck loading, it's tough to beat the fuel-savings and speed advantages of the HB215."

The HB215LC-1 comes with a five-year, 7,000-hour warranty on hybrid powertrain components. If you're considering purchasing a hybrid, now is a good opportunity as Komatsu Financial is offering special financing on the HB215 for a limited time. ■

Brief specs on the Hybrid HB215LC-1 excavator

Operating Weight	Power	Bucket Capacity
48,175 lbs.	139 hp	1/57 cu. yd.

The Komatsu HB215 hybrid excavator is 25-percent more fuel efficient than the PC200LC-8, and operators report the swing speed is faster than the traditional model.



HYBRID EXCAVATOR

From Komatsu - The Green Experts



Komatsu continues to strengthen its innovation leadership with the HB215LC-1. Komatsu hybrid excavators have accumulated more than 1 million operating hours in the field, proving their reliability, along with fuel and emissions savings.

- With every swing, the HB215LC-1 regenerates energy – yielding an average fuel savings of 25% with an equivalent 25% fewer CO₂ emissions.
- Hybrid powertrain components are backed by a 5-year/7,000-hour warranty.

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EQUIPPED FOR ENERGY PRODUCTION

PC360LC-10 Pipeline Arrangement handles heavy-duty applications such as oil, gas pipelining



Kurt Moncini,
Product Manager
Excavators

Growth in the oil and gas industry has created a unique need for specialty equipment that can handle rugged terrain, trenching and heavy pipe. Specially-equipped Komatsu excavators perform well in those situations, including the popular PC360LC-10 Pipeline Arrangement. Special features that make this a pipeline machine include: anti-drift/anti-burst valves to provide optimum precision when working with heavy loads; single grouser tracks; and heavy-duty under guards.

Pipe sections are often heavy and the excavators have to hold the load for an extended period of time. These units offer an HKX anti-drift/burst valve package that provides superior

load-holding capabilities, including minimal pipe movement under load.

"Excavators are often called on to perform the role of a side boom to hold pipe sections in place during welding," said Kurt Moncini, Product Manager Excavators. "Maintaining precise pipe position is critical, and the anti-drift valves play an important role in the process."

"If a hose or hydraulic tube fails, boom and arm anti-burst valves help protect against uncontrolled load lowering, ensuring compliance with hose burst requirements," added Moncini. "This is especially important when loads are lifted in close proximity to workers and welders."

Several other options are also available, including a wide range of hydraulic kits and line packages for powering attachments. If steep ground or rough terrain are issues, the PC360LC-10 Pipeline Arrangement can be equipped with single grouser shoes for increased traction and maneuverability, which is especially important when working on steep sections of pipeline right-of-way. Special under guards are available for the upper frame (Heavy Duty are 3.2 mm thick and Severe Duty are 9 mm thick) to protect engine and hydraulic components from potentially damaging debris rolling along the top of the tracks.

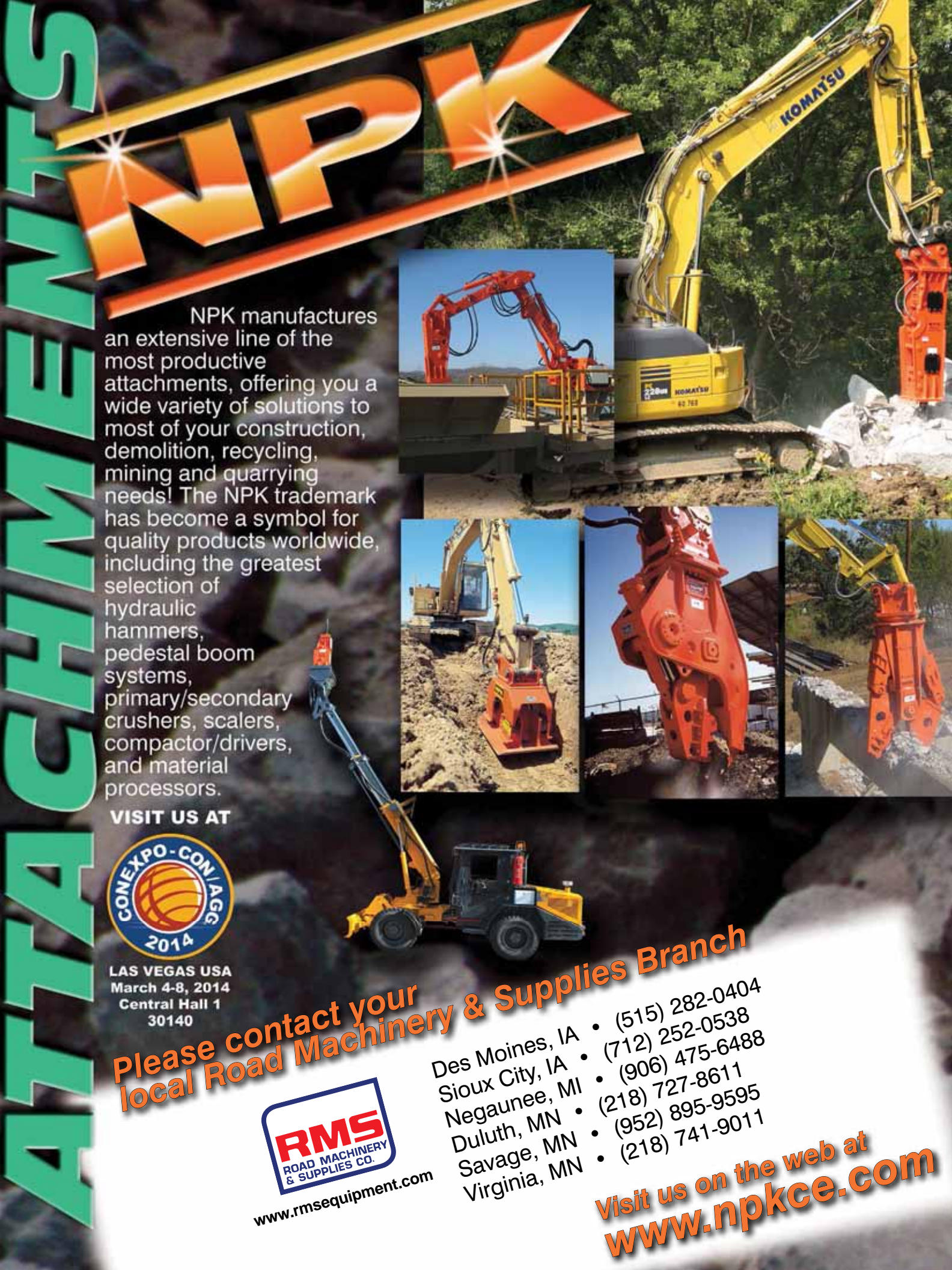
"Excavators are very flexible products for pipeline applications, and the PC360LC-10 Pipeline Arrangement is an especially good option," said Moncini. "Its hydraulic systems are easily adaptable for a broad spectrum of attachment uses. For instance, aside from digging pipe trench, they can be used as pipe handlers in distribution and storage yards, to power bedding material screening buckets, run hydraulic hammers and many other applications requiring hydraulically-driven attachments." ■

Brief Specs on the PC360LC-10 Pipeline Arrangement

Model	Horsepower	Operating Weight	Bucket Capacity
PC360LC-10 Pipeline Arr.	257 hp	78,255-79,930 lbs.	.89-2.56 cu. yds.

Komatsu's PC360LC-10 Pipeline Arrangement works well for holding heavy pipe sections during welding thanks to a standard anti-drift valve. An HKX anti-burst valve package is available and gives superior load-holding capabilities, including precision load control.





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MAINTENANCE MILESTONE

Komatsu CARE hits 10,000th service interval; successful program increases longevity of machines

Milestones are often marked in big numbers. For Komatsu CARE, its latest big number is 10,000. This is meaningful because it represents the number of services performed since the program's launch in 2011, which came with the introduction of Tier 4 Interim machines.

Komatsu CARE provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first, on Tier 4 Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges. Komatsu distributor technicians perform the services using genuine Komatsu OEM parts and fluids.

"We wanted to work with our distributors and customers to provide a solution to the new technology coming into the marketplace with the Tier 4 Interim machines," said Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations. "We also wanted to help our customers reduce the owning and operating costs associated with maintenance. Komatsu CARE is a proactive approach designed to meet those needs. The program is a tremendous success, thanks in large part to the dedication of our distributors."

Both customer-owned and rented machines are covered under Komatsu CARE. Distributors track the machines with KOMTRAX to determine hours and machine location, and then work with customers to schedule service intervals at a convenient time and place.

The 10,000th service was an initial 250-hour interval performed on a WA470-7 wheel loader. Similar to many service intervals performed under the Komatsu CARE program, it was done on site by a Komatsu distributor field technician.

"There are a couple reasons for reaching 10,000 so fast," said Rizzo. "Having a tremendous number of Tier 4 Interim machines in the field is one. Another is that those machines are highly utilized, so there are a lot of hours put on them. Komatsu CARE assures that the services are done on time, which in turn may help increase the longevity and dependability of the machines." ■



Tony Rizzo, Deputy Director of Komatsu CARE Program Development and Operations



A Komatsu distributor technician performs the 10,000th service interval under the Komatsu CARE program. The program provides complimentary scheduled maintenance for the first three years or 2,000 hours, whichever comes first, on Komatsu Tier 4 Interim machines. It also includes up to two Komatsu Diesel Particulate Filter exchanges.

Komatsu, distributor and customer personnel celebrated the 10,000th service interval performed under the Komatsu CARE program.



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BEYOND THE STANDARDS

Mike Ueno says innovative approaches help Komatsu meet and exceed emissions regulations

QUESTION: Tier 4 Interim requirements finished at the end of last year. How would you assess Komatsu's implementation of the regulations?

ANSWER: I'd say very successfully. We met the requirements of reducing soot and NOx, and in some cases, exceeded them with an innovative approach that differentiated us from other manufacturers. For instance, to reduce soot we use a diesel particulate filter (DPF) to capture the particulate matter, and we burn it off with the aid of a variable-geometry turbocharger. This process promotes regeneration during production, and in most circumstances, the operator has to take no action. With other-brand machines, operators often have to take them out of production for a significant period of time. That lost productivity can be costly.

We have learned a lot about our DPF system from customers and from our field experience, as we strive for continuous product improvement. From this sense, I would like to express my sincere appreciation to all our distributors and others who promote our products.

QUESTION: How is Komatsu handling implementation of Tier 4 Final regulations, which begin this year?

ANSWER: The biggest challenge Tier 4 Final presents is a further decrease in NOx, taking emissions to near zero. To do that, we will use a selective catalytic reduction (SCR) and urea to regulate and virtually eliminate the amount of NOx emitted from construction equipment. Our SCR-fitted machine tests also show a decrease in fuel consumption. Komatsu's engineering and manufacturing personnel have been integrating the SCR into new models for quite some time, and as with previous regulations, we're ready for Tier 4

Continued . . .



Mike Ueno,
Komatsu Executive Vice President
& Chief Technical Officer

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

This year marks Mike Ueno's 30th with Komatsu, and during his tenure with the company he's held several positions. He started with the design of 15-liter engines and later helped develop 30-liter engines.

Ueno became Komatsu's Executive Vice President and Chief Technical Officer about three years ago, giving him overall technical responsibility for the company. That includes overseeing products at the Komatsu operations in Chattanooga, Tenn., where construction and forestry equipment is manufactured, as well as in Peoria, Ill., where Komatsu produces mining equipment.

He was also Vice President and President of Industrial Power Alliance, a joint venture between Komatsu and Cummins. Ueno was an executive officer for the Engine and Hydraulics Business Division at Komatsu, which involved plant management.

"Engine technology has evolved tremendously through the years," said Ueno. "I'm proud of the way we've implemented the tier emissions standards and made equipment that's more productive, reliable, durable and efficient at the same time. What's really gratifying is that many of the features that make those attributes possible came from listening to our customers and implementing their recommendations."

Mike and his wife celebrated their Silver Anniversary last year. The couple has three children.

More automated machines on the horizon

... continued

Final. We'll also be ready when it's time to implement Tier 4 Final on mining equipment, which begins in 2015.

Another significant challenge with Tier 4 Final standards is the number of machines it affects. During the Interim phase, Komatsu introduced about 20 new machines. During Tier 4 Final, that number will be almost double. In fact, the next few years will involve re-engineering our entire fleet.

QUESTIONS: One new machine Komatsu recently introduced was its first *intelligent Machine Control* (iMC) dozer model, the D61i-23. Where does it fit in?

ANSWER: The D61i-23 is a Tier 4 Interim machine. It's also a perfect example of how

The *intelligent Machine Control* D61i-23 dozer provides automated blade control from rough-cut to finish grade, with integrated GPS technology. More automated products are on the horizon, according to Mike Ueno, Komatsu Executive Vice President and Chief Technical Officer.



Komatsu met emissions regulations with its Tier 4 Interim machines, and in many cases, increased production and fuel efficiency. Mike Ueno, Executive Vice President and Chief Technical Officer, says Tier 4 Final machines show further increases in fuel economy.



Komatsu exceeded emissions requirements. The iMC dozers, with integrated GPS systems, provide automatic blade control that optimizes the amount of material moved from rough-cut to finish grading. All the operator has to do is control direction by moving the joystick control forward or backward, making even the most inexperienced operators more effective and productive. Feedback has been phenomenal, and customers are looking for more automated models.

QUESTION: Will Komatsu have more automated machines?

ANSWER: Most definitely, and relatively soon for some models. Komatsu plans to introduce additional *intelligent Machine Control* dozers, as well as iMC excavators. Other products could follow. And the future may hold further possibilities, such as autonomous machines requiring no operator. We've already had autonomous haul trucks for several years.

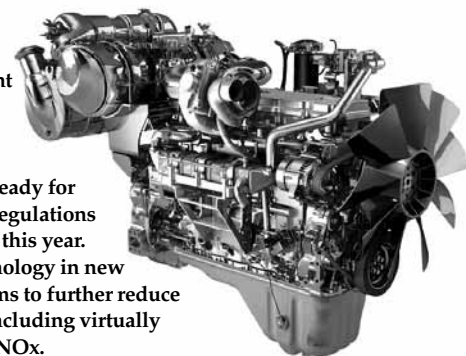
QUESTION: What else may be on the horizon?

ANSWER: From a machinery standpoint, another hybrid excavator. We introduced the first and are now in our second generation with the 20-ton-class HB215LC-1. A new, 30-ton model would be next.

Technology is always improving, and Komatsu will continue to implement it. One example is our KOMTRAX mobile app for smart devices. Since we introduced KOMTRAX, we've continued to add features and data that allow users to track hours, idle time, location, machine usage, modes and a whole host of other critical information. Tracking the SCR and urea level will be integrated with the Tier 4 Final machines. ■

Mike Ueno, Executive Vice President and Chief Technical Officer, says

Komatsu is ready for Tier 4 Final regulations which begin this year. Engine technology in new machines aims to further reduce emissions, including virtually eliminating NOx.



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SPOTLIGHT ON HIGHWAY FUNDING

Report, Senate committee show urgent action needed to address inadequate investment

Transportation group TRIP's latest study shows road conditions nationally will continue to worsen unless a current shortfall in funding is addressed. It estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years.

An extra \$670 billion is required for significant improvements, while \$374 billion would make modest enhancements, according to the study, which showed about 27 percent of urban roads contained substandard pavement. That will cost the average urban driver about \$400 annually, \$80 billion nationally, in added vehicle operating costs.

"Our nation's surface transportation infrastructure will further deteriorate if lawmakers don't identify new revenue sources for the Highway Trust Fund (HTF) by October," said Christian Klein, who is Vice President of Government Affairs for Associated Equipment Distributors and on the

Board of Directors of TRIP. "According to data released by the Congressional Budget Office, in FY 2015 the HTF will be unable to support any highway or transit spending, jeopardizing more than \$50 billion in annual investment."

TRIP's report comes just months before the current highway bill is set to expire. MAP-21, passed in June 2012, runs through September 30 of this year. It brought some certainty compared to short-term extensions that had previously funded transportation projects, but failed to address the long-term funding needs of the HTF.

The Senate Environment and Public Works Committee recently held a hearing to examine the HTF, and more hearings are expected in the coming months. Construction industry, labor and business community representatives detailed the highway program's situation and the economic impact that would result if the HTF is unable to support current spending in FY 2015, the "Year Zero" scenario, according to AED.

The committee discussed several options, including increasing the federal gas tax and indexing it for inflation. Expanded tolling, shifting to a vehicle miles traveled levy, a refinery-level fee and a sales tax were also mentioned.

"We commend (Chairman) Boxer both for continuing to ring the alarm bell about the crisis facing the federal highway program and offering bold solutions like a new gasoline sales tax," said Klein. "With 'Year Zero' looming in 2015, it's time for Congress and the president to stop hitting the snooze button and take swift, decisive action to ensure the HTF's long-term solvency." ■

A study by the transportation group TRIP estimates that an investment of nearly \$150 billion is needed to maintain existing roadways during the next 20 years. An additional \$670 billion would be necessary for significant improvements.



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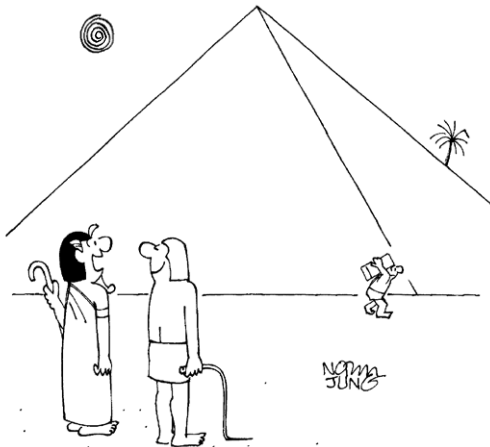
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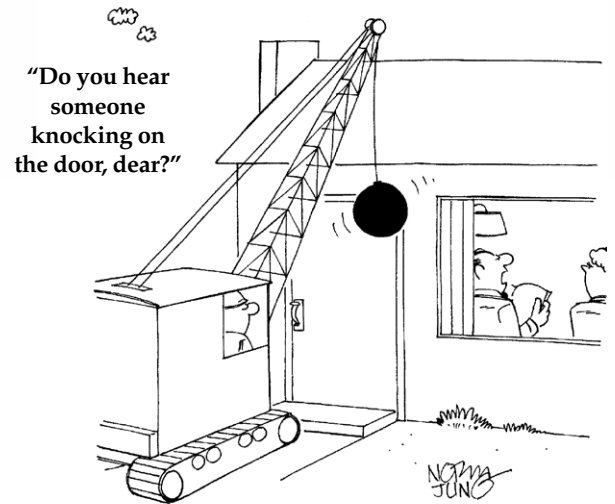


SIDE TRACKS

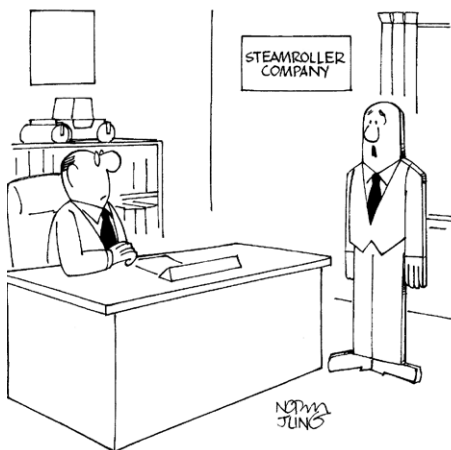
On the light side



"I like it. Build me two more."



"Do you hear someone knocking on the door, dear?"



"Mr. Woodhouse, I'd like to report an accident."

Did you know...

- A cow gives nearly 200,000 glasses of milk in her lifetime.
- Queen Elizabeth II served as a mechanic and driver in World War II.
- In 1537, England's King Henry VII officially declared February 14 the holiday of St. Valentine's Day.
- The human brain is more active during sleep than during the day.
- A honey bee must tap two million flowers to make one pound of honey.
- The average person drinks about 16,000 gallons of water in a lifetime.
- Chocolate was introduced into the United States in 1765 when cocoa beans were brought from the West Indies to Dorchester, Mass.
- Napoleon Bonaparte is the historical figure most often portrayed in movies. He has been featured in 194 movies, Jesus Christ in 152, and Abraham Lincoln in 137.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers can be found in the online edition of the magazine at www.RMSRoadSigns.com

1. RIET _ _ _ E _
2. HUSCR _ _ _ S _
3. NALGFE _ L _ _ _ _
4. NCOPXOE _ _ _ _ X _ _
5. KAOTHCRE _ R _ _ _ H _ _



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THE PEOPLE INSIDE

J.J. BUNN

Savage Parts Manager says satisfaction comes from the 'company you keep'

About six months ago, Joshua "J.J." Bunn became the Parts Manager at Road Machinery & Supplies' Savage branch. It was the latest in a series of moves throughout a nearly 20-year career with the company.

"I started at RMS in the mid 1990s and worked as a parts runner," recalled Bunn. "A good friend of mine, Ron Hohneke, who worked here for many years as a service technician, helped me get the job. I've since been in the warehouse, worked the parts counter and served as Expediting and Inventory Control Manager. Each position has its unique responsibilities, but what remains the same is our commitment to customer service."

Part of ensuring customer satisfaction is having adequate inventory on hand to meet demand. Bunn works with Road Machinery & Supplies' manufacturers to compile a recommended list of parts when a new product is introduced, but he says several other factors also come into play.

"We have to look at history, machine population and other items to determine the appropriate parts stock," said Bunn. "In most cases, when a customer calls or stops in for parts, we have them on hand. In instances where we don't, we can usually have them to the customer the next day. Fortunately, we represent great manufacturers, such as Komatsu, which makes that possible. Also, the parts departments of all our branches work together, so if we need a part, we can always pull it from another branch."

Bunn added that the spirit of cooperation and customer-first approach has been a big contributor to his longevity with Road Machinery & Supplies.

"I don't care what you do for a living, the people you're surrounded by make a huge difference in whether you're happy or not," Bunn stated. "RMS has an abundance of decent, good-hearted people that truly care and are a pleasure to work with. I can say the same about our customers. It's all about the company you keep."

J.J. and his wife, Elisha, will celebrate their 14th wedding anniversary this year. The couple have two children, Megan and Justin. In addition to spending time with his family and kids, he likes to fish and occasionally hunt. ■

Savage branch Parts Manager Joshua "J.J." Bunn appreciates the spirit of cooperation and customer-first approach at RMS, which he said have contributed to his nearly 20-year career with the company.





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



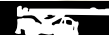
2006	HITACHI ZX160LC	6,808	6396	\$67,500
2006	HYUNDAI ROBEX 210LC-7	1,054	N60614055	\$89,000
2006	HYUNDAI ROBEX 210LC-7	3,194	N60614388	\$136,500
2008	HYUNDAI ROBEX 250LC-7A	1,059	N70410143	\$199,500
2006	HYUNDAI ROBEX 320LC-7	4,621	N90110519	\$118,500
2007	HYUNDAI ROBEX 450LC-7A	2,810	NB0310053	\$232,840
2007	HYUNDAI ROBEX 450LC-7A	1,760	NB0310100	\$167,000
2004	KOMATSU PC160LC-7	6,873	K40228	\$79,800
2005	KOMATSU PC160LC-7KA	3,709	K40465	\$97,600
1995	KOMATSU PC200LC-6	9,962	A81340	\$39,000
2005	KOMATSU PC200LC-7L	2,470	A87188	\$105,000
2007	KOMATSU PC200LC-8	6,082	C60859	\$203,300
2007	KOMATSU PC200LC-8	3,349	A88389	\$131,500
2008	KOMATSU PC200LC-8	2,661	A89083	\$139,000
2008	KOMATSU PC220LC-8	3,880	A88675	\$145,000
2008	KOMATSU PC300HD-8	1,327	A87048	\$249,500
1996	KOMATSU PC300LC-6	8,391		\$49,500
1997	KOMATSU PC300LC-6	13,700	A80575	\$89,000
2005	KOMATSU PC300LC-7	9,780	85835	\$95,000
2003	KOMATSU PC308USLC-3	12,878	20010	\$65,000
2010	KOMATSU PC350LC-8	3,300	A10082	\$264,400
2011	KOMATSU PC350LC-8	2,115	A10389	\$245,000
2011	KOMATSU PC350LC-8	2,047	A10385	\$237,000
2003	KOMATSU PC400LC-6LM	10,349	A85326	\$75,000
1996	KOMATSU PC75UU-2	6,342	11593	\$19,750

WHEEL LOADERS



2006	HYUNDAI HL740-7	4,081	LF0110660	\$77,550
2005	HYUNDAI HL757-7	1,990	46402025	\$86,300
2005	KOMATSU WA250-5	7,841	70708	\$59,500
2000	KOMATSU WA320-3MC	2,939	A31395	\$64,000
1999	KOMATSU WA500-3L	18,868	A70525	\$95,000

CRANES



1971	LINK-BELT LS-318		21G1-302B	
1977	MANITOWOC 4600		46379	\$425,000
2000	POTAIN HD40A		86241	\$69,500
2006	POTAIN IGO 50		402161	\$145,000
2004	POTAIN IGO MA13		99022	\$49,500

FORESTRY EQUIPMENT

2005	TIMBCO 425EXL		AT4C2512011505	\$169,500
2000	TIMBCO T425D	13,506	AT4C-1801-062600	\$49,500

COMPACTORS/PAVERS



1999	BLAW-KNOX PF4410	1,149	441001-31	\$59,500
1997	BLAW-KNOX PF5510	12,000	551019-11	\$39,899
1999	GILCREST PROPAVER 413	608	026162	\$3,950
1980	GOMACO GP2500		MC11186-25	\$35,000
	GOMACO GT6300	3,231	MC10649-01	\$15,000
2006	DYNAPAC CA121PDB	681	60311412	\$57,500
1987	INGERSOLL-RAND SPF48		61575	\$12,000
2005	INGERSOLL-RAND DD118HF	1,771	185186	\$49,750
2007	INGERSOLL-RAND DD138HFA	2,117	193047	\$62,500
2000	INGERSOLL-RAND DD14	2,104		\$6,500
2010	VOLVO DD138HF	1,278	275235	\$124,500
2008	VOLVO DD14S	221	198082	\$24,500
2008	VOLVO DD24	1,200	196345	\$24,500
2009	VOLVO SD45D	81	201052	\$53,800
2008	VOLVO SD77DX	375	197968	\$59,500
1996	WACKER RD880V	3,900		\$4,500

TRAILERS

2013	LOAD KING, 42' L			\$52,500
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OFF-HIGHWAY TRUCKS

2007	KOMATSU HM400-2	5,475	2207	\$290,000
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2012 KOMATSU D65WX-17,
2,190 hrs., s/n 1137



\$102,500

2013 LOAD KING 503/554 SSSF,
air ride with third-axle lift, Honda power,
spreader bar with flip axle



\$399,000

2010 KPI FT5260,
s/n 410124-410126

Year	Mfgr./Model/Descr.	Hours	S/N	Price	Year	Mfgr./Model/Descr.	S/N	Price
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CRAWLER DOZERS



2012	KOMATSU D155AX-6	1,777	81349	\$449,000
1998	KOMATSU D65PX-12		62456	\$49,500
2005	KOMATSU D65PX-15	5,990	67483	\$117,000
2012	KOMATSU D65WX-17	2,190	1137	\$248,750

SCRAP PROCESSING/DEMOLITION

2008	KOMATSU PC300HD-8	1,327	A87048	\$249,500
2001	KOMATSU PC300LC-6	20,017	A84652	\$54,800
2002	KOMATSU PC400LC-6	8,470	A85208	\$129,000

AGGREGATE EQUIPMENT

2007	MASABA 8x14 BARBER-GREENE Pugmill		200722 70600758A4	\$129,000 \$48,000
2008	KPI FT4240		408429-408432	\$389,000
2010	KPI FT4250CC		410621	\$439,000
2010	KPI FT5260		410124-410126	\$399,000
2009	KPI FT3620CC		093101	\$179,000

FORK LIFTS & BOOM LIFTS



2002	CROWN 30WRTT15	N/A	30WRTT152	\$9,450
1982	HYSTER H250H	N/A	C007-2597Z	\$29,500
2004	LULL 944E-42	3,727	160003411	\$46,500
2008	SKY TRAK 10054	2,186	0160034184	\$82,500
2001	SNORKEL TB60	2,860	JA01095	\$19,500

MISCELLANEOUS

1998	ALLMAND BROS Night-Light Pro light tower	1,670	9810NLP41	\$3,200
2000	BROCE RJ350	3,967	025402	\$16,500
2002	BROCE RJ350	3,025	402024	\$21,000
2002	BROCE RJ350	2,018	402025	\$22,000
2002	BROCE RJ350	1,980		\$22,000
1987	CATERPILLAR D300B		4SD00135	\$59,900

ATTACHMENTS

2005	BLAW-KNOX truck hitch	N/A		\$3,500
2002	EMPIRE sand bucket for PC600	315694		\$5,000
2003	EMPIRE 24" dig bucket			\$2,620
1996	JRB 7.5-cu-yd rock bucket			\$11,000
2002	JRB 8-cu-yd rock bucket			\$5,490
	JRB 90D1548 bucket for WA120	801-79108		\$1,250
	KOMATSU 21" bucket with teeth and side cutters			
2006	KOMATSU 24" dirt bucket			\$1,960
2007	KOMATSU 3.7 cu-yd stock pile for WA320	a/004107-KMX5069		\$6,405
2009	KOMATSU 423-70-32200 4 cu-yd bucket w/BOE for WA380	2273		\$7,350
2007	LEMAC 72" 4.05 cu-yd heavy-duty bucket	K0737		\$13,700
	Pins, 1 3/8" W, center to center 8", 5 3/4" ear spread			
	ENTEK .90 cu-yd, 36" bucket for Deere 160	12528		\$3,500
1996	HENSLEY 7.5 cu-yd rock bucket for WA600			\$12,100
1994	NPK compactor	07991		\$7,380
2006	JRB quick coupler	1105-170857-1		\$4,100
2007	EMPIRE new pin-on forks, 3"x8"x84" tines, 43" high back	N/A		\$8,500
2007	EMPIRE 84" pin-on forks for WA380			\$8,135
2006	PEMBERTON 60" forks, 80" carriage, L-series hook-up			\$4,900
2007	PEMBERTON 60" forks, 80" carriage, L-series hook-up	UF239960507		\$5,150
2007	KINSHOFER new multipurpose grapple with HPX rotating drive	RG09834		\$5,900
2007	KINSHOFER A08HPX-50 clamshell grapple with hyd. rotation	SG03778		\$9,500
	Grapple for PC400-size machines, 5-4 tines	802A		\$14,000
2006	ROTOBEC rotating grapple for PC78	740450		\$4,500
2008	ROTOBEC clamshell grapple w/ electric rotation control	935568		\$9,500
	ATLAS COPCO hammer w/ two mounts available - PC78 and PC95			
2000	SURESTRIKE 6000 breaker for excavator or loader	6001		\$75,500
2004	BLAW-KNOX Genset, new, removed from machine prior to sale	551030-83		\$4,500
2007	KOMATSU 4CD01-Q ripper for D51-22 series, includes 1 shank	B10028		\$8,500
2013	GENESIS GDR300 shear	310125		\$96,500
2010	GENESIS GMP90 shear	94113		\$45,000
2013	GENESIS GVP15 shear	15032		\$75,630
2013	GENESIS GXP300R shear	300528R		\$116,800
2011	GENESIS GXP400R shear	400-613R		\$141,100
2010	GENESIS GXP660R shear	600478R		\$199,500
2011	GENESIS GXP660R shear	600-533R		\$202,500
2012	GENESIS GXP700R	700078R		\$162,895
2013	GENESIS GXT445 shear	4451004		\$157,620
2013	GENESIS XT555R shear	5551021		\$188,400
2012	GENESIS GXT665R shear	6651011		\$227,800
2003	LABOUNTY MSD3000 shear	500306		\$70,000

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