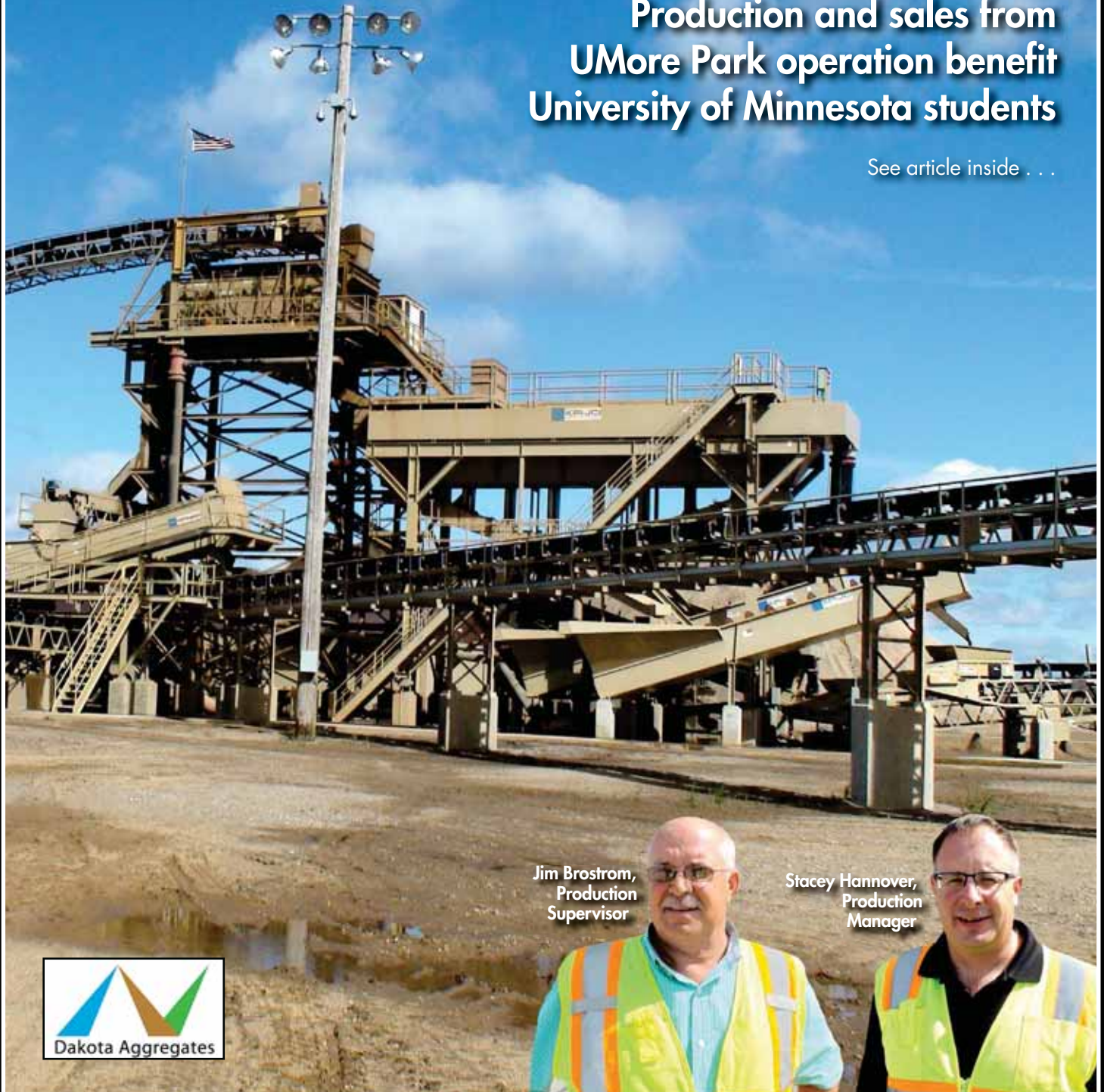


DAKOTA AGGREGATES

Production and sales from
UMore Park operation benefit
University of Minnesota students

See article inside . . .



Jim Brostrom,
Production
Supervisor

Stacey Hannover,
Production
Manager



A MESSAGE FROM THE PRESIDENT



Mike Sill II



Dear Valued Customer:

Our Midwest construction market continues to strengthen, and industry data indicates that heavy- and light-equipment retails are at pre-recession levels. Interest rates have remained low, spurring investment in new projects. RMS has seen a lot of growth this year, and I hope that your business has as well.

RMS recently added a couple of product lines, which will give us more opportunities to serve our customers. During 2014, we began offering the Atlas Copco line of rock and blasthole drills in Minnesota and Iowa. This partnership strengthens RMS' drilling-product range, from small rock drills to taconite blasthole drills.

In addition, RMS signed an agreement with Al-Jon Manufacturing to represent its landfill compactors in Minnesota and Iowa. Located in Ottumwa, Iowa, Al-Jon is perhaps the only manufacturer with a purpose-built compactor for landfill uses. Our ability to represent both quality manufacturers for RMS' broad geography will give us good continuity in parts and technical support.

This issue of Road Signs also showcases some of Komatsu's new technology. Among the new Komatsu Tier 4 Final machines is the PC490LC-11 excavator, which maintains the powerful lifting capacity and stability of the Dash-10 model. It features lower emissions and enhancements that maximize productivity, serviceability and fuel economy. It has all the same great benefits of its predecessor but offers reduced owning and operating costs. You'll find similar attributes in the new D155AX-8, even with an increase in operating weight.

RMS is thankful for the opportunity to serve you in 2014. Best wishes to you this holiday season.

Sincerely,
ROAD MACHINERY & SUPPLIES CO.

Mike Sill II
President and CEO

**RMS adds new
manufacturers to
its product line**



ROAD SIGNS

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

IN THIS ISSUE

DAKOTA AGGREGATES

Read how the production and sales from the UMore Park operation are benefitting University of Minnesota students.

GUEST OPINION

See how a career in construction offers young people the chance to craft a legacy and take pride in a job well-done.

FOCUS ON THE FUTURE

As the number of available workers shrinks, the construction industry turns to education to train tomorrow's workers.

PRODUCT IMPROVEMENT

Discover how the new PC490LC-11 excavator provides powerful lift capacity while reducing emissions.

PRODUCT FOCUS

Find out how Komatsu enhanced the new Tier 4-certified D155AX-8 for greater efficiency and reduced owning and operating costs.

NEW PRODUCT

Learn about Komatsu's new WA200-7 wheel loader, which provides the benefits of the standard and PZ models in a more efficient package.

FORESTRY NEWS

Check out Komatsu's new robust C-Series "carry style" harvesting heads that are durable, reliable and increase logging capacity.

KOMATSU & YOU

Komatsu Financial Vice President of Operations Tim Tripas explains how Komatsu Financial offers much more than loans for purchasing new equipment.



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

www.rmsequipment.com

SAVAGE

Corp. Headquarters
5633 W. Highway 13
Savage, MN 55378
(952) 895-9595
(800) 888-9515

DULUTH

314 Garfield Ave.
Duluth, MN 55802
(218) 727-8611
(800) 888-9535

VIRGINIA

315 N. Hoover Road
Virginia, MN 55792
(218) 741-9011
(800) 752-4304

NEGAUNEE

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

DES MOINES

100 Sheridan Street
Des Moines, Iowa 50313
(515) 282-0404
(800) 555-1445

SIoux CITY

1400 North Highway 75
Sioux City, Iowa 51105
(712) 252-0538
(800) 633-9104

CEDAR RAPIDS

2525 16th Ave.
Cedar Rapids, Iowa 52406
(319) 363-9655
(800) 616-6615

MILAN

606 West 10th
Milan, Illinois 61264
(309) 787-1742
(800) 633-9114

Mike Sill II,
President/CEO

David Johnson,
Chief Operating Officer

John Ruud,
VP Northern Operations

Bill Holte,
Treasurer/CFO

Mike Mencil,
VP Product Support

Chuck Gallagher,
General Manager,
Iowa Operations

Tim Carnagey,
Regional Product Support
Manager, Iowa Operations

Elizabeth Kragthorpe,
Administrative
Services Manager

Jeff Boraas,
Manager, Credit &
Finance

Craig Alcott,
Corporate Parts
Manager

Scott Kropiwka,
Used Equipment
Manager

Ryan Higginbotham,
Software Support
Manager

SAVAGE

Andy Schwandt,
Sales Manager

Rich Cooper,
Service Manager

Joshua "J.J." Bunn,
Parts Manager

DES MOINES

Dawn Conlan,
Sales Administrator

Aaron Slota,
Iowa Rental Manager

Steve Metz,
Service Manager

RMS RENTALS

Mark Rossi,
General Manager

Ken Carlson,
Service Manager

Brian Gaul,
Parts Manager

SIoux CITY

Michele Meyermann,
Parts Manager

Lyle Risinger,
Service Manager

POLAR PARTS

Ray Warmka, Manager

VIRGINIA

Doug Blake,
Parts Manager

Tom Hoshal
Service Manager

CEDAR

RAPIDS

Eric Green,
Service Manager

Adam Thompson,
Parts Manager

DULUTH

Byron Little,
Service Manager

NEGAUNEE

Mike Post,
General Manager

MILAN

Ty Gainey,
Branch Product
Support Manager

Mike Windell,
Service Manager

Jeff Gerkhardt,
Parts Manager

DAKOTA AGGREGATES

Production and sales from UMore Park operation benefit University of Minnesota students



Stacey Hannover,
Production
Manager

A year ago, the University of Minnesota held a reception to recognize Dakota Aggregates for establishing a scholarship within the College of Science and Engineering. The scholarship supports students pursuing geology and civil-engineering careers and came about as part of a 40-year lease agreement between the University and Dakota Aggregates that was signed three years ago.



Jim Brostrom,
Production
Supervisor

The agreement established mining operations in Rosemount, Minn., on about a third of the 5,000-acre UMore Park that the University established in 2000. Dakota Aggregates began setting up on the property about two years ago, and production began last spring. In addition to the mine in Rosemount, Dakota Aggregates has locations in Farmington and Lakeville.

"The UMore Park mine is the largest sand-and-gravel operation permitted in the Twin Cities metropolitan area," said Production Manager Stacey Hannover. "We have about 1,600 acres of mineable land, up to 150 feet deep, of very high-quality sand and gravel. We're currently making eight

products, ranging from three types of sand to crushed base and pea rock. We also recycle concrete removals and make base material."

Storied history

The history of what is today UMore Park is long and diverse, and it can be traced to the days when it was settled by Dakota Indians. In the 1800s, Joseph Nicollet conducted geographical surveys, and by 1870, farmers had as much as 80 percent of the land in production.

At the height of World War II, 70 years later, the U.S. government acquired about 12,000 acres of the farm fields to build a facility for manufacturing smokeless gun powder. But, just as it got started, the war ended, leaving the government without a use for the land that sits in the center of Dakota County, which is about 20 minutes south of the Minneapolis/St. Paul metro area.

The government deeded nearly 7,700 acres of the land to the University of Minnesota, which has used the ground for a variety of research purposes. In 2000, the University submitted a management plan for the property that would eventually become the 5,000-acre University of Minnesota Outreach, Research and Education (UMore) Park.

Every ton helps fund scholarships

According to the University's UMore Park website, its plan is to build a sustainable, modern, University-founded community of 20,000 to 30,000 people during the next 25 to 30 years. Features of the concept master plan include 13,000 houses plus multi-family dwellings; neighborhoods that blend mixed-use commercial and retail amenities;

Dakota Aggregates crushes rock with a KPI-JCI K200 cone plant.





► VIDEO

Dakota Aggregates uses a KPI-JCI wash plant that consists of an 8- by 20-foot, three-deck wet screen; a 12- by 48-foot classifying tank; twin 48-inch and single 44-inch sand screws; and a course-material washer. The company makes as many as six products at once at the wash plant, and the staff can control the production via computer in the tower of the plant.

1,000 acres of open space; an office and wellness complex incorporating professional offices and health-and-wellness facilities; and an eco-friendly industrial park for research and development companies.

To prepare for this community, about 10 years ago the University completed an inventory describing the land use and resources. It also conducted a geological assessment that determined about 360 million tons of sand and gravel were on the property, and plans began that eventually led to establishing aggregate mining operations.

"A percentage of every ton sold goes back to the University to support higher education, so this is a very unique operation and a terrific partnership between the University and Dakota Aggregates," said Hannover. "You can imagine the impact that millions of tons of material over 40 years is going to have monetarily. In addition, we can be a hands-on resource for students studying engineering, surveying, diesel mechanics and other programs, not only for the University but for area technical colleges too."

Producing with KPI-JCI

Despite being in its infancy, Dakota Aggregates' UMore Park mine has already produced materials for some high-profile projects in the Twin Cities. About 150,000 tons of fill sand went into an Interstate 35E MnPass project and another 40,000 tons were used for the new Minnesota Vikings stadium and the St. Croix River Bridge project in Stillwater.

"Our starting production goal was 1.2 million tons of material for the year, but our plan is to double that," said Production Supervisor Jim Brostrom. "We believe that's feasible as more and more people get to know us and our products."

In order to meet its production goals, Dakota Aggregates works two eight-hour shifts per day, six days a week, with about five people on each shift. Current operations are focused on two mine areas, one of which is mainly geared toward rock production.

"At the north mine, we're screening rock from the sand and sending it through a KPI-JCI

Continued . . .



Go online or scan this QR code using an app on your smart phone to watch video.

Dakota Aggregates ready to expand plant, products

... continued

screen,” said Brostrom. “The sand is used as either fill material for reclamation, or it’s conveyed to our KPI-JCI screening/crushing setup. During conveyance, it’s combined with rock from the other mine. That blend of materials goes to a three-deck, 7- by 20-foot screen before the rock is fed into a K200

closed-circuit cone plant where it’s sized with a 6- by 20-foot screen.”

Outstanding service from RMS

Sized materials are conveyed again to Dakota Aggregates’ KPI-JCI wash plant, which consists of an 8- by 20-foot, three-deck wet screen; a 12- by 48-foot classifying tank; twin 48-inch and single 44-inch sand screws; and a course-material washer. The company makes as many as six products at once at the wash plant, and staff can control the production via computer in the tower of the plant.

Dakota Aggregates worked with Road Machinery & Supplies and Aggregate Sales Specialist Brad Sykora to acquire its KPI-JCI products, including a KPI feed hopper and numerous KPI conveyors, and it turns to RMS for support as needed. Road Machinery & Supplies sets up a cabinet on site that’s stocked with parts.

“The equipment-buying decision was made before I came on board, but I was extremely happy to learn that it was KPI-JCI products through RMS,” said Hannover. “I’ve been in the industry 30 years and have a long history with both companies. KPI-JCI makes great products and RMS backs them with outstanding service. Brad and our Product Support Representative Chris Potter, as well as everyone else we work with at RMS, understand that our need for uptime is critical, and they respond quickly to any need we have. It’s a good relationship.”

Prepared for expansion

Dakota Aggregates planned for expansion while preparing the UMore Park mine. It poured footings for a second plant, anticipating that someday it would need additional space.

“As demand increases, we’re ready to bolt on a twin plant, and I believe that will happen relatively soon,” said Hannover. “We’re also adding ready-mix and hot-mix plants and casting yards.

“Of course, as sales increase, so does production,” he continued. “That equates to an even greater return on investment toward the future of the students who benefit from our UMore Park mining operation.” ■



(L-R) Road Machinery & Supplies Aggregate Sales Specialist Brad Sykora meets with Dakota Aggregates Production Supervisor Jim Brostrom and Production Manager Stacey Hannover. “KPI-JCI makes great products and RMS backs them with outstanding service,” said Hannover. “Brad and our Product Support Representative Chris Potter, as well as everyone else we work with at RMS, understand that our need for uptime is critical, and they respond quickly to any need we have. It’s a good relationship.”



Dakota Aggregates screens sand and rock at one of its mines with a KPI-JCI screen. The company uses sand as fill for reclamation, or it’s stockpiled and sold.

▶ VIDEO





WHEN WIGGLE ROOM IS AT A PREMIUM.

Small Footprint. Big Results.

When space on the job site is at a premium, count on the Global Track product line to deliver maximum productivity in a compact and portable package. The Global Track line is engineered to efficiently handle huge production outputs. With the versatility to handle multiple applications, the Global Track line will never leave you and your crew hanging.

For the KPI-JCI & Astec Mobile Screens dealer nearest you, visit kpijci.com/dealer-locator.



Equipment for all your job site needs



• Compaction • Concrete • Demolition • Utility • Climate Control

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

Compaction – rammers, plates, rollers

Concrete – vibrators, trowels, screeds, laser levels, rebar cutters

Demolition – rotary hammers, breakers, saws

Utility – pumps, generators, light towers

Climate control – ground heaters, air heaters, dehumidifiers

Over 100 Wacker Neuson models helping contractors get the job done right

www.wackerneuson.com



**WACKER
NEUSON**



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

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

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

Negaunee, MI
(906) 475-6488

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

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

Milan, IL
(309) 787-1742
(800) 633-9114

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

www.rmsequipment.com

MORE THAN A PAYCHECK

A career in construction offers young people the chance to craft a legacy and take pride in a job well-done

Looking back at my own career, I can't imagine where I would be today without the construction industry. The impact it's had on me is indescribable. That is why I am such an advocate today, and I am committed to sharing with others the many lucrative and gratifying career paths in our industry.

Career opportunities in the construction industry are endless, and the rewards are great.

One young man who spoke at this year's Construction Industry Institute's Annual Conference is a 23-year-old welder earning \$30 an hour. I hear this kind of story all the time – people in their 20s and 30s who choose to be craft professionals who earn above-average salaries, have stable employment and have the ability to advance and grow within their companies – all without student debt! All four young craft professionals who spoke at the conference referenced a high level of pay, a reliable profession, no student loan debt and pride in what they do, as the four main reasons they chose a career in construction.

Encouraged by their passion

I am always encouraged to hear young craft professionals talk about their careers because they are so passionate about their work and what they contribute to the industry. They enjoy their professions and take great pride in being part of something bigger.

One young lady who works as a welder for a large industrial contractor proudly showed me a building she worked on and described how she was specifically requested to work in a certain area of the building because of her expertise. That building is now part of her

legacy, and it will be there for years to come for her children and grandchildren to see.

I have seen so many examples of young people who enter the industry and work their way into management and even company ownership in a short period of time. In what other industry can a person experience opportunities like these? ■

This article is reprinted with permission from "Breaking Ground: The NCCER Blog" at blog.nccer.org. Diane Greene is the Executive Director of the Build Your Future initiative at the National Center for Construction Education and Research. The initiative focuses on recruitment, training and placement of candidates into the construction industry. Greene has more than 25 years of experience in human resources and training, almost exclusively in the education and construction industries.



Diane Greene,
Executive Director,
Build Your Future,
National Center
for Construction
Education and
Research

Construction can be a high-paying, rewarding career, and the industry should continue promoting that to young people, according to Diane Greene, Executive Director of Build Your Future. It has and will continue to do that through camps and by other means, such as the Construction Challenge at CONEXPO. For more information about students and construction, see the Focus on the Future article in this issue.



TRAINING TOMORROW'S WORKERS

As the number of available workers shrinks, the construction industry turns to education

A recent survey conducted by the Associated General Contractors of America (AGC) showed two-thirds of construction firms reported experiencing labor shortages between July 2013 and July of this year. Additionally, 25 percent said the inability to find enough workers forced them to turn down work.

"As demand for construction rebounds, many firms are finding that the pool of available workers is pretty shallow," said Stephen E. Sandherr, AGC's Chief Executive Officer. "Retiring older workers, strong demand in

other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages for many construction firms."

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America, according to Build Your Future, an initiative of the National Center for Construction Education and Research (NCCER), which promotes career and technical education (CTE). That's despite 27 percent of those with post-secondary licenses and certifications earning more than someone with a bachelor's degree. The average skilled craft professional makes \$6,200 more annually than recent college graduates, according to Build Your Future.

Reasons for a tight labor market

The tight labor market has been good for the skilled workers who are employed, with 70 percent of companies saying they are paying more than they did last year. As the pool of available workers continues to shrink, paychecks will likely continue to rise. So why is there such a shortage of workers?

The Great Recession is one reason. Construction was hit particularly hard with an unemployment rate that reached nearly 30 percent. The lengthy downturn caused many to seek work in other fields. The industry was already growing older, with the average worker's age in the mid to late 40s when the downturn began in 2008. In 2012, the average age of a tradesperson was 56. Many older workers simply retired and never came back.

Another reason is perception. For decades, construction had a stigma as hard, dirty work. Youngsters were encouraged to avoid the construction industry. For instance, in 2012

For five consecutive years, skilled craft-worker positions have been the toughest to fill in America. The shortage of workers has forced some companies to turn down work.





Retiring older workers, strong demand in other sectors of the economy and fewer young people seeking careers in construction are combining to create workforce shortages, according to Associated General Contractors CEO Stephen Sandherr. The tight labor market has been good for skilled workers, with 70 percent of companies saying they are paying more than last year.

only one in three parents encouraged a trade, according to SkillsUSA. In student surveys from a decade ago, construction ranked near the bottom of fields they wished to enter.

Attracting younger workers

The last 10 years, especially the past few, have seen a major push to attract younger workers, from elementary school through college age. Groups such as NCCER host career days to show students the value of construction work and how the industry can be a great fit for their skill sets. They're also getting the word out through online videos and advertising and through materials teachers can use in the classroom.

One of NCCER's Build Your Future campaigns aims to "shift the public's perception about careers in the construction industry to reflect the wide range of professions available." (See the Guest Opinion article in this issue, from Build Your Future Executive Director Diane Greene.) Others include making career and technical education a priority in secondary schools and providing a path from ambition, to training, to job placement as a craft professional.

"As an industry, we must educate the public about the vast career opportunities available in

the construction industry and provide tangible opportunities for individuals to learn skills that will help them build a successful career," said Don Whyte, President of NCCER, who recently partnered with other organizations to offer a Build Your Future Scholarship.

The campaign notes that CTE programs such as welding, electrical or carpentry add hands-on elements to the high school academic experience and can also lead to an industry-recognized credential. "CTE students are significantly more likely than their non-CTE counterparts to report that they developed problem-solving, project completion, research, math, college application, work-related, communication, time management and critical thinking skills during high school," according to the Association for Career & Technical Education.

Harvard Graduate School of Education's Pathways to Prosperity Project predicts that by 2018, 2.7 of 8 million jobs in manufacturing and construction will require a post-secondary credential.

Promoting the "cool factor"

The industry isn't only talking up lower-cost educational opportunities and higher earning potential of careers in construction. It's also

Continued . . .

Educating younger workers is a great return on investment

... continued



The number of women in construction hasn't changed much since the 1970s, but recently, more groups have been focusing on attracting more girls and women to the industry.

promoting the "cool factor," especially the technology that's gained a significant foothold. Companies are using digital plans, video simulation, virtual reality and machinery that's guided by GPS, which is easier to operate and more comfortable.

When it comes to equipment, the industry is comparing much of today's machinery to the joystick video game consoles that many students use or have used in the past, and they are also highlighting how technologically advanced the equipment is compared to even a few years ago.

During the recent Manitoba Construction Career Expo, the Campfire Union and Manitoba Construction Sector partnered to offer students a virtual-reality simulation of running a tower crane from the perspective of the operator inside the cab. It allowed them to see what it would be like to pick up and drop loads of steel beams. Several programs designed for operation of other types of construction equipment, such as dozers and excavators, are also available. Students in engineering programs are also using tablets, laptop computers and software as part of the design-and-build process, often putting plans in digital format that equipment operators plug into GPS systems used for automated grading and digging.

Organizations and companies such as Komatsu America agree that training younger workers for tomorrow's construction and equipment-maintenance jobs is vital.



"Construction work is somewhat different from what it was," said Ken Simonson, AGC Chief Economist, in a recent Advertising Age article. "There is much more use of laser and GPS-guided equipment, building information modeling and other things that require computer skills and the use of technology that was not common before the recession."

Increasing the number of women

One element of the construction industry before the recession that's similar today is the lack of women. Federal data shows only about 2.6 percent of the 7.1 million workers in construction are women, about the same as in the 1970s. An industry goal is to dramatically increase that percentage with greater awareness in school and by using programs such as MAGIC (Mentoring a Girl in Construction) camps that feature hands-on activities with construction projects, women speakers and engineers, and female construction and project managers.

During Engineers Week, February 22-28, 2015, DiscoverE (formerly National Engineers Week Foundation), will host a Girl Day on February 26, and the group is encouraging others to do the same. DiscoverE said, "Girl Day is a movement that shows girls how creative and collaborative engineering is and how engineers are changing our world. With hundreds of events happening each year, together we are driving the conversation about girls and engineering."

It's all part of a broader effort to show the work force what the future of construction has to offer, including high-paying, rewarding jobs that build the country's roads, bridges, buildings and other structures.

"In the business world, we look for the ROI (return on investment) in the resources we expend, and investing in the future sometimes requires vision that does not immediately translate to the bottom line," said Katrina Kersch, Senior Director and COO of NCCER in a blog post, 'The ROI of Partnering with Education' on the organization's Web site. "Investing our time, talents and resources to partner with education means that our industry is willing to invest in our own future." ■



Purpose-built from the ground up

Log Loaders from SENNEBOGEN - 44,000 lbs. to 750,000 lbs.

Simple design... Lift more. Move faster. Save fuel. Run longer.

www.sennebogen-na.com
Tel: +1-704-347-4910

SENNEBOGEN®

ATTACHMENTS

NPK

NPK manufactures an extensive line of the most productive attachments, offering you a wide variety of solutions to most of your construction, demolition, recycling, mining and quarrying needs! The NPK trademark has become a symbol for quality products worldwide, including the greatest selection of hydraulic hammers, pedestal boom systems, primary/secondary crushers, scalers, compactor/drivers, and material processors.



Please contact your local Road Machinery & Supplies Branch



www.rmsequipment.com

- Des Moines, IA • (515) 282-0404
- Sioux City, IA • (712) 252-0538
- Negaunee, MI • (906) 475-6488
- Duluth, MN • (218) 727-8611
- Savage, MN • (952) 895-9595
- Virginia, MN • (218) 741-9011

Visit us on the web at
www.npkce.com

PRODUCT IMPROVEMENT

STRONG AND EFFICIENT

New PC490LC-11 excavator provides powerful lift capacity while reducing emissions

The government introduced air-quality regulations in the early 1990s, which required manufacturers to begin the process of reducing emissions. Komatsu built a solid foundation when it introduced its Tier 1 engine platform, and it continued to add technology that's met each subsequent emission standard while further reducing fuel consumption and improving performance.

Komatsu's new Tier 4 Final-certified PC490LC-11 is no exception. It delivers the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions and maintaining the operating weight, horsepower and bucket capacity.

"The previous PC490 increased horsepower, operating weight and lift capacity compared to the model it replaced," said Kurt Moncini, Product Manager, Excavators. "We started with that platform and enhanced this new

model to maximize productivity, serviceability and fuel economy, so users get high levels of performance with the same or reduced owning and operating costs."

KOMTRAX® enhancements

Komatsu designed the Tier 4 Final engine for increased efficiency, using its already-proven technology from the Interim models and integrating a selective catalytic reduction (SCR) system. The engine uses an advanced electronic-control system to manage air-flow rate, fuel injection, combustion parameters and aftertreatment functions to optimize performance, reduce emissions and provide advanced diagnostic capability.

Komatsu's Tier 4 Final engines use DEF (diesel exhaust fluid) for treating NOx emissions. When it's injected into the exhaust stream as required,



Kurt Moncini,
Komatsu Product
Manager, Excavators

Continued . . .

Quick Specs on the Komatsu PC490LC-11 Excavator

Model	Operating Weight	Net Horsepower	Bucket Capacity
PC490LC-11	105,670-110,220 lbs.	359 hp	1.47-4.15 cu. yds.



The PC490LC-11 features a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

PC490LC-11 builds off predecessor's strong attributes

... continued

it works with the heat of the exhaust and the SCR catalytic converter to convert NOx into harmless nitrogen and water vapor that expel out of the exhaust pipe. Komatsu also enhanced KOMTRAX® to monitor the new Tier 4 Final emissions package components and process.

Other new features of KOMTRAX® in the PC490LC-11 include the Operator Identification System, which allows operators to input an identification number so equipment managers can track specific users, set parameters for individual operators, shifts, attachments and more. An Auto Idle Shutdown function helps improve operating costs by reducing unnecessary idle time. It alerts operators to excessive idle time, giving them a warning prior to shutting down the machine.

"Auto Idle Shutdown and the Operator Identification System increase efficiency and reduce wasted hours and unnecessary fuel consumption, which increase owning and operating costs," said Moncini. "Another standout feature of the enhanced KOMTRAX® system is a switch to cellular, which provides greater bandwidth, more efficient communication

and allows operator ID set-up information to be sent to the machine."

Heavy-duty components

The PC490LC-11 maintains the productivity features of the Dash-10, including a heavy-duty undercarriage and counterweight that contribute to high lift capacity and lateral stability. A variable-track gauge option increases both the lift capacity and lateral stability up to an additional 10 percent. To account for that, it has strong undercarriage components, including links, rollers, shoes, idlers and center frame. A reinforced, revolving frame and large-capacity swing bearing provide further strength. Operators can increase lifting force by 7 percent by choosing Lift Mode, which boosts hydraulic pressure.

Lift Mode is one of six available working modes, allowing operators to match machine performance to the application. Additional modes include Power, Economy, Breaker, Attachment Power and Attachment Economy.

The PC490LC-11's enhanced hydraulic system helps reduce hydraulic loss, resulting in better efficiency. Additionally, Komatsu designed and produces all major components of the hydraulic system, including pumps, motors and valves. The integrated design employs a closed-center, load-sensing system that uses variable-speed-matching technology.

"Variable-speed matching adjusts the engine speed to hydraulic pump output, allowing the engine to operate at the most efficient rpm," said Moncini. "It also has a hydraulically driven reversible cooling fan that varies its speed in response to coolant, hydraulic oil and ambient temperatures for greater efficiency.

"Like other Tier 4 products, the PC490LC-11 is backed by Komatsu CARE, which provides complimentary scheduled maintenance for the first three years or 2,000 hours, with work done by certified technicians who also perform a 50-point inspection," Moncini added. "Komatsu met the Tier 4 Final standards while maintaining the strong attributes of the predecessor model. We believe users will see the added benefits, even those who are currently or have previously used the Interim model." ■

Komatsu's new PC490LC-11 provides the same powerful lifting capacity and stability of the popular Dash-10 Tier 4 Interim model while lowering emissions.



No Idling

IDLING IS *NON-PRODUCTIVE*

**WASTES
FUEL**

**RUNS UP
HOURS**



KOMATSU®

www.komatsuamerica.com
www.komatsuamerica.com/no-idling



NEW TIER 4 FINAL DOZER

Enhancements give D155AX-8 greater efficiency, reduce owning and operating costs



Chuck Murawski,
Komatsu Product
Manager, Dozers

When you already have one of the most productive and efficient dozers in the 260 hp-plus size class, it's not necessary to completely overhaul it to meet the newest tier standard. You simply build on an already successful platform and enhance it like Komatsu did with the D155AX-8, which is Tier 4 Final certified with the addition of selective catalytic reduction (SCR).

The D155AX-8 maintains the horsepower and blade capacity of its predecessor, with about a 2.5-percent increase in operating weight," said Chuck Murawski, Komatsu Product Manager, Dozers. "Despite the increase in weight, the new model reduces fuel consumption while providing the same powerful production of the Dash-7 it replaces."

Quick Specs on the Komatsu D155AX-8 Dozer

Model	Operating Weight	Net Horsepower	Blade Capacity
D155AX-8	89,300 lbs.	354 hp	12.3-15.6 cu. yds.

Komatsu's new D155AX-8 dozer features an automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission.



Both power and fuel efficiency come from Komatsu's automatic gearshift transmission, which shifts to the optimal gear range based on work conditions and load, and a lock-up torque converter that automatically transfers engine power directly to the transmission. Operators can select from automatic or manual gearshift modes to fit the application. Automatic is for general dozing, and manual is for dozing and ripping in rough ground.

Komatsu continues to significantly improve productivity and operation with an electronic-control power train system, including the Hydrostatic Steering System that provides powerful turns under various work conditions. Counter-rotation is available while in neutral, for minimum turning radius, providing excellent maneuverability. When operating in adverse conditions such as uneven ground, the K-bogie undercarriage system keeps the correct alignment between the rollers and links for a smoother ride and longer component life.

More material with less power

The D155AX-8 is equipped with a dual-tilt and power-pitch SIGMADOZER blade, which gives it a high blade capacity, improves dozing performance and increases productivity up to 15 percent, compared to a conventional semi-u blade. The blade improves soil-holding capacity and reduces digging resistance for a smoother flow of material, allowing larger amounts of soil to be dozed with less power.

"The D155 dozer's popularity comes from its ability to cost-effectively move massive amounts of material, and this new model does that with a further reduction in owning and operating costs," said Murawski. "Komatsu covers scheduled maintenance for the first three years or 2,000 hours through Komatsu CARE, which includes a 50-point inspection at each interval." ■

Innovative. Intelligent. Integrated.



D61i-23

Next Generation Machine Control

No Masts

No Cables

No Connections

Factory installed Intelligent Machine Control — standard on the new D61i-23. Automated dozing — 1st to last pass with finish grade performance. Intelligent blade assistance minimizes track slip and improves efficiency.

Komatsu — Customer driven solutions.



Scan here to see the video.



Conventional
Machine Control

KOMATSU®

www.komatsuamerica.com

NEW PRODUCT

'ONE MACHINE, ALL APPLICATIONS'

Komatsu's new WA200-7 wheel loader provides benefits of standard and PZ models in a more efficient package



Craig McGinnis,
Komatsu Product
Specialist,
Wheel Loaders

Having one machine that provides production in earthmoving, sand and gravel applications, as well as the lifting capacity to move pipe and other materials is a distinct advantage for a wheel loader. Komatsu's new WA200-7 provides these, in a powerful Tier 4 Interim package that builds upon the proven technology of its predecessor.

Komatsu's WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

Quick Specs on the Komatsu WA200-7 Wheel Loader

Model	Operating Weight	Net Horsepower	Bucket Capacity
WA200-7	25,342-26,070 lbs.	126 hp	2.6 cu. yds.

Komatsu's new WA200-7 uses the versatile PZ "parallel Z-bar linkage," which provides large breakout force for quick and easy bucket filling. It also keeps loads level during lift and has high tilt forces to handle large attachments, making it an ideal machine for fork applications, such as moving pallets.

"The WA200-7 is one machine for all applications," said Craig McGinnis, Komatsu Product Specialist, Wheel Loaders. "It combines the best of both the standard and PZ Dash-6 models but has many improvements. One of the biggest changes is Komatsu's proprietary Tier 4 engine technology that further reduces fuel consumption by up to 3 percent compared to the already-low level of the Dash-6 series. It also uses a Komatsu Diesel Oxidation Catalyst (KDOC) that reduces particulate matter through 100-percent passive regeneration, which does not interfere with daily operation."

McGinnis notes that Komatsu designed the KDOC to last through the engine's lifetime, and it also engineered the WA200-7 with no diesel particulate filter. Additionally, Komatsu provides complimentary scheduled maintenance through its Komatsu CARE program for the first three years or 2,000 hours.

Enhanced operator comfort

To enhance operator comfort, Komatsu designed the WA200-7 with a roomy cab. The work equipment is controlled by a multifunction mono-lever that includes a forward-neutral-reverse switch and an integrated proportion-control switch for third-spool-equipped loaders.

"As with other Komatsu wheel loaders, the WA200-7 has a highly efficient and responsive hydrostatic drive train with variable-speed control and the Komatsu Traction Control System," said McGinnis. "The dynamic braking effect of the HST practically eliminates brake wear, which further reduces maintenance costs. We encourage anyone looking for an all-purpose loader to check out the WA200-7. Its versatility, production and low owning and operating costs make it the leader in its size class." ■



LOADERS

From Komatsu - The Loader Experts



The WA380-7 Tier 4 Interim Wheel Loader is a class leading performer with improvements in production, fuel efficiency, operator comfort and serviceability.

- Komatsu Smart Loader Logic reduces fuel consumption while maintaining production.
- Large capacity torque converter with lock-up provides 10% fuel savings.
- New 7" LCD multi-function monitor panel provides easy access machine diagnostics.
- Komatsu CARE provides complimentary Tier 4 maintenance, including Komatsu Diesel Particulate Filter exchange. Contact your Komatsu distributor for details.

KOMATSU®



www.komatsuamerica.com

KOMATSU FINANCIAL

Financing Your Success



The experienced professionals at **Komatsu Financial** provide financing solutions to help grow your business. Working with your Komatsu dealer, we can provide the following:

- ✓ New and Used Equipment Financing
- ✓ Leasing Programs
- ✓ Parts and Service Financing
- ✓ Equipment Credit Lines
- ✓ Flexible Terms and Payment Plans
- ✓ Industry Expertise
- ✓ Superior Customer Service

KOMATSU®

www.komatsuamerica.com



kfcustomerservice@komatsuna.com
888-500-6001

INCREASED LOGGING CAPACITY

Komatsu introduces new robust C-Series “carry style” harvesting heads

Forestry operations are always looking for increased logging capacity, as well as machinery that’s durable and reliable, and Komatsu’s new C-Series “carry-style” harvesting heads deliver on all counts. Two models are available, including the high-capacity C144 and the versatile, all-around C93.

The C93, available installed on Komatsu 911.5 and 931.1 harvesters, replaces the 350.1 and offers significant improvements for better handling of thinning projects, as well as tough-limb and multi-stem harvesting applications. It has a recommended working diameter of 6 to 15 inches and a maximum cutting capacity of up to 23.6 inches.

The C144’s recommended working diameter is 8 to 20 inches, with a 28-inch maximum cutting diameter. It’s available on Komatsu 931.1 and 941.1 harvesters. The C144 and the C93 can be installed on other carriers as a loose head.

Efficient control systems

The C93 and C144 harvesting heads also feature Komatsu’s new Constant Cut™ saw-control system with a saw bar (29.5 inches on the C93 and 32.5 inches on the C144) that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.

“Customers choose which head is right for them based on the diameter and weight of the timber they harvest,” said Steve Yoltz, Komatsu Manager, Marketing Forestry. “Komatsu heads may also fit multiple machines, giving users several options while reducing the number of machines and attachments needed. Our distributors can guide customers to the harvesting head that is best for them.” ■



New C-Series “carry style” harvesting heads feature Komatsu’s Constant Cut™ saw control system with a saw bar that includes a 19cc saw motor with an integrated valve to deliver precise control of hydraulic flow and pressure.

MaxiXplorer™ 3.1 is also standard and a complete system for machine control, head control, cross cutting and administration.



Quick Specs on the Komatsu Harvesting Heads

Model	Weight	Max. Cutting Diameter
C93	2,138 lbs.	23.6 in.
C144	3,086 lbs.	28 in.

WEIGHS LESS CUTS MORE



Scan to watch
YouTube video

**EFFICIENT
SCRAP GATHERING
JAWS**

**MORE
CUTTING
FORCE**

**SAVES
FUEL**

AVAILABLE WITH
JAW ARMOR

**FAST
HYDRAULIC
REGENERATION**

**BOLT-ON
WEAR PARTS**

The revolutionary GENESIS XT SHEAR **lowers your per-ton processing costs*** with fuel savings and superior cutting capability on a smaller class carrier. XT Shear models feature the cutting performance usually found in attachments a model size larger or more. With no compromises, the XT improves your margins with reduced weight, reduced carrier acquisition costs and reduced annual operating fuel costs. To learn how less means more for your operation, contact **Road Machinery & Supplies Co.** or visit GENESISATTACHMENTS.COM

*Fuel savings comparisons derived from OEM data for excavator fuel consumption

 **GENESIS**
The Promise of Performance.

Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

©2014 Genesis Attachments, LLC

888-SHEAR-IT (743.2748) | Tel: 715.395.5252 | youtube.com/genesisattachmentswi

CUSTOMER-DRIVEN SOLUTIONS

VP of Operations says Komatsu Financial offers much more than loans for purchasing new equipment

QUESTION: Why should a customer consider Komatsu Financial for financing equipment instead of going with an outside lender?

ANSWER: All we do is finance Komatsu equipment through Komatsu distributors. That puts us in a unique position to better understand customers' opportunities and the challenges they face compared to an outside lender that finances everything from homes to airplanes. Being an equipment manufacturer, we also know the construction and mining marketplaces better, which allows us to be more flexible on the front-end when setting up the financing and on the back-end if customers hit a bump in the road. At Komatsu Financial, either on the front end or after the sale, our first question is always, "How can we help?" For those reasons, the number of companies that turn to Komatsu Financial for their equipment needs has continued to increase.

QUESTION: How much of an increase have you seen?

ANSWER: More than 80 percent of all new Komatsu machines sold in North America are financed by Komatsu Financial. That is up from about 60 percent five years ago.

QUESTION: How have you been able to achieve that?

ANSWER: We've taken a much more customer-oriented approach, including getting out in the field and meeting directly with dealers and customers to understand how we can better serve their needs. That contact has helped us develop a lot of great programs that are different than what the typical marketplace has to offer. For example, if a customer has a lease that's greater than 24 months, we'll let them out of it six months early, as long as the customer is buying another piece

Continued . . .



Tim Tripas,
Vice President of Operations,
Komatsu Financial

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.

Tim Tripas joined Komatsu 23 years ago after graduating from Drake University in Des Moines, Iowa, with a degree in English. "My parents encouraged me to take classes that interested me, so in addition to English, I took a lot of business and law classes. That gave me a well-rounded background and set me up well to join Komatsu Financial."

His first responsibilities included working on audits and collections before becoming a regional operations manager, followed by director of operations. In 2004, he helped set up Komatsu Finance Europe, then returned to the United States in his present role as Vice President of Operations. He oversees all functions of finance, including credit applications, funding, audits, leasing and more.

"One of the things I'm most proud of is that 8 out of 10 Komatsu machines sold in North America are now financed through Komatsu Financial," said Tripas. "That's due to a very concerted effort by our personnel to get out and meet customers face-to-face at their jobsites, offices and our distributor locations, so we know their businesses and can tailor programs to meet their needs. I believe Komatsu makes the best equipment in the business, so building a world-class finance company that helps customers put that machinery in their fleets and finances the parts and service to keep them producing is a priority."

Tim and his wife, Alissa, have a daughter, and he enjoys spending time with his family outside of work. He also sneaks out to golf on occasion.

Komatsu Financial tailors programs to meet customers' needs

... continued



More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. That is up from about 60 percent five years ago.

Komatsu offers cost-effective and viable financing solutions for new and used equipment purchases and leases, as well as parts and service needs.

Komatsu has a parts and service financing program that lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows customers to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due.



of Komatsu equipment. So, a customer may have a D51 dozer and would really like a larger size or a new D51i-22 *intelligent* Machine Control dozer. With this program, we completely forgive the final six months of payments on the existing lease, to allow for the additional machine purchase. Nobody else in the industry does anything like that.

QUESTION: Could you give some other examples?

ANSWER: In talking with customers, many said they desired the flexibility of paying over time for repairs or service work from their dealer. We developed a parts and service financing program that's a true loan. Some competitors have similar financing, but in reality, it's a credit card that charges higher interest. Komatsu Financial's program lets customers finance the first \$50,000 at zero percent for 15 months with no payments for 90 days. That allows the customer to bring the equipment into the shop, get it fixed and get the equipment back and working before a payment is due. Additionally, on this or any other product from Komatsu Financial, there is never a pre-payment penalty.

Another example is our Flex Lease. Customers make a 36-month commitment, but every year on the anniversary of the lease, they have the option to return the equipment. That grew out of a customer telling us, "I think I need a machine for three years, but I know for sure I need it for one." The advantages are obviously that if a situation changes, they can opt out, and if customers choose to stay in the lease, their rate continues to be what it was from the day the lease started. It's been well-received, especially in light of the past few years when we've seen a big shift from ownership toward leasing. We have several other attractive leasing options if that's the route a customer wants to go.

QUESTION: Do you finance used equipment?

ANSWER: Absolutely. We'll finance new and used equipment as long as it's a product a distributor sells and not a competitive brand. Our focus is on helping build successful relationships with our distributors and their customers, and financing new and used equipment, leases and parts and service contributes to that. We consider Komatsu Financial a facilitator in the process, and we're willing to do whatever we can to help customers be successful. ■



HIGH MAINTENANCE IS SO NOT HIS TYPE.

IT'S NOT OURS EITHER.

GORMAN-RUPP CONSTRUCTION PUMPS
ARE BUILT TO OUTLAST AND OUTPERFORM
THE COMPETITION. *JUST LIKE HE IS.*

He accepts that some jobsite problems are out of his control. And he deals with those. But when he invests in equipment, he expects it to work—without constant maintenance or repairs. So he chooses Gorman-Rupp construction pumps. These tough pumps move water even in the harshest conditions. And they require only minimal, simple maintenance that can be completed in the field with common hand tools. Even when everything else at work is an issue, his pumps just keep getting their job done.



GR
GORMAN-RUPP
PUMPS



www.rmsequipment.com

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

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

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

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

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

Milan, IL
(309) 787-1742
(800) 633-9114

Negaunee, MI
(906) 475-6488

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

SHORT-TERM FUNDING

Last-minute bill keeps Highway Trust Fund from insolvency

A short-term measure passed and signed just before the Highway Trust Fund (HTF) was about to run out of money provides nearly \$11 billion for road and transportation projects. The bill – H.R. 5021, the Highway and Transportation Funding Act of 2014 – is a nine-month extension to the previous highway bill, MAP-21, that expired in September.

H.R. 5021 expires in May 2015, giving lawmakers a chance to work through a longer-term bill. While proposals for a broader measure had been brought up, including a \$302 billion, four-year bill from President Obama, Congress eventually passed H.R. 5021, which authorized a transfer from the general fund to pay for it.

A short-term bill provides nearly \$11 billion in funding for transportation projects and runs through May of 2015.

The current short-term measure is funded by a budget maneuver known as “pension smoothing.” It allows corporations to reduce contributions to employee retirement plans. In turn, the government’s tax revenues increase because companies can no longer take tax deductions for the contributions.

Traditionally, the HTF is funded from the 18.4-cents-per-gallon gas tax. In recent years, revenues have fallen short, forcing transfers from the general fund to pay for road repairs and construction. The tax hasn’t been increased in more than 20 years, and as cars have become more fuel-efficient and people drive less, the gas tax hasn’t kept up with needed transit spending.

Another ‘crisis’ next spring

Congress will need to address revenues next spring when it takes up transportation funding. Lawmakers have proposed several ideas, including raising the gas tax and indexing it to inflation, charging drivers a per-mile fee, more tolling and combinations of all of the above.

Transportation Secretary Anthony Foxx said he was disappointed in the short-term fix.

“This latest band-aid expires right as the next season begins, setting up another crisis next spring,” said Foxx. “So in the coming months, the Department will again be required to prepare cash-management procedures in anticipation of repeating the same Highway Trust Fund insolvency crisis. Americans deserve a multi-year transportation bill that provides the certainty that businesses and communities deserve, creates jobs and makes necessary policy updates to lay the foundation for lasting economic growth.” ■





endless
PAVEMENT
solutions.

www.rmsequipment.com

DULUTH, MN (218) 727-8611 • (800) 888-9535
VIRGINIA, MN (218) 741-9011 • (800) 752-4304
DES MOINES, IA (515) 282-0404 • (800) 555-1445
SIOUX CITY, IA (712) 252-0538 • (800) 633-9104
CEDAR RAPIDS, IA (319) 363-9655 • (800) 616-6615
MILAN, IL (309) 787-1742 • (800) 633-9114



8515C Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515C Asphalt Paver. The 8515C incorporates big paver features into a heavy-duty maneuverable package designed for production and reliability. It includes an 8- to 15-foot heated and vibrating Legend screed system, powerful 84 HP Kubota engine, dual operator controls and high-deck/low-deck configuration. Now available with the new, heavy-duty 815 electric screed.



8616B Asphalt Paver



SAVAGE, MN (952) 895-7033 • (800) 888-9515



Tru-Pac 915 Pneumatic Roller



SweepPro Broom

endless
PAVEMENT
solutions.

www.rmsequipment.com

DES MOINES, IA (515) 282-0404 • (800) 555-1445
SIOUX CITY, IA (712) 252-0538 • (800) 633-9104
CEDAR RAPIDS, IA (319) 363-9655 • (800) 616-6615
MILAN, IL (309) 787-1742 • (800) 633-9114



Maximizer 3 Asphalt Distributor

Rosco's Maximizer 3 asphalt distributor features an extendible spraybar that smoothly and efficiently moves from 8-foot to 16-foot width in 4 inch increments. The EZ Spray extendible spraybar makes radius and taper spraying, along with maneuvering for obstacles such as bridges, a smooth and efficient operation.

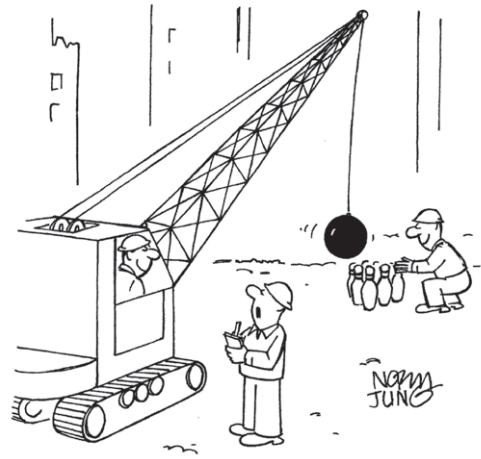
Pavers Graders Brooms Asphalt Distributors Rollers Patchers
Chip Spreaders Belt Loaders Tack Tanks Maintainers

SIDE TRACKS

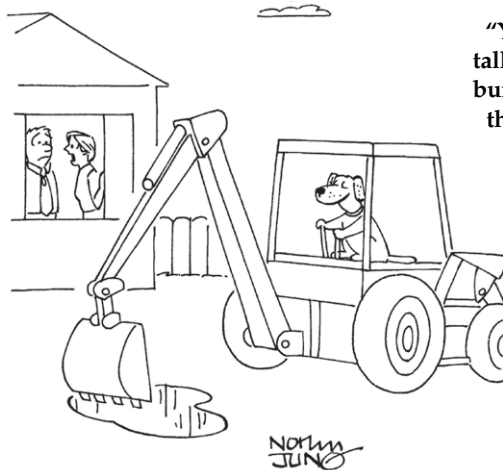
On the light side



"The minimum wage is being upgraded, so how about the minimum allowance?"



"That last strike put you two pins up!"



"You'll have to talk to him about burying bones in the backyard."

Did you know...

- President Lincoln proclaimed the first national Thanksgiving Day in 1863. Christmas became a national holiday in the United States in 1890.
- Glass takes one million years to decompose, which means it never wears out and can be recycled an infinite amount of times.
- First occupied by John Adams in 1800, the White House has witnessed one presidential wedding, five first-family weddings, 11 births and seven presidential funerals. Recent additions include John F. Kennedy's swimming pool, Richard Nixon's bowling alley and Bill Clinton's running track.
- The largest gold nugget ever found was discovered in 1869. It weighed 173 pounds and was named The Welcome Stranger.
- Peanut oil is used for cooking in submarines because it doesn't smoke unless it's heated above 450° F.
- Your tongue is the only muscle in your body that is attached at only one end.

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. B U R C _ _ _ R _ _
2. T R O M O _ _ _ T _ _ _
3. A R E R P I R _ _ _ _ I _ _
4. L A P A S T H _ _ S _ _ _ _ L _ _
5. N A E D L I E D _ D _ _ _ D _ _ _ _

NEWS & NOTES

NCCCO launches boom truck operator certification program

The first phase of a new Certification of Crane Operators (CCO) program designed specifically for boom truck operators is now available from NCCCO (National Commission for the Certification of Crane Operators). The new CCO Boom Truck – Fixed Cab operator certification is a subcategory of the CCO Telescopic Boom – Fixed Cab certification.

CCO Boom Truck – Fixed Cab was developed specifically for the industries that use these machines, such as building

supplies, HVAC, sign installation and tree maintenance.

“While boom trucks have a wide variety of users and applications, many machines don’t operate in typical construction applications, but are engaged in activities such as delivering materials and equipment,” said Joel Oliva, NCCCO Manager, Program Development and Administration. “This new program is designed specifically to address the unique needs of boom truck operations.” ■

Don't just take our word for it...

“Paladin attachments have the **durability** and performance I can always count on.”

Jim W., Pipeline Contractor

“My Paladin attachment allows me to gain **versatility** on the jobsite and enhance my machine's capability.”

John B., Forestry Management

“When relying on **cost** effective solutions, Paladin attachments are my solution.”

Steve H., Equipment Dealer

“I don't get anything less than maximum **performance** from my Paladin attachments.”

Eric J., Landscape Contractor



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence

BRADCO CP CUSTOMWORKS FFC HARLEY J:B McMILLEN SWEEPSTER



Connect with Paladin:



www.paladinattachments.com

Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

"The Sure Way of Breaking Rock"

Introducing the NEW "SS" Series!

- Reduced Weight
- Stronger Design
- Increased Single Blow Impact Energy
- Fewer Moving Parts
- Models Available from 10,000 to 150,000 Foot Pounds
- See Our Complete Line of Hammers for Breaking **YOUR** Biggest, Hardest, Oversize Rock, Concrete & Slag

Call for
our
"Try and Buy"
Offer



SURESTRIKE
INTERNATIONAL, INC.



Made in the USA

Toll-Free **866.472.8844**

www.surestrike.biz • info@surestrike.biz

www.rmsequipment.com



SAVAGE, MN (HQ)
5633 W. Hwy. 13
(952) 895-9595

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

VIRGINIA, MN
315 N. Hoover Road
(218) 741-9011

NEGAUNEE, MI
75 US Hwy. 41
(906) 475-6488

DES MOINES, IA
100 Sheridan Street
(515) 282-0404

SIOUX CITY, IA
1400 North Hwy. 75
(712) 252-0538

CEDAR RAPIDS, IA
2525 16th Ave.
(319) 363-9655

MILAN, IL
606 West 10th
(309) 787-1742



Scan to visit
Surestrike's
YouTube page

THE PEOPLE INSIDE

JOHN MILLER

Product support rep views his role as “an advocate for the customer”

John Miller rejoined the Road Machinery & Supplies team a year ago, this time as a Product Support Sales Representative covering about a third of Iowa and western Illinois. He describes himself as “an advocate for the customer.”

“Whether it involves machinery, parts or service, I want to find solutions to meet customers’ needs,” said Miller. “I was a heavy-equipment technician for 25 years, including at RMS, so I understand practically every aspect of the equipment business and what it takes from a parts and service standpoint to ensure machines run productively.”

Miller left RMS a few years ago, and he jumped at the chance to return. “I ran into my old service manager at a ballgame, and he asked me if I would be interested in coming back in the PSSR role. I couldn’t be happier. This company is made up of excellent people with amazing skills and a unique ability to take care of the customer from every standpoint.”

He noted that RMS’ ability to take care of customers goes beyond the extensive list of products the company carries.

“We service all makes and models, and customers often ask us to take care of their parts and service needs on competitive machines because their dealer doesn’t provide the quick response we do,” said Miller. “That’s the ultimate compliment, and I’m very proud of it.”

Strong background

Miller’s background includes working on a wide variety of machinery. After graduating

from high school, he went to school for diesel mechanics. He’s worked on trucks and ag equipment, and of course, construction equipment with RMS and other dealers.

“I find a lot of similarities between being a technician and a PSSR, including the mentality that I want to service customers as quickly as possible and deal honestly with them. Working with customers is what I enjoy most about the business. I have customers from various companies who I’ve worked with for many years, and the fact that they continue to place their trust in me is humbling. I consider them friends.”

John and his wife, Kitty, have two college-age children, Jake and Jessi. They enjoy fishing together as a family. ■



Product Support Sales Representative John Miller covers about a third of Iowa and western Illinois. “Whether it involves machinery, parts or service, I want to find solutions to meet customers’ needs,” said Miller “I was a heavy-equipment technician for 25 years, so I understand practically every aspect of the equipment business and what it takes from a parts and service standpoint to ensure machines run productively.”

\$123,500



2012 KOMATSU PC160LC-8,
2,278 hrs., s/n 25424

\$179,500



2007 KOMATSU D85EX-15E0,
7,216 hrs., s/n 11190

\$203,300



2007 KOMATSU PC200LC-8,
6,082 hrs., s/n C60859

Year	Mfgr./Model/Descr.	Hours	S/N	Price	Year	Mfgr./Model/Descr.	Hours	S/N	Price
------	--------------------	-------	-----	-------	------	--------------------	-------	-----	-------

HYDRAULIC EXCAVATORS



2006	DEERE 330C	9,025	FF330CX804172	\$129,500
2008	HYUNDAI ROBEX 250 LC-7	1,759	N70410143	\$199,500
2006	HYUNDAI ROBEX 360 LC-7	3,019	NA0110786	\$94,270
2007	HYUNDAI ROBEX 450 LC-7A	2,933	NB0310053	\$129,000
1997	KOMATSU PC150 LC-6	7,748	K30069	\$26,000
2011	KOMATSU PC160 LC-8	3,793	25198	\$115,000
2012	KOMATSU PC160 LC-8	2,278	25424	\$123,500
2014	KOMATSU PC160 LC-8	570	25964	\$158,750
2007	KOMATSU PC200 LC-8	6,082	C60859	\$223,300
2007	KOMATSU PC200 LC-8	3,349	A88389	\$131,500
1995	KOMATSU PC200-6	12,291	A80818	\$36,000
2013	KOMATSU PC210 LC-10	1,394	A10055	\$147,000
2007	KOMATSU PC300 HD-7E0	10,100	A86053	\$93,500
2005	KOMATSU PC300 LC-7	9,780	85835	\$119,000
2006	KOMATSU PC300 LC-7E0	5,286	A88112	\$155,000
2003	KOMATSU PC308US LC-3	12,883	20010	\$65,000
2011	KOMATSU PC350 LC-8	2,430	A10294	\$205,000
2013	KOMATSU PC360 LC-10	1,530	A32874	\$249,000
2013	KOMATSU PC360 LC-10	1,659	A32923	\$249,000
2000	KOMATSU PC400 LC-6LK	17,686	A84007	\$63,750
2002	KOMATSU PC400 LC-6LM		A85153	
1996	KOMATSU PC75UU-2	4,773	9935	\$19,500
2004	LINK-BELT 460 LX	13,240	K7J48527	\$75,500
1999	LINK-BELT 5800Q	14,170	LE319-1705	\$41,000

WHEEL LOADERS



2006	CATERPILLAR 930G	6,070	2143	\$79,900
2006	HYUNDAI HL740-7	4,083	LF0110660	\$77,550
2003	KOMATSU WA180PT-3MC	14,877	A88123	\$44,900
2007	KOMATSU WA500-6	18,796	A92152	\$90,000

CRAWLER DOZERS



2006	CATERPILLAR D6R	8,087	WRG00470	\$139,500
2012	KOMATSU D61EX-15E0	857	B46761	\$189,000
2007	KOMATSU D61PX-15E0	4,249	B45059	\$129,500
2011	KOMATSU D65EX-16	8,792	26860365	\$91,800
2009	KOMATSU D65WX-15E0	4,935	69097	\$150,000
2012	KOMATSU D65WX-17	2,543	1137	\$229,500
2007	KOMATSU D85EX-15E0	7,217	11190	\$179,500

FORK LIFTS & BOOM LIFTS

2002	CROWN 30WRTT15 mast fork lift	NA	6A195926	\$9,450
2001	INGERSOLL-RAND VR1056 telescopic	10,034	167984	\$33,500
2008	SKY TRAK 10054 telescopic fork lift	2,570	0160034184	\$82,500
2009	JLG 600AJ boom lift	643	0300133061	\$94,500
2008	JLG 600S boom lift	1,937	0300122865	\$69,500
2008	JLG 800S boom lift	1,330	0300120550	\$87,500
2001	SNORKEL TB60 boom lift	2,860	JA01095	\$19,500

AGGREGATE EQUIPMENT

2010	KPI FT5260 crusher		410124-410126	\$399,000
2012	KPI-JCI FT2650 crusher	843	411529-411531	
	BARBER-GREENE pugmill		70600758A4	\$24,900
2009	KPI FT3620CC screen	4,544	093101	\$179,000
2008	KPI FT6203CC screen	7,400		\$115,000

SWEEPERS/BROOM EQUIPMENT

2011	BROCE MK I	145	500118	\$97,000
2000	BROCE RJ350	3,967	025402	\$16,500
2002	BROCE RJ350	3,039	402024	\$21,000
2002	BROCE RJ350	2,028	402025	\$22,500
2002	BROCE RJ350	2,009	402023	\$24,500

Special low finance and lease rates
on most used equipment!

Equipment subject to prior sale or
change without notice.

**CALL US AT (800) 888-9515 OR VISIT OUR
TO FIND OUT MORE ABOUT THESE PIE**



Scan this QR code using an app on your smart phone to see a complete list of RMS used equipment.



\$229,500

2012 KOMATSU D65WX-17,
2,543 hrs., s/n 1137



\$249,000

2013 KOMATSU PC360LC-10,
1,659 hrs., s/n A32923



\$52,500

2013 LOAD KING 2060s (four available)
26 cu. yd., air ride with third-axle lift, 42' length

Year	Mfgr./Model/Descr.	Hours	S/N	Price	Year	Mfgr./Model/Descr.	Hours	S/N	Price
------	--------------------	-------	-----	-------	------	--------------------	-------	-----	-------

COMPACTORS/PAVERS

1986	BARBER-GREENE BG225	12,000	BG225X142	\$19,500
2013	BLAW-KNOX PF1510	75	PF1510-91042	
2005	BLAW-KNOX PF4410	8,729	183794	\$59,500
1997	BLAW-KNOX PF5510	12,000	551019-11	\$39,899
2013	BLAW-KNOX RW100B	25	RW100B-85137	\$267,400
2012	BLAW-KNOX RW35A	97	RW35A-88330	\$77,900
1980	GOMACO GP2500		MC11186-25	\$35,000
	GOMACO GT6300	3,231	MC10649-01	\$15,000
2008	LEEBOY 5000 PATH MASTER	621	5000T-50510	\$52,500
2010	VOLVO MT2000	2,104	201008	\$249,900
2010	VOLVO MW500	550	022949	\$119,900
	WACKER WB16AF		5394543	\$3,400
2006	DYNAPAC CA121PDB padfoot	872	60311412	\$57,500
2007	INGERSOLL-RAND SD45F padfoot	200	194276	\$37,500
1987	INGERSOLL-RAND SPF48 padfoot	5,427	60775	\$9,999
1997	HAMM HD13 smooth-drum	2,066	40297	\$7,899
2006	INGERSOLL-RAND DD112HF smooth-drum	1,331	188950	\$79,500
2005	INGERSOLL-RAND DD118HF smooth-drum	1,796	185186	\$49,750
2008	INGERSOLL-RAND DD14S smooth-drum	244	198082	\$24,500
2010	VOLVO DD138HF smooth-drum	1,476	275235	\$104,500
2008	VOLVO SD25D smooth-drum	260	196927	\$35,000
2009	VOLVO SD45D smooth-drum	205	201052	\$47,500
2005	WACKER NEUSON RT82SC walk/tow-behind	352	5539278	\$13,500

CRANES

2013	SANY SCC8100 crawler/dragline	715	12CC01030210	
1991	GROVE RT990 rough-terrain	675	75818	\$299,500
1978	P & H OMEGA 18 rough-terrain	8,000		\$22,900
2013	SANY SRC840 rough-terrain	13,040	13RC00351276	
2013	SANY SRC885 rough-terrain	452		

FORESTRY EQUIPMENT

2001	Quadco QUQFH20C feller buncher		20C108	\$38,900
2005	TIMBCO 425EXL feller buncher	8,654	AT4C2737122805	\$169,500

SCRAP PROCESSING/DEMOLITION

2006	DEERE 330C LC	6,735	804226	\$139,500
2006	DEERE 330C LC	9,025	FF330CX804172	\$129,500
2001	KOMATSU PC300 LC-6	20,021	A84652	\$54,800
2008	SENNEBOGEN 830M	13,800	1159	\$145,000

LIGHT TOWERS

2008	WACKER LTC4L	5,477	5786887	\$5,250
2008	WACKER LTC4L	3,098	5810333	\$6,250
2008	WACKER LTC4L	1,651	5810334	\$6,250
2012	WACKER LTN6L	2,596	20092670	\$4,650
2013	WACKER LTN6L	0	20206189	\$10,300
2013	WACKER LTN6L	651	20206195	\$10,300

TRAILERS

2013	LOAD KING bottom-dump trailer, 42 feet, air-ride suspension, steel, Budd wheels, tri-axle			\$52,500
2013	LOAD KING bottom-dump trailer, 42 feet, air-ride suspension, steel, Budd wheels, tri-axle, 27-cu.-yd. capacity, 18,540 lbs.			\$52,500
2004	TRAIL KING live-floor trailer, 41 feet, OLB 236, spring suspension, tandem-axle			\$27,800
2002	LOAD KING, 48 feet, air-ride suspension, steel, all-steel wheels, tandem-axle wood floor, net capacity 70,000 lbs.			\$19,500
1993	ROGERS tag trailer, 20 feet, wood floor, 19'4" deck with 5-foot beaver tail and 8'6" ramps			\$5,500
2013	LOAD KING traveling-axle trailer, Load King flip axle with spreader bar			\$25,200

MISCELLANEOUS

2011	GORMAN-RUPP 3943-96 pump	0		\$1,470
2013	BARBCO BD80-15SC horizontal drill	1	BD80SCHP051304	\$473,500

WEB SITE AT WWW.RMSEQUIPMENT.COM
CES AND THE REST OF OUR INVENTORY!

KOMATSU®

C.P.I.
P.O. Box 1689
C.R., IA 52406-1689

Change Service Requested

Presorted Standard
US Postage Paid
C.P.I.

14 no 4

THE PEOPLE. THE PRODUCTS. THE SERVICE.

...WHERE YOU NEED THEM ...WHEN YOU NEED THEM.



www.rmsequipment.com

SAVAGE, MN (HQ)

5633 W. Hwy. 13
(952) 895-9595

DULUTH, MN

314 Garfield Ave.
(218) 727-8611

VIRGINIA, MN

315 N. Hoover Road
(218) 741-9011

NEGAUNEE, MI

75 US Hwy. 41
(906) 475-6488

DES MOINES, IA

100 Sheridan Street
(515) 282-0404

SIOUX CITY, IA

1400 North Hwy. 75
(712) 252-0538

CEDAR RAPIDS, IA

2525 16th Ave.
(319) 363-9655

MILAN, IL

606 West 10th
(309) 787-1742

KOMATSU®



VOLVO



GROVE

SENEBOGEN

SANDVIK



SANY



TAKEUCHI

WACKER



Valmet

BLOUNT



KPI-JCI

ASTEC



LeeBoy

ALJON

allmineral



LOAD KING

Broce Broom

NPK



JLG

