



www.RMSRoadSigns.com

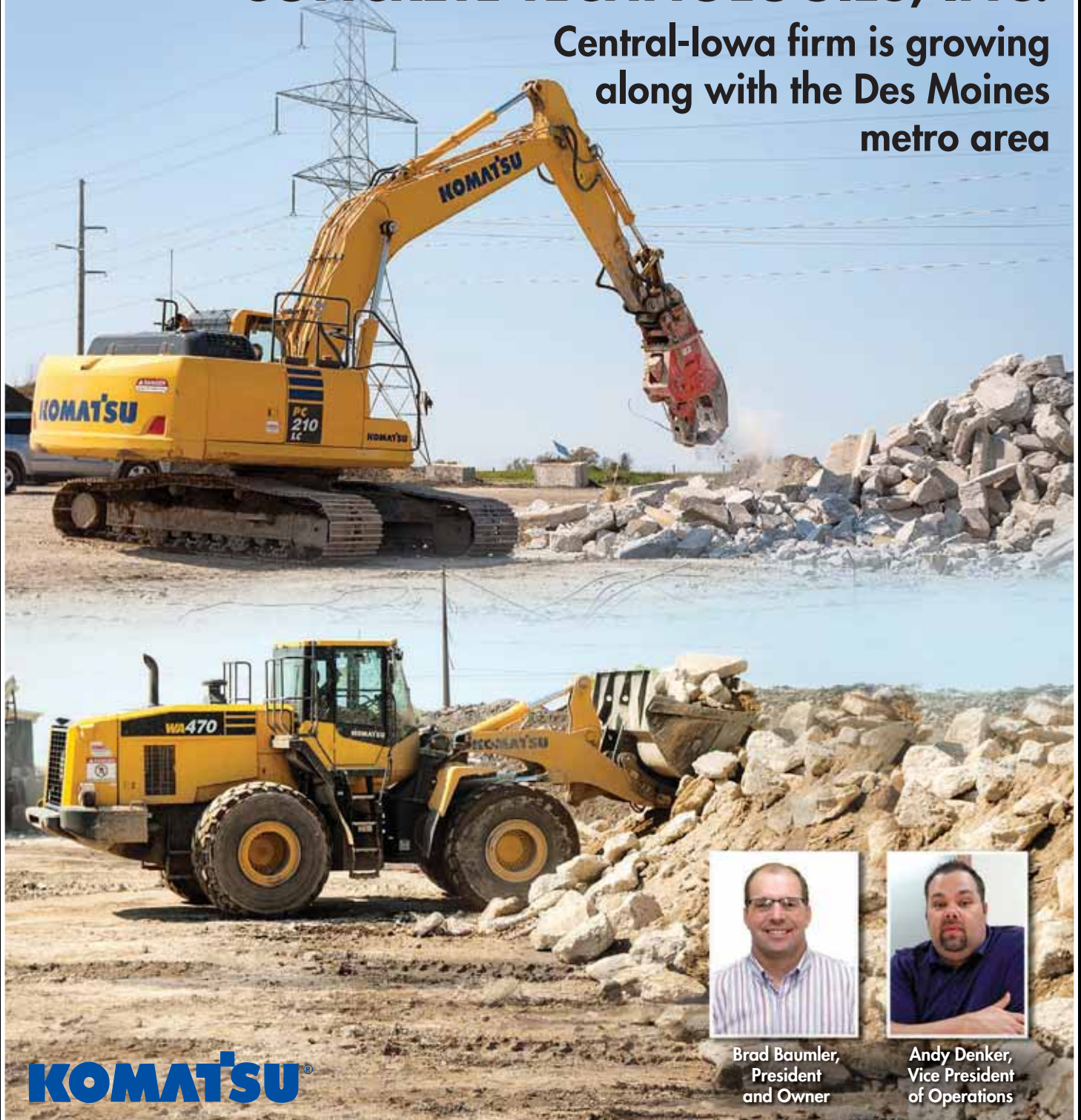
JULY 2016

ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

CONCRETE TECHNOLOGIES, INC.

Central-Iowa firm is growing
along with the Des Moines
metro area



Brad Bauml,
President
and Owner



Andy Denker,
Vice President
of Operations

KOMATSU

A MESSAGE FROM THE PRESIDENT



Mike Sill II



Dear Valued Customer:

High production and efficiency are your goals, and Komatsu shares those goals. That's why it continues to manufacture quality products that meet or exceed emissions standards while maintaining, or even boosting, your production and efficiency.

In this issue of your RMS Road Signs magazine, you can read about innovative Komatsu products that raise the bar when it comes to increasing your uptime and material movement, while lowering your owning and operating costs. At its recent Demo Days, Komatsu introduced its new *intelligent* Machine Control PC490LCi-11 excavator. It is the world's largest excavator with integrated control function and was modeled after Komatsu's *intelligent* Machine Control PC210LCi-10 excavator, which was the first of its kind. More about the PC490LCi-11 will be released soon.

Komatsu introduced the PC210LCi-10 early last year. It followed several models of *intelligent* Machine Control dozers that Komatsu began rolling out a few years ago, which feature factory-integrated GPS technology that gives operators automatic blade control from rough-cut to finish grade. You can read about the most recent *intelligent* Machine Control dozer, the D39i-24, in this issue, along with articles on the new PC30MR-5 and PC35MR-5 excavators and the 931 harvester, the flagship machine of Komatsu's new forestry family.

All Tier 4 Final construction-sized machines are backed by Komatsu CARE, which covers scheduled maintenance for the first three years or 2,000 hours. Our trained technicians perform the work at locations and times convenient for you. We track the machines through KOMTRAX and contact you when it's time to schedule service. Our aim is to minimize or avoid disruption to your production.

Whether it's Komatsu or another brand we carry, we have maintenance plans available to take care of all your machinery. We can also work on your competitive equipment. Talk to your product support representative or your branch service manager to see how we can help.

If there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
ROAD MACHINERY & SUPPLIES CO.



Mike Sill II
President and CEO

**We share
your goals of
high production
and efficiency**



ROAD SIGNS

www.RMSRoadSigns.com

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

Mike Sill II,
President/CEO

David Johnson,
Chief Operating Officer

Jon Anderson,
General Manager,
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

IN THIS ISSUE

CONCRETE TECHNOLOGIES, INC.

See how this central-Iowa firm is growing alongside the Des Moines metro area by completing several high-profile projects.

GIVING BACK

Go back to school at Extreme Sandbox's heavy-equipment camp designed to spark students' interest in construction careers.

DEMO DAYS

Ride along with RMS customers as they take a first-hand look at Komatsu equipment during Demo Days in Cartersville, Georgia.

INDUSTRY OUTLOOK

The recent drinking-water crisis in Flint, Michigan, points to larger potential problems in the nation's underground infrastructure. Read why inside.

GUEST OPINION

Find out why LIUNA General President Terry O'Sullivan thinks that rebuilding the nation's water infrastructure can boost the economy and give Americans an A+ water system.

PRODUCT IMPROVEMENT

Learn how Komatsu's new D39i-24 *intelligent* Machine Control dozers increase production time and lower fuel consumption.

NEW PRODUCT

Take a look at how Komatsu's new PC30MR-5 and PC35MR-5 hydraulic excavators pack serious production into a compact frame.

FORESTRY NEWS

See why the Komatsu 931 harvester defines the next generation of forestry machinery with a host of productive features.

SAVAGE, MN

Andy Schwandt,
Sales Manager

Pete Anderson,
Service Manager

Joshua "J.J." Bunn,
Parts Manager

DES MOINES, IA

Dawn Conlan,
Sales Administrator

Aaron Slota,
Iowa Rental Manager

Brian Coomer,
Service Manager

DULUTH, MN

Earl Cooley,
Service Manager

Joe Scanlon,
Parts Manager

SIOUX CITY, IA

Michele Meyermann,
Parts Manager

Lyle Risinger,
Service Manager

VIRGINIA, MN

Doug Blake,
Parts Manager

Tom Hoshal
Service Manager

CEDAR

RAPIDS, IA
Adam Thompson,
Parts Manager

Justin Goodrich,
Service Manager

NEGAUNEE, MI

Marc Bottari,
General Manager

Jason Carter,
Service Manager

MILAN, IL

Ty Gainey,
Branch Product
Support Manager



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

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

VIRGINIA

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

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

SIOUX CITY

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

RMS RENTALS

Mark Rossi,
General Manager

Ken Carlson,
Service Manager

Brian Gaul,
Parts Manager

POLAR PARTS

Pete Anderson,
General Manager

RMS HYDRAULIC SERVICES

Rich Giese,
Operations Manager

KOMATSU®



Discover more at
RMSRoadSigns.com

CONCRETE TECHNOLOGIES, INC.

Central-Iowa firm is growing along with the Des Moines metro area



Brad Baumler,
President and
Owner

The Des Moines metro area is growing at a healthy annual rate. Two of the nation's largest interstates converge there, several major companies have established operations in the area and it regularly appears on the lists of the "Best Places to Live." Concrete Technologies, Inc. (CTI), located in the Des Moines suburb of Grimes, is perfectly situated to handle all the growth and attention.

"We've been very fortunate to grow along with the Des Moines area," said President and Owner Brad Baumler. "We started in 2001 with a handful of employees doing small concrete jobs. Today, we have three divisions and nearly 200 employees. We perform 80 to 100 highway and commercial concrete projects a year, ranging from \$10,000 to \$15 million – all within approximately 60 miles of Des Moines."

CTI excels in heavy highway construction work, mainly on nearby Interstates 35 and 80 as well as the mixmaster interchanges that connect them. The company's first large highway project involved redirecting a 3.6-mile section of I-35 in

Ankeny, a northern suburb of Des Moines. CTI took the existing interstate and shifted it to the east, adding an exit and a bridge as well as pouring the pavement underneath it.

"Ankeny is growing rapidly, so the new exit was needed to help alleviate congestion," said Vice President of Operations Andy Denker. "To create the exit and not interfere with what already existed, we curved it to the east. It is the main artery to Des Moines from the north, so we ran a number of different shifts – mainly at night – to keep the commute running smoothly."

The company also tackled another high-traffic stretch of I-35, this time south of the I-235/I-80 West interchange. This project featured the construction of a new bridge adjacent to an existing one. CTI handled the paving work on the interstate and collaborated on the project with two separate contractors – one that constructed the new bridge and the second, which handled the dirt work.

"The biggest challenge on that job was keeping two lanes of traffic open in each direction," recalled Denker. "It was very tight. There were several traffic switches as well as weekend and night shifts needed to complete the job."

High-profile projects

The company's list of well-known projects includes more than major interstates. The growing population of the Des Moines metro area makes it attractive to prominent companies like Facebook and Microsoft. When they decided to build data centers in central Iowa, CTI was ready.

"Our sweet spot is vertical-integration construction," explained Baumler. "We are well-equipped to build large, wide-open structures, like warehouses, which is what Facebook and Microsoft needed for their data centers."



Andy Denker,
Vice President
of Operations



At its crushing/recycling yard in Grimes, Concrete Technologies, Inc. uses a Komatsu PC210LC with an NPK U-21J pulverizer to crush concrete and separate rebar. "The PC210 is perfect for everything we do," said Equipment Operator Tyler Travis. "We even use it to move our conveyors."

▶ VIDEO





Concrete Technologies, Inc. uses a GOMACO RPT-500 placing conveyor (above photo, on left) and a GOMACO GHP-2800 slipform paver to complete a large road project in Des Moines. "The main benefit of the 2800 is its double slider; we can do changeovers twice as fast," said Supervisor Rick Byrnett. "It is our mainline machine. We can pave as fast as we can get concrete to it; last year we did 3,000 yards a day."

While those two customers are recognized around the world, Baumler points to two local jobs that put CTI on the map and prepared it for the tech companies' projects. In 2004, CTI started work on sections of the Jordan Creek Mall – the largest shopping center in the state of Iowa at 1.34 million square feet.

At the time of the Jordan Creek construction, CTI also began working on warehouses for Firestone.

"The mall and Firestone work put us on the map and really accelerated our growth," said Baumler. "When we started we had 30 employees, and we more than doubled in size during the two years it took to complete those projects. They helped us leap to the next level. Without them, I don't know if we would have landed the Facebook or Microsoft work."

Baumler says CTI's ability to handle large, high-visibility jobs with success has made it a sought-after company on similar endeavors.

"We are proud to be associated with high-visibility projects, but we are thankful and don't take it for granted. We know there is a lot of pressure to perform on those jobs, and we like that challenge."

The company's list of noteworthy accomplishments also includes work on Iowa State University's Jack Trice Stadium, EMC Insurance Company's new offices in downtown Des Moines, and several Kum & Go gas stations.



Diversification spurs growth

While building an impressive client list can spur growth, oftentimes diversification is necessary as well. To fuel CTI's development, Baumler expanded his business in two ways. First, in 2005, he purchased a concrete company and then in 2014, he opened a crushing/recycling division.

"We were looking for a way to grow and be competitive, and both of those moves made sense," said Baumler. "We bought the ready-mix company when we started doing large, heavy highway work, and nine years later, we added the crushing/recycling division."

The addition of the ready-mix business also helped the company expand; it has about 60 employees in that division today.

"Our main focus was commercial concrete, so buying the ready-mix plant was a sound decision," explained Baumler. "I also felt that highway construction was a market we needed to get into, so I bought a paver at the same time, and we went to work."

The addition of the crushing/recycling division coincided with the company's move to its Grimes location two years ago. With this division, CTI

Continued . . .

Komatsus have impressed Concrete Technologies, Inc.

... continued



▶ VIDEO
Jerid Shryock,
Recycling Division
Manager

accepts material from other companies looking for disposal services, in addition to material from CTI Ready Mix.

"The crushing/recycling division has been positive from a cost-savings standpoint," said Denker. "We've benefitted from having it, and we have had significant use from other companies.

Right now, the division is running at nearly 60 percent of its total capacity and processing 1,500-2,000 tons of material per day. "We believe this level of production is the most efficient for us," noted Recycling Division Manager Jerid Shryock. "It's a nice steady pace, and it allows us to keep up with what we need to do."

RMS a big contributor

To ensure that all of its divisions are running smoothly, CTI enlists the help of Road Machinery & Supplies Co. and Sales Rep Bob Newman.

For large highway projects, CTI uses a GOMACO GHP-2800 slipform paver. The company made the purchase in 2008 when it began the I-35 project in

Ankeny. The machine can easily pave up to 3,000 yards a day. It is the largest paver in CTI's fleet, but its efficiency is what makes it so valuable.

"The main benefit of the 2800 is its double sliders; we can do changeovers twice as fast," said Supervisor Rick Byrkett. "The technology on it is awesome. We can enter all the data – footage, crown dimensions, and width – and it handles it automatically. This takes out a lot of the guesswork."

At its crushing/recycling operation, CTI uses a Komatsu PC210LC excavator to process and separate material and a Komatsu WA470 wheel loader to feed its crushing spread. Both machines are less than six months old, but have already impressed those at CTI.

"The Komatsu equipment has been awesome," said Denker. "We purchased the PC210 in December 2015, and it has been a workhorse. We demo'd the WA470 and loved it, so we have rented it since April.

"Two big selling points for us were Komatsu CARE and KOMTRAX, Komatsu's remote machine-monitoring system," added Denker. "To have the ability to track our machines through KOMTRAX and have RMS perform complimentary service for the first three years or 2,000 hours through Komatsu CARE provides added value."

Having RMS as a partner in the purchases was another bonus. "Knowing that RMS will take care of us by having equipment and service ready when we need it is important," said Baumler. "We rely on their expertise, and we trust them. Bob does an amazing job."

Better is better

CTI has experienced tremendous growth, both in size and reputation, during the last decade. Baumler doesn't anticipate that type of growth in the future for his company; instead, he simply wants it to improve each day.

"I don't think we will aggressively look for growth like we have in the past," he said. "If an opportunity comes up and it makes sense, then we'll do it. Bigger isn't always better. Better is better. We have great people working here, and we have a solid reputation. If those two things remain constant, we'll be successful." ■

Concrete Technologies, Inc. processes 1,500-2,000 tons of material a day at its crushing/recycling plant in Grimes.



This Komatsu WA470 wheel loader moves material and feeds the crusher at Concrete Technologies' crushing/recycling yard. "We move a lot of concrete every day with the WA470, and it has handled it well," said Recycling Division Manager Jerid Shryock.



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



- 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

www.rmsequipment.com

Visit us on the web at
www.npkce.com



Discover more at
RMSRoadSigns.com

MORE THAN FUN

Extreme Sandbox hosts heavy-equipment camps for local high school students to boost interest in industry



Randy Stenger,
Extreme Sandbox
Founder/CEO

Extreme Sandbox Founder and CEO Randy Stenger got the idea for his company when his son posed a hypothetical question. As the two drove past a jobsite with heavy-equipment machinery, his son asked, "Wouldn't it be fun to go play on that stuff?" That question sparked the idea of Extreme Sandbox, and today Stenger is giving local high school students the opportunity to answer that question for themselves through the company's heavy-equipment camps.

"We started these camps because we noticed a skills gap," explained Stenger. "High schools don't have the resources to do things like this, so we came up with a way to help kids experience various equipment and provide them with career information. It's been a great way to get kids excited about the industry."

In late April, Extreme Sandbox hosted 14 students from Roseville Area High School at its Hastings, Minnesota, location and gave them the opportunity to learn more about careers in the construction field, talk to industry professionals and, of course, test out the machines.

"The students who participated have an interest in this industry, and this is a great setting for them to gather more information," explained School Counselor Michele Edwards. "This camp is beneficial for the kids, because it is hands-on; they respond well to it and enjoy it."

The students also appreciated the opportunity to have an experience unlike any they've had in a classroom.

"This is a great learning environment," said junior Alex Keller. "I learned a lot, and the instructors were awesome. The camp gave me a whole new perspective. I think I could do this as a career."

"I've been around some machines like this, but I've never had the chance to run them before," said sophomore Nick Krause. "This helped me realize what actually goes into being an operator and how important the job is."

With the help of Road Machinery & Supplies Co., the camp served as an introduction to the heavy-equipment industry. The day began with Stenger and RMS Service Manager/General Manager Polar Parts Pete Anderson hosting an informational class on the types of careers that are available in the industry and what it takes to



Road Machinery & Supplies Co. Service Technician Lee Dushane (third from right) shows Roseville Area High School students how to operate the crane on his service truck.

Extreme Sandbox and Road Machinery & Supplies Co. plan to host more heavy-equipment camps like the recent one it held for 14 Roseville Area High School students in late April.





This Roseville Area High School student navigates a Komatsu D61PX dozer through a course as an Extreme Sandbox instructor coaches him through a headset.



Roseville Area High School sophomore Alex Keller operates a D61PX dozer. "I didn't have any experience running a machine like this," he said. "My instructor was really knowledgeable and patient."

get into them. Students had the opportunity to operate a Komatsu D61PX dozer and a PC210LC excavator. Then they met with RMS Service Technician Lee Dushane in a garage/service setting that featured two WA270 wheel loaders and a service truck.

"With our new Komatsu sponsorship, the relationship with RMS has really grown," said Stenger. "They are first-class all around. They were instrumental in getting us ready for this camp. It's been great to have a local partner like RMS help support our fleet."

"I think the relationship will be one that is very beneficial for both Extreme Sandbox and us," said RMS Chief Operating Officer Dave Johnson. "Events like these give us the opportunity to serve the community and help strengthen the construction industry in a way we couldn't before. The relationship goes beyond a dealer-customer one. We are proud to work with Randy and Extreme Sandbox."

This year, Komatsu became the exclusive equipment partner for Extreme Sandbox, which opened a second location in Dallas this April. Stenger says his company plans to work together with RMS, and local Komatsu distributor Kirby-Smith Machinery, Inc. at it Dallas location, on similar events in the future to help increase the awareness of heavy-construction industry careers to high school students. ■



Two campers operate Komatsu PC210LC excavators at the heavy-equipment camp held at Extreme Sandbox's Hastings, Minnesota, location in late April.



The Extreme Sandbox and RMS camp gives students the chance to operate heavy equipment in a hands-on environment and learn more about construction careers.



Students listen as RMS Service Technician Lee Dushane (second from right) explains the compartments of his service truck. In addition to operating machines, the students saw how a machine inspection is conducted in a garage setting and learned more about the service side of the industry.

PC490LCi-11

3D AUTOMATION INCREASES YOUR PRODUCTION

- Dig to grade accurately without slowing down
- No worry grading because there is no over digging
- The machine you have been waiting for:
Big, Fast, Accurate



I AM KOMATSU

MICHAEL BLANKENSHIP / TSE / MODERN MACHINERY CO. / SEATTLE, WA

"As a Komatsu Technology Solutions Expert at Modern Machinery, I train operators how to get the most out of their equipment. The all-new PC490LCi-11 is the world's first *intelligent* Machine Control excavator in its size class. It features Komatsu's fully factory integrated, revolutionary machine control and guidance system. It's ready to make you more efficient and more profitable. Leading-edge innovation is why I AM KOMATSU."

SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

011

DEMO DAYS

TAKING A RIDE INTO THE FUTURE

Customers test Komatsu equipment, including the new PC490LCi-11 excavator, at spring Demo Days

Nearly 230 current and prospective customers attended Komatsu's spring Demo Days at its Training and Demonstration Center in Cartersville, Georgia, in February. The three-day event opened with a single-day record number of attendees. Those in attendance got an early look at the latest additions to the Komatsu *intelligent* Machine Control (iMC) line – the PC490LCi-11 excavator and the D155AXi-8 remote-control dozer.

"Demo Days is a great opportunity for customers to come and operate our machines and get a first-hand feel for them," said Komatsu Director of Marketing Communications Bob Post. "While the event served as a debut for the PC490LCi and the D155AXi with remote control, our other Tier 4 machines that were featured were also a big hit."

Komatsu had 31 machines available for operation at Demo Days. In addition to the highly anticipated PC490LCi-11 – the world's largest excavator with integrated

Continued . . .



Ryan Nelson (left) and Tom Loegering of Ramsey Excavating enjoy Demo Days in Cartersville, Georgia.



Bob Post,
Komatsu Director
of Marketing
Communications



Steve Deyo (left) of Kevitt Excavating meets with RMS Technology Solutions Expert Chris Potter. "I'm extremely impressed with Demo Days, from the plant tour to the demo," said Deyo. "It's hands-on, which is great. I can't think of a better way to run an event."



RMS Sales Rep Phil Major (left) and Gary Disch of Magney Construction take in Demo Days.

Komatsu's latest *intelligent* Machine Control excavator, the PC490LCi-11, was the main attraction at Demo Days. It is the world's largest GPS-integrated excavator on the market.



Customers test remote-control technology

... continued



"The PC138 excavator is a nice, smooth machine," said Kevin Gustafson of Gustafson Excavating. "The visibility is great, and I like the rearview camera on the back."



Chris Potter (left) of RMS visits with Johnny Hentges of SM Hentges and Sons.



Attendees tour Komatsu's Chattanooga Manufacturing Operations Center in Chattanooga, Tennessee.

Komatsu had 31 machines available for demonstration at its Demo Days in Cartersville, Georgia, February 23-25.



GPS technology – several iMC products were also on display, including three PC210LCi-10 excavators and D51PXi-23, D61PXi-23 and D65PXi-18 dozers.

The lineup also featured six wheel loaders (sizes WA200-7 to WA600-8), four dozers (sizes D39PX-24 to D85EX-18), multiple excavators (sizes PC88MR-10 to PC490LC-11), an HM400-5 articulated truck, an HD605-7 mechanical truck and a GD655-6 motor grader.

During the event, attendees had the option of touring Komatsu's Chattanooga Manufacturing Operations Center in Tennessee or attending morning information sessions at the Training and Demonstration Center in Cartersville. The sessions included "Bottom Line Tactics" and a tire-management class. Presentations covering Komatsu's iMC products and Komatsu Financial followed a catered lunch. After a short safety video and product demonstration, guests had the opportunity to operate machines. ■



RMS Sales Rep Wade Stromgren (left) and Mike Serre of UPI hang out at Demo Days.



(L-R) Mike Ruch of Shafer Contracting, RMS Sales Rep Gordon Johnson and John Stolp of Shafer Contracting wait to try out the dozers.

You can't crush and track at the same time.

WE DISAGREE.



The FT4250 is part of the exclusive continuous crushing and tracking family.
Up to 30 percent more uptime than competitive models.
Up to 25 percent more production than competitive models.

TOUGHNESS REFINED.



Aggregate



Recycle



Construction



Infrastructure



Mining



Loading/Unloading



Energy



www.kpijci.com

AVAILABLE THROUGH ROAD MACHINERY & SUPPLIES

WATER, WATER EVERYWHERE

Flint's crisis points to larger potential problems in the nation's underground infrastructure

The water crisis in Flint, Michigan, may only be the tip of the proverbial iceberg when it comes to failing systems that carry the nation's drinking water and other critical utilities. Several factors figured into the crisis, including the use of old lead pipes that brought water from the Flint River, through a water treatment plant and eventually into residences.

Failure to treat the water properly caused pipes to corrode and to leach lead and heavy metal. The harmful materials made their way into homes, causing health problems that could plague Flint for a very long time. Efforts are underway to assess and eventually fix Flint's issues, including switching the city back to its original water source, Lake Michigan, and replacing all lead service lines leading to homes. The first

lead-to-copper line replacement was recently completed, but replacing all lines could take years.

Although Flint's crisis is an isolated incident, a problem with the nation's drinking water and other utility lines isn't. Corrosion is a leading cause, but aging pipes and overtaxed systems may be to blame as well.

A break every two minutes

The American Society of Civil Engineers says that a water main breaks every two minutes in the United States. The same group has graded the country's infrastructure a D⁺. Estimates show that as much as 44 percent of the nation's water infrastructure is approaching or past its useful life, and that about 1.7 trillion gallons of water are wasted each year.

"We have a buried problem that no one sees," said Terry Leeds, Director of Kansas City Water Services and a board member of the National Association of Clean Water Agencies in a recent Kansas City Star article. "Infrastructure has a life span, and now we're seeing a lot of cities are facing the end of it."

That article, "Here's why Flint's water problem isn't likely to happen in Kansas City," highlights what the Missouri city is doing to combat an aging system that saw more than 1,850 water-main breaks in 2012. It began a program to replace 28 miles of pipe per year. Many of the old lines were made of cheap metal and installed during and after World War II. Other cities are facing the same scenario of outdated systems.

A hefty price tag

The PVC Pipe Association sponsors WaterMainBreakClock.com, a website that tracks the costs associated with aging pipes throughout the country. It shows that about 850 water-main

PVC Pipe Association's WaterMainBreakClock.com notes that corrosion of old lead and other metal pipes eventually contributes to failures. The association estimates that leaking pipes lose more than 2.6 trillion gallons of drinking water every year, or 17 percent of all water pumped in the United States.





PVC and concrete pipe is an alternative to lead and other metal service lines that are subject to corrosion. Kansas City created a program to replace 28 miles of pipe each year after suffering more than 1,850 water-main breaks in 2012. Most of Kansas City's existing infrastructure was made of cheap metal and installed during and after World War II.

breaks occur each day in the United States. Since 2000, there have been more than 5 million breaks. Corrosion costs more than \$50 billion annually; that's about \$652 billion over the past 15 years.

The website notes that corrosion of old lead and other metal pipes eventually contributes to failures, and the costs are not just associated with repairing and replacing those lines. Leaking pipes lose more than 2.6 trillion gallons of drinking water every year, or 17 percent of all water pumped in the United States. This represents \$4.1 billion in wasted electricity annually.

"Corrosion is a significant drag on the economy," the site claims. "Not only is this cost calculated in terms of water-main-break repair, but also in terms of lost water, replacement of corroded pipes and implementation of corrosion-mitigation measures, which are ineffective since they only delay an unavoidable outcome."

An Environmental Protection Agency (EPA) survey shows that \$271 billion is needed throughout the next five years to maintain and improve the nation's wastewater infrastructure. It

has also said it will cost \$385 billion in the next 15 to 20 years. Those figures include pipes that carry wastewater to treatment plants, the technology that treats water and methods of managing stormwater runoff. The EPA also calls for the investment of hundreds of millions of dollars in treatment plants, many of which are several decades old.

"The only way to have clean and reliable water is to have infrastructure that is up to the task," said Joel Beauvais, the EPA's Acting Deputy Assistant Administrator for Water, in a Construction Equipment article. "Our nation has made tremendous progress in modernizing our treatment plants and pipes in recent decades, but this survey tells us that a great deal of work remains."

Many believe the price tag could be much higher. The American Water Works Association, for example, claims that \$1 trillion is needed to replace outdated pipes and meet growth during the next 25 years.

"The future is looking a little dark for something as basic and fundamental as water,"

Continued . . .

Infrastructure solutions necessary, but costly

... continued

said Adam Krantz of the Water Infrastructure Network (WIN) in a San Angelo (Texas) Standard Times article. WIN is a broad-based coalition of local elected officials, drinking water and wastewater providers, state environmental and health administrators, engineers, and others dedicated to preserving and protecting the health, environmental and economic gains that America's drinking water and wastewater infrastructure provides, according to the organization.

Could your rates rise?

WIN and other groups are pushing Congress to invest more. Federal funding comes from the Drinking Water State Revolving Fund that offers loans to help cities and towns get needed dollars. Cities and towns also rely on taxes, but many fall short of raising enough money to pay for needed upgrades and repairs. More efficient faucets, shower heads and other plumbing systems have made revenue shortfalls worse. Population loss, which reduces taxes, also plays a role in municipalities. That's forcing some local governments to raise rates.

"That's the key that Americans have to understand: If they want this system, they are going to have to be willing to finance it," said

Greg DiLoreto, Past President of the American Society of Civil Engineers in the Times article.

Fitch Ratings, a nationally recognized statistical rating organization, said that in light of the Flint crisis, if the EPA strengthens its Lead and Copper Rule – which is used to regulate drinking-water exposure to lead – the removal of all lead service lines could be mandatory. That would be an expensive proposition.

"Reprioritizing and accelerating the lead pipe replacement would add significant capital needs to the sector and could compete with other critical infrastructure projects, including developing sufficient long-term water supplies and replacing aging infrastructure components other than lead lines," said Fitch in a March press release. "Some sources estimate more than 6 million lead service lines exist across the U.S. We believe the capital costs to replace these lines could exceed \$275 billion. The EPA's latest survey estimated the entire sector needs \$385 billion in water infrastructure improvements through 2030, and this estimate includes the costs to only partially replace lead pipes. Either level of capital cost would likely be manageable for the sector as a whole if it is spread throughout a time frame like the one in the EPA survey. However, implementation across a shorter time span may create stress for individual credits."

Representatives on both sides of the aisle in Congress have called for establishing a National Infrastructure Development Bank to help pay for the costs associated with projects such as roads, bridges and water systems that are critical to Americans, but no bill passed. A recent push came again in February from U.S. Rep. Rosa DeLauro (D-Conn.), who has introduced an act in every Congress since 1994 to create an infrastructure bank.

"Emergencies like the tragedy we are seeing in Flint are a stark reminder of what is at stake when it comes to investment in water projects," said DeLauro in a commentary on TheHill.com. "We cannot continue the pattern of turning attention to critical infrastructure only when disaster strikes – we must make long-term, pro-growth investments to prevent further tragedies from ever occurring." ■

The American Society of Civil Engineers says that a water main breaks every two minutes in the United States. The same group has graded the country's infrastructure a D+.



WHEN SIZE MATTERS.



OUR NEWEST PUMPS MEASURE UP.

GORMAN-RUPP PRIME AIRE PLUS® PUMPS ARE NOW AVAILABLE IN LARGER SIZES. **TO MOVE EVEN LARGER VOLUMES OF WATER.**

From sewage bypass operations, to construction site dewatering, to applications where intermittent flows present a problem, Gorman-Rupp Prime Aire Plus® priming-assisted pumps get the job done. Gorman-Rupp engineers these rugged pumps to move large volumes of water and move them fast—even when sticks, stones, and debris get in the way. For your biggest jobs, our Prime Aire Plus pump series has been expanded to offer discharges up to 16", heads up to 204 ft., and flows up to 15,000 gallons per minute. So you can stay above water. *No matter how much comes your way.*



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

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

CEDAR RAPIDS, IA
(319) 363-9655
(800) 616-6615

DES MOINES, IA
(515) 282-0404
(800) 555-1445

SIOUX CITY, IA
(712) 252-0538
(800) 633-9104

NEGAUNEE, MI
(906) 475-6488

rmsequipment.com

Also available through RMS Rentals:



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

© Copyright, The Gorman-Rupp Company, 2014

THE SCRAP-EATING FUEL-SAVING, MONEY-MAKING XT SHEAR



Scan to watch
YouTube video

Optimize productivity. Reduce costs. On any size excavator.

The revolutionary XT Shear delivers fuel savings and superior cutting performance usually found in larger shears requiring larger carriers. With 20 models to fit 15,000–625,000 pound excavators, there's an XT Shear model designed to slash your carrier acquisition and annual operating fuel costs.

Go smaller. Work bigger.

Contact Road Machinery & Supplies Co. to see what you can save.
800-888-9515, rmsequipment.com

AVAILABLE WITH
JAWARMOR™



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

©2016 Genesis Attachments, LLC

genesishattachments.com | Tel: 715.395.5252 | youtube.com/genesishattachmentswi

TIME TO ACT

Rebuilding neglected systems would boost economy, give Americans an A⁺ water infrastructure

Our country must do better than “nearly failing” when it comes to something so vital and fundamental as water. Yet a D⁺ is our nation’s water infrastructure grade from the American Society of Civil Engineers (ASCE). It has taken the lead-contamination scandal in Flint, Michigan, to get the attention of Congress and elected officials across the nation, but Flint is only the tip of the iceberg.

News reports now say as many as 2,000 water systems across the country may have excessive lead levels, while as many as 10 million homes receive water through lead pipes. Across the nation, many pipes are more than 100 years old, some dating back to the Civil War era, posing drinking water risks. Each year, according to ASCE, there are 240,000 water-main breaks. Faulty pipes result in the leakage of 900 billion gallons of wastewater a year, helping to make 28 percent of waterways unfit for human recreation and 18 percent unfit for consumption. According to ASCE, the cost to fix our nation’s abuse of water resources is now \$1.7 trillion – and rising.

From drinking-water contamination, to water scarcity, to ports and waterways that can no longer accommodate commerce, the water crisis is one of the most critical issues facing the U.S. As Flint shows, the crisis raises moral questions, but there are major economic costs as well. Across the country, neglect of inland waterways and the associated stunting of water transportation activity could hit the economy with the loss of 738,000 jobs by 2020, a nearly \$750 billion blow to the economy, according to ASCE.

America can do better than a D⁺. This year, Congress is likely to consider a number of water-infrastructure measures to increase funding for clean and safe drinking water, ranging from reauthorization of the Water Resources Reform

and Development Act (WRRDA) to bills aimed at alleviating the drought in the West. However, we must caution Congress against “robbing Peter to pay Paul.” For the sake of our children in every community, the drinking-water crisis must receive additional, significant and dedicated resources above and apart from WRRDA. That piece of legislation is simply not capable of addressing the crisis, and attempting to use it for that purpose will only strain other critical water resources.

There is no excuse for Congress failing to act. The challenge is enormous, but the rewards can be equally as great. The men and women of the Laborers’ International Union of North America are ready to fight to protect lives, and we’re ready to get to work doing our job to rebuild America’s neglected water infrastructure. Now it’s up to Congress and elected officials at every level to do their jobs to ensure that our country and our people have what they deserve: an A⁺ water infrastructure. ■

Laborers’ International Union of North America General President Terry O’Sullivan says it’s unacceptable for the U.S. to have a D⁺-rated water infrastructure. His organization is pushing Congress to reauthorize the Water Resources Reform and Development Act and provide additional funding to modernize the nation’s water systems.



**Terry O’Sullivan,
General President,
LIUNA**

*Terry O’Sullivan is
General President
of the Laborers’
International Union of
North America, which
represents a half-million
men and women
predominantly in the
construction industry.*





LeeBoy

endless
PAVEMENT
solutions.



DULUTH, MN
VIRGINIA, MN
DES MOINES, IA
SIOUX CITY, IA
CEDAR RAPIDS, IA
MILAN, IL

www.rmsequipment.com

(218) 727-8611 • (800) 888-9535
(218) 741-9011 • (800) 752-4304
(515) 282-0404 • (800) 555-1445
(712) 252-0538 • (800) 633-9104
(319) 363-9655 • (800) 616-6615
(309) 787-1742 • (800) 633-9114



8515D Asphalt Paver

Increase productivity and reduce operating costs with LeeBoy's 8515D Asphalt Paver. The 8515D 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 74 HP Kubota engine, dual operator controls and high-deck/low-deck configuration.



8616B Asphalt Paver

Also available through RMS Rentals:



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

ROSCO

A LeeBoy Company



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 E2 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

PRODUCT IMPROVEMENT

MORE INTELLIGENT DOZING

Komatsu's new D39i-24 dozers lower fuel consumption and increase production time with no cables

Eliminating the need to install and remove blade-mounted sensors each day saves on machine and operator wear and tear, and it converts potential downtime into increased production. Komatsu's second-generation D39PXi-24 and D39EXi-24 dozers offer that and more with a new Tier 4 Final engine that increases fuel efficiency compared to its predecessor.

"With factory integration and a host of intelligent capabilities, the more that owners run their D39i-24 dozers, the more they save," said Jason Anetsberger, Komatsu Senior Product Manager. "The monthly production gains from starting sooner, finishing faster, using less fuel and saving on materials can add up quickly. Skipping the cables, climbing and connections of traditional aftermarket systems saves operators up to 30 minutes a day and is more convenient."

Rough-cut to final grade, the *intelligent* Machine Control (iMC) dozers extend production gains. Once engaged, the system automatically starts the cut and lowers the blade to grade in a typical dozing pass. If the load increases to maximum capacity, the blade automatically raises to minimize track slip, ensuring productive dozing. This allows the dozer to achieve up to 8-percent-greater efficiency in moving materials, based on start-to-finish grade testing against typical aftermarket machine-control systems.

New features

Customer feedback led Komatsu to introduce a standard, operator-selectable, automatic Reverse Grading Mode, which enables automatic blade control while reversing, to grade the target surface. Other new features include a Triple Labyrinth final-drive design that provides additional protection for the final drive floating seals.

The more-efficient engine uses a Selective Catalytic Reduction System and Diesel Exhaust Fluid, as well as a new, water-cooled, Variable Flow Turbocharger that improves durability and engine response. The Diesel Oxidation Catalyst provides 100-percent passive regeneration that does not interfere with operation. Auto-idle shutdown helps reduce idle time and saves fuel.

"These dozers are great for everything from stripping to finish grading on a variety of small-to-medium-sized jobsites, such as commercial buildings and residential lots," said Anetsberger. "As with all Tier 4 construction machines, they are covered under the Komatsu CARE program." ■



Jason Anetsberger,
Komatsu Senior
Product Manager

Quick Specs on Komatsu's D39PXi-24 and D39EXi-24 Dozers

Model	Net Horsepower	Operating Weight	Blade Capacity
D39EXi-24	105 hp	21,848 lbs	2.89 cu yd
D39PXi-24	105 hp	22,774 lbs	3.14 cu yd

Komatsu's new D39EXi-24 and D39PXi-24 dozers lower fuel consumption with a Tier 4 Final engine. They also increase production with integrated machine control that eliminates the time needed to install and remove cables.





PC240LC-11

TIER 4 FINAL EXCAVATOR

- Improved engine efficiency with lower fuel consumption
- Large DEF tank capacity for operation on slopes
- Hydraulic closed-center load sensing system
- Spacious and quiet cab
- Auto idle shutdown



I AM KOMATSU

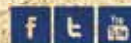
RYAN HAZELTON / SALES REP / ANDERSON EQUIPMENT / MANCHESTER, NH

"I sell a variety of quality Komatsu equipment. Take the PC240LC-11 excavator. It's got great features like a hydraulic closed-center load sensing system (CLSS) that provides quick response and smooth operation. Its large, quiet operator cab is more comfortable. Better engine efficiency improves response and helps get the most from every gallon of fuel. More innovation and more choices. That's why I AM KOMATSU."

SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved.

013

NEW PRODUCT

SMALL PACKAGE, BIG RESULTS

Komatsu's new PC30MR-5 and PC35MR-5 hydraulic excavators pack serious production into compact frame

Contractors looking for a versatile excavator with a smaller footprint are in luck. Komatsu's new PC30MR-5 and PC35MR-5 utility-sized excavators are a perfect fit for tight worksites.

The new models have a swing-boom design that enables them to easily complete jobs in confined spaces. The excavators are each equipped with a standard dozer blade to help with backfilling and enhanced work modes to help operators match engine speed and pump delivery to the application.

"The swing-boom design allows the machines to dig close to foundations or alongside buildings," said Komatsu Product Marketing Manager Des Jarvis. "The PC30 and PC35's standard dozer blade makes backfilling a breeze and eliminates the need for a second machine."

The excavators come with a Tier 4 Final, 24-horsepower engine and an Exhaust Gas Recirculation Valve to meet emissions standards. They feature a new auto decelerator, auto-idle-shutdown and economy modes to help reduce idle time and save fuel. Additionally, a dial-type knob offers finer throttle control. The excavators are available in three track options – rubber, steel or roadliner – to further their worksite versatility.

Upgraded comfort

Both the PC30 and PC35 feature an updated cab to provide a durable and secure work environment. The ROPS cab and two-post canopy come equipped with a 3.5-inch, high-resolution LCD screen and Ecology Guidance to help

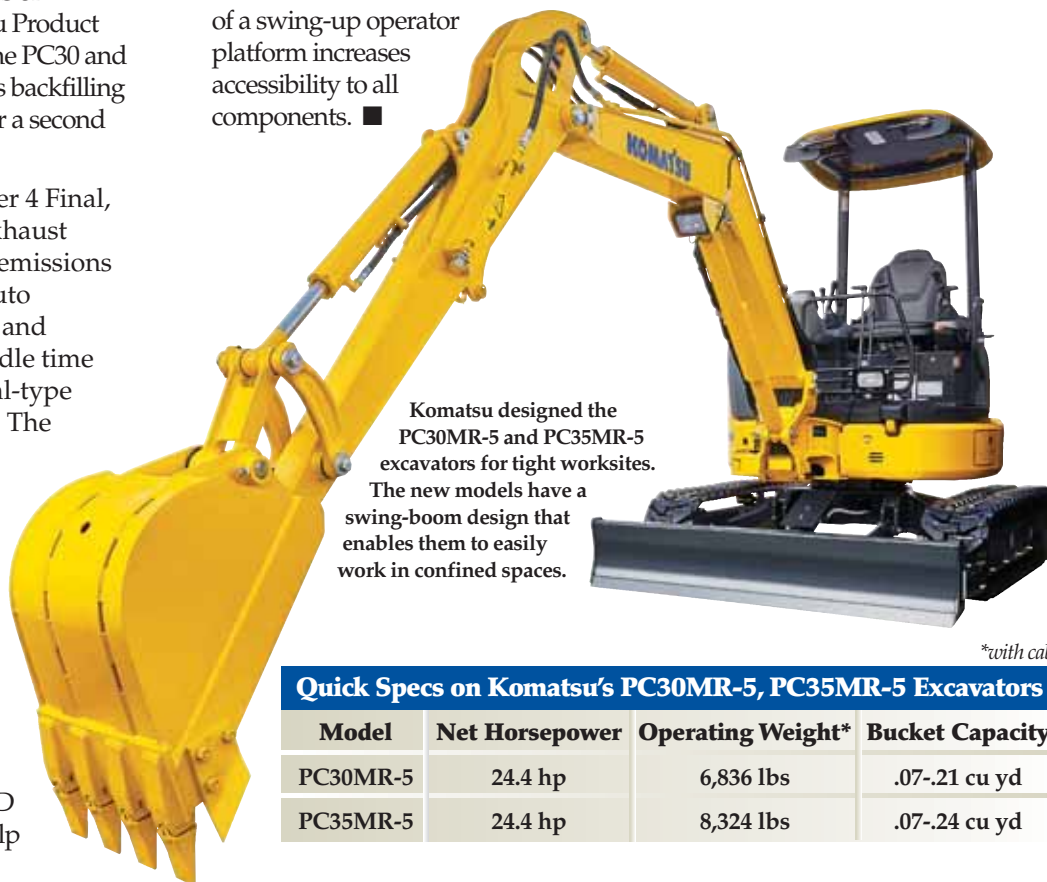
operators monitor machine-performance metrics and maximize fuel efficiency.

Komatsu improved visibility and functionality inside the cab through several enhancements, including a swing-open hinge door. The cab has a flat rear window to increase visibility and reduce replacement costs. The two-post ROPS canopy is designed with no front posts, which can distract the operator.

Daily maintenance and service is easier on the excavators, as both the PC30 and PC35 have wide service doors for access to ground-level maintenance. The addition of a swing-up operator platform increases accessibility to all components. ■



Des Jarvis,
Komatsu Product
Marketing Manager



Komatsu designed the PC30MR-5 and PC35MR-5 excavators for tight worksites.

The new models have a swing-boom design that enables them to easily work in confined spaces.

**with cab*

Quick Specs on Komatsu's PC30MR-5, PC35MR-5 Excavators

Model	Net Horsepower	Operating Weight*	Bucket Capacity
PC30MR-5	24.4 hp	6,836 lbs	.07-.21 cu yd
PC35MR-5	24.4 hp	8,324 lbs	.07-.24 cu yd



“IT’S ABOUT RELATIONSHIPS”
MY CUSTOMERS LOVE KOMATSU!

I AM KOMATSU

GENE SNOWDEN III / MACHINE SALES REP / BRANDEIS MACHINERY / LOUISVILLE, KY

“I’m proud to sell Komatsu products. At Brandeis, we’ve handled quality Komatsu equipment for decades. Like all Komatsu loaders, the WA470 has an excellent balance between power and stability in the pile and speed and stability when moving with the load. And maintenance departments love the access to daily checks and service items. My customers are satisfied customers, and that’s why I AM KOMATSU.”



SUPPORTED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2016 Komatsu America Corp. All Rights Reserved

010



A PROVEN WINNER

Komatsu's new 931 harvester defines next generation with a host of productive new features

Demanding logging applications require machines that can withstand the rigors of daily use and consistently deliver high productivity. Komatsu's totally new, four-model harvester family – led by its flagship 931 harvester – is doing just that.

"Our new harvester family was designed from the ground up to set the industry benchmark for productivity, operator comfort and eco-friendliness," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "The 931 harvester is our high-volume flagship model in the family."

Komatsu designed the 931 harvester for serious productivity by including the new 3-Pump Hydraulic System (3PS), featuring dual circuits with separate pressure levels. The system is power-regulated against the engine and offers a class-leading working hydraulic flow of 139 gallons per minute (528 liters per minute), which is 68-percent-greater than the prior 931.1 model.

Unique pressure and flow optimization enables operators to work considerably faster without losing hydraulic power. Operators can use multiple functions simultaneously with maximum hydraulic power, such as slewing the crane, feeding a log and maneuvering the machine – all with optimally low fuel consumption.

Performance and productivity are further enhanced with the new H-series parallel crane that has greater lift capacity, 360-degree cab/crane rotation and automatic four-way cab/crane leveling, which keeps the operator on a consistent plane and ensures an unobstructed view of the tree at all times. While a variety of harvesting heads are offered to meet specific applications, the

C144 model is a strong overall performer and serves the broadest market segment. It has a maximum cutting diameter of 28 inches, and the powerful four-wheel-drive feed system generates 6,650 pounds of feed force.

The larger, modern cab increases the front line-of-site visibility by 62-percent upward and 17-percent downward. Operator comfort was enhanced with an automotive-grade fit and finish interior, first-class ergonomics and adjustable hand controls.

The 931 harvester has a new 251-horsepower Tier 4 Final engine that is both powerful and more fuel efficient than prior models. A cold-weather starting system, which heats the batteries, engine coolant, diesel exhaust fluid and hydraulic oil, come standard on the harvester.

"Since the first next-gen harvesters began working in the woods last fall, every indication is that we have achieved our productivity, operator comfort and eco-friendliness goals," stated Yolitz. "The 931 harvester is proving to be an outright winner." ■



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

The 931 harvester features a new cab, crane, hydraulic system and a new Tier 4 Final engine, which is more fuel efficient than the prior model.





I AM KOMATSU

ABE RIDDLE / DIRECTOR of PARTS OPERATIONS / RIPLEY, TN

650,000 SQ/FT PARTS WAREHOUSE

"When you need a part, any part, you need it now – and you need it right. I understand that. Our modern 650,000 sq/ft facility centrally located in the U.S.A. is open 24/7 and ships Same Day if needed. That's why I'm proud to be part of the Komatsu team.

My team! We will do whatever it takes to keep you up and running. And that's why I AM KOMATSU."



KOMATSU®

komatsuamerica.com



Copyright ©2015 Komatsu America Corp. All Rights Reserved

003

ENSURING YOUR UPTIME

Abe Riddle says the aim of Komatsu's Ripley Parts Operation is timely delivery from its vast inventory

QUESTION: What is the role of Komatsu's Ripley Parts Operation in Tennessee?

ANSWER: It is the central parts warehouse for North America and Latin America, with an emphasis on parts for Komatsu construction, forestry, forklift and industrial press products. We also carry parts for what we call "mining support," which is inventory related to non-electric-drive trucks.

Everything – O-rings, engines, transmissions and some boom-assembly parts – comes through here and is shipped to our distributors or one of our eight regional parts distribution hubs located in the United States and Canada. We serve Komatsu affiliates globally, too, but our primary customer base is in North American and Latin American countries.

Our most important role is ensuring those parts arrive in a timely manner. The Parts Operation Department runs two shifts per day, but we're really a 24/7/365 operation. We have a hotline number (731-635-6120) and staff on-call, so even if customers call during holidays or off hours, we can still process their orders and get them shipped. It's our goal to have most parts orders in customers' hands the same day or the next day.

QUESTION: Why is that important?

ANSWER: When machines are down, customers are losing money. We understand that, so our response is critical. The faster they get the parts, the faster they can be back up and running. Many customers tell me that service after the sale is a huge factor in what brand of equipment they choose, so we obviously place a heavy emphasis on timely parts support.

Continued ...



**Abe Riddle, General Manager,
Ripley Parts Operation**

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.

Abe Riddle joined Komatsu's Ripley Parts Operation (RPO) in Ripley, Tennessee, 10 years ago in an inventory-planning position. He moved into a continuous-improvement role, then into inventory management. Later, he managed the warehouse.

"Through my progression, I think I have touched every area at some point," said Riddle. "It was good preparation for my current position."

Today, Riddle oversees the Master Parts Distribution Center, helping ensure that inventory levels are appropriate and "that the right part gets to the right place at the right time," according to Riddle.

"Our availability is outstanding at more than 96 percent," said Riddle. "I believe Komatsu has built a strong parts-support network, and I'm proud to be a part of a forward-thinking company that emphasizes continuous improvement to better serve customers."

Riddle started in the manufacturing industry at 18, and earned his undergraduate degree in business from Union University in Jackson, Tennessee, by attending classes at night. After joining Komatsu, he completed an MBA through Union while working at the Master Parts Distribution Center.

Abe and his wife, Stephanie, have three children and enjoy spending time together as a family. He also likes to duck hunt.

Location is key for Ripley Parts Operation in Tennessee

... continued

QUESTION: Why is Ripley, Tennessee, a good location?

ANSWER: We are strategically located close to a major freight hub in Memphis. That allows us to take orders late in the day and still be able to get parts where they need to be early the next day, in most cases. For example, if someone in Washington state places an order at 6 p.m., they will have it around 10 a.m., depending on what they ordered.

QUESTION: How likely is it that you will have the parts on hand that customers need?

ANSWER: Highly likely as we carry about \$560 million in inventory. Our target is 95-percent availability, meaning that when an order is placed, we have what's needed on the shelf and ready to go. Currently we are at 96.4 percent.

QUESTION: How do you know what inventory to have on hand?

ANSWER: There are several factors we take into account. We consider historical demand, and we collaborate with distributors to understand their operations and machine populations. We also use KOMTRAX to monitor data that helps us anticipate future parts needs. In addition, our manufacturing plants give us recommended lists of parts for new machines. All of that information helps us get a strong hold on what we need to build inventory and keep parts stocked at appropriate levels.

QUESTION: What about older machines?

ANSWER: We maintain a good deal of inventory for machines dating back a decade or more, so we likely have the needed parts on hand. If we don't, we can source parts from trusted suppliers. We will do everything we can to make sure customers get what they need. ■



General Manager, Ripley Parts Operation (RPO), Abe Riddle says the RPO's most important role is ensuring that parts arrive in a timely manner. With nearly 97-percent availability, most orders are filled within 24 hours.



Komatsu's Ripley Parts Operation (RPO) is the central parts warehouse for North America and Latin America. Its inventory includes items for construction, forestry, industrial press and mining support. It also includes parts for Komatsu forklifts, like the one pictured here, which RPO personnel use at the warehouse.



Equipment for all your jobsite needs

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

Compaction - rammers, plates and rollers.

Concrete Technology - vibrators, trowels and screeds.

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

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

www.wackerneuson.com



**WACKER
NEUSON**

all it takes!



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

www.rmsrentals.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

www.rmsequipment.com

IN THE SPOTLIGHT

Komatsu displays WA500-7 Yard Loader arrangement at record-setting asphalt, aggregate events

The co-located 2016 World of Asphalt Show & Conference and AGG1 Academy & Expo set new attendance records with more than 9,000 people checking out the exhibits inside the Music City Center in Nashville. Komatsu was among the exhibitors, displaying a 353-horsepower WA500-7 Yard Loader arrangement that is designed to load 24-ton on-highway trucks in two passes.

“Loading trucks in fewer passes increases production, and that’s just one advantage the WA500-7 Yard Loader arrangement presents,”

said Rob Warden, Komatsu National Account Manager. “It’s great for moving and stockpiling already-processed materials.”

The 79,000-pound-plus loader that Komatsu displayed features a 9.8-cubic-yard, flat-floor bucket, which increases capacity and productivity for applications involving re-handled or loose materials. Komatsu added a larger-diameter bucket cylinder to the WA500-7 Yard Loader arrangement 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.

The machine has 29-inch rims and low-profile tires for increased stability; front and rear brake-cooling systems, which maximize 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 handles loose stone, sand, gravel and other materials very well downstream from a crusher,” said Joe Sollitt, Komatsu Product Marketing Manager. “It fits perfectly into the asphalt and aggregate industries.”

All 50 states represented

Attendees from every state, nine Canadian provinces and more than 60 other countries made their way to the events, which covered a record 157,000 net square feet of exhibit space. The shows featured more than 500 exhibitors, including 150 new ones.

World of Asphalt and AGG1 will be held again March 6-8, 2018, in Houston. The annual shows will skip next year due to CONEXPO-CON/AGG. ■

Attendees of the 2016 Asphalt Show & Conference and AGG1 Academy & Expo check out the Komatsu WA500-7 Yard Loader arrangement. The 79,000-pound-plus loader that Komatsu displayed features a 9.8-cubic-yard, flat-floor bucket, which increases capacity and productivity for applications involving re-handled or loose materials.



HEADQUARTERS

Savage, MN
952.895.9595

ILLINOIS

Milan
309.787.1742

IOWA

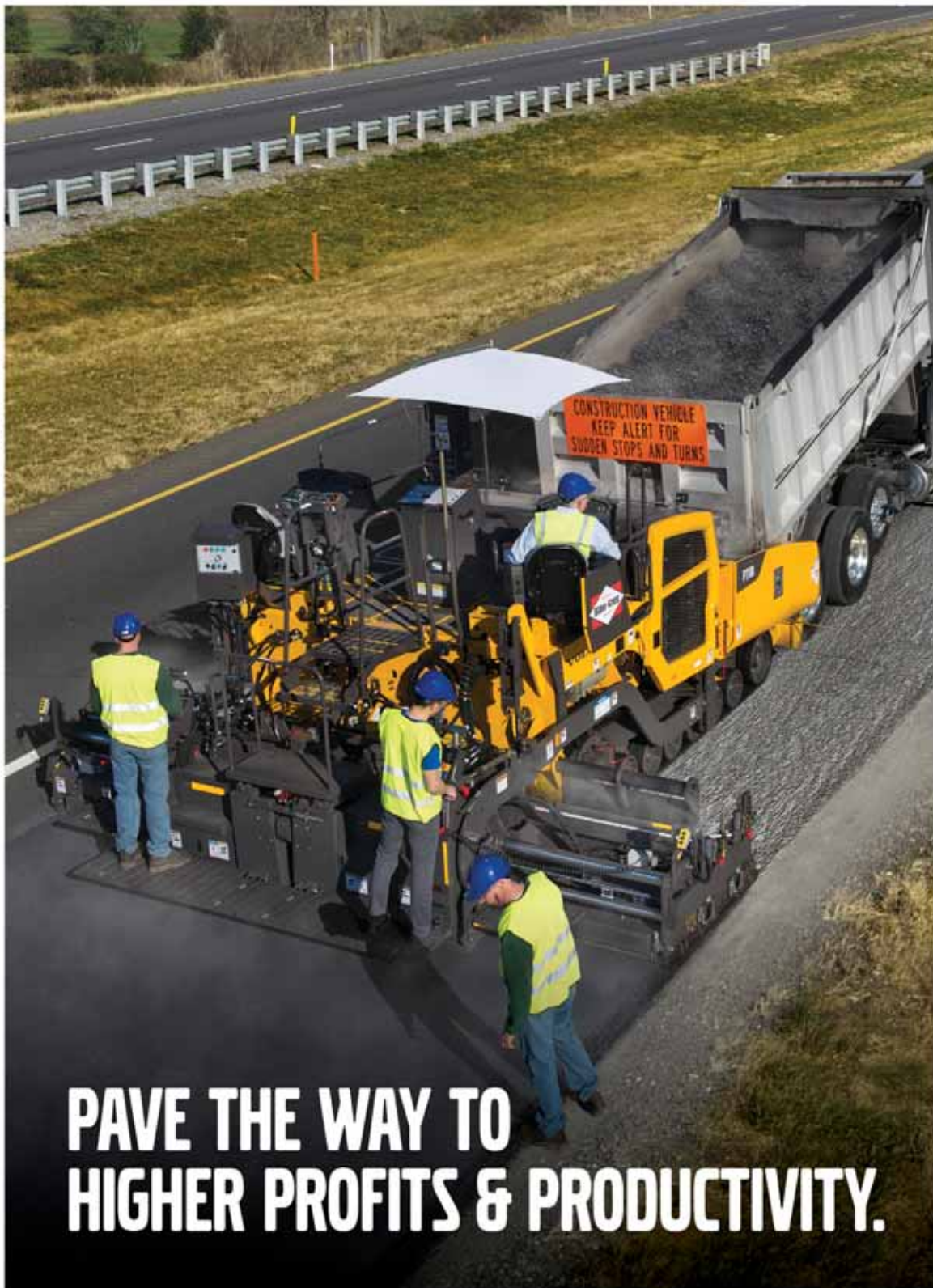
Cedar Rapids
319.363.9655
Des Moines
515.282.0404
Sioux City
712.252.0538

MICHIGAN

Negaunee
906.475.6488

MINNESOTA

Duluth
218.727.8611
Virginia
218.741.9011



PAVE THE WAY TO HIGHER PROFITS & PRODUCTIVITY.



www.rmsequipment.com

SMART WORKS.®

Volvo Construction Equipment



Setting the industry standard for tomorrow, Volvo Construction Equipment is the right choice today. Loaded with power and reliability, these machines guarantee more days on the site and fewer days in the shop. Get the job done right, day after day.

SPECIAL RECOGNITION

TURNING 60,000

Komatsu CARE program celebrates milestone service interval



Mike Hayes,
Komatsu Director
of Distributor
Development

Komatsu launched Komatsu CARE in 2011 with one goal in mind: demonstrate the company's commitment to delivering quality parts and reliable service in a manner that ensures a customer's machine performance is never compromised. That goal has been accomplished – 60,000 times. Columbus Equipment Company (CEC), the Komatsu distributor in Ohio, performed the 60,000th Komatsu CARE service interval on a D61EXi-23 dozer for Eramo & Sons in late March.

"We're very honored to participate in Komatsu CARE and to have completed the 60,000th service," said CEC President Josh Stivison. "We're also proud to conduct the service for Eramo & Sons, a company we have a rich history with."

CEC completed the milestone service interval during a ceremony at its Columbus, Ohio, facility and presented Eramo & Sons with a certificate to celebrate the event.

"Through Komatsu CARE, we can make sure our customers' Tier 4 machines are maintained

properly," said Komatsu Director of Distributor Development Mike Hayes. "Komatsu CARE secures uptime, increases productivity and protects residual values for the machines. It also keeps service technicians familiar with the customer's equipment, which is great for future maintenance. The service is complimentary, and we contact customers to schedule the maintenance at a convenient time and jobsite location. This way, the customers save time and money and can schedule their maintenance downtime."

The Komatsu CARE complimentary maintenance program provides service on Tier 4, construction-sized machines – whether rented, leased or purchased – for the first three years or 2,000 hours of operation. The program includes scheduled factory maintenance, a 50-point inspection at each service interval and two Komatsu Diesel Particulate Filter exchanges within the first five years. Komatsu distributors monitor the machines and contact owners when a service is due. Then, a Komatsu CARE-certified service technician performs the maintenance.

Today, Komatsu CARE programs are standard on all Tier 4 and Tier 4 Final machines in the United States and Canada. The program has been a huge success with customers, including Eramo & Sons.

"Komatsu CARE saves us a lot of labor," said Eramo & Sons Chief Mechanic Dave Penwell. "It also keeps me more involved with the service department at the distributorship. Overall, it makes my job easier. They take care of everything."

"We began using Komatsu equipment in the 1970s; it was a decision that has served us well," added Chairman Rocky Eramo. "Komatsu makes an excellent product, and our distributor has always been there to help us. Today, we have about 45 Komatsu machines in our fleet. It's been a great partnership." ■

Officials from Komatsu and Columbus Equipment Company (CEC) present Eramo & Sons' representatives with a certificate to celebrate the 60,000th Komatsu CARE service interval. CEC completed the milestone service on Eramo & Sons' D61EXi-23 dozer in late March.



"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 up to 150,000 foot pounds of energy
- See Our Complete Line of Hammers for Breaking YOUR Biggest, Hardest, Oversize Rock, Concrete & Slag



**SURESTRIKE
INTERNATIONAL, INC.**

Call for
our
"Try and Buy"
Offer



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

ATLAS COPCO AND ROAD MACHINERY & SUPPLIES CO.

Everything a driller needs

From a full range of Atlas Copco drilling rigs to a complete line of hammers, bits and other consumables, we've got you covered. And when it comes to service after the sale, the partnership of Atlas Copco and Road Machinery & Supplies Co. will deliver.

Sustainable Productivity

Atlas Copco



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

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

www.rmsequipment.com

MORE INDUSTRY NEWS

Pipeline groups pursue inspector certification

Pipeline industry groups announced support for certification of all pipeline inspectors during the next two years. The groups note that standardized certification would improve the quality of new construction.

"Safe pipeline construction and quality materials help ensure safe operation," said Donald Santa, President and CEO of the Interstate Natural Gas Association of America. "Having certified inspectors helps everyone raise the bar." ■

Construction equipment theft costs millions

More than a third of construction, engineering and infrastructure companies have experienced asset theft – including equipment – during a one-year period, according to the 2015 Kroll Global Fraud Report. It notes that more than \$7 million worth of construction machinery was

stolen and recovered in 2014. Replacing that equipment would have cost owners nearly double that amount.

Backhoe loaders and skid steers were the most frequently stolen pieces of equipment. The report indicated that an increase in theft occurs from November through March. ■



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence®

**PALADIN OFFERS
THE WIDEST BREADTH
OF ATTACHMENT
SOLUTIONS ACROSS ALL
APPLICATIONS**

**CONSTRUCTION
MATERIAL HANDLING
VEGETATION MANAGEMENT
LAND CLEARING
LANDSCAPING
AGRICULTURE MATERIAL HANDLING
SNOW REMOVAL
ENERGY
DEMOLITION**

BRADCO CP CUSTOMWORKS CWS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

www.paladinattachments.com

RENTALS • HYDRAULICS • PARTS

RMS is MORE THAN new equipment

LEARN ABOUT OUR AFFILIATE COMPANIES...



RMS Rentals has a wide range of general and light equipment available for all your needs. Our comprehensive inventory includes Lull forklifts and concrete finishing equipment, such as walk-behind trowels, riding trowels and screeds! Check out our full list at www.rmsrentals.com



RMS Hydraulic Services rebuilds and custom-builds hydraulic cylinders. All the work is done right in our own shop. And, we maintain a large inventory of American and Metric rod and barrel stock, so we can get started on projects right away! Learn more at www.rmshydraulicservices.com



Polar Parts is a leading supplier of Komatsu, Dresser and Link-Belt used and aftermarket parts. Our online "parts locator" can help you track down quality used and reconditioned OEM parts, such as final drives, swing machinery, undercarriages, starters, alternators and more! Start your search at www.polarparts.com

Contact us today for all your rental, hydraulics and parts needs!



(952) 895-7033
www.rmsrentals.com



(800) 888-9515
www.rmshydraulicservices.com



A Road Machinery & Supplies Co.

(800) 765-2728
www.polarparts.com



PETE ANDERSON

Diverse management background helps new manager continue RMS' stellar service record

What do hair salons, online education and a salvage yard have to do with heavy equipment? Nothing – unless you're Pete Anderson, RMS Service Manager/General Manager Polar Parts. Before he arrived at RMS in July of 2015, he held leadership positions in each of those industries, providing a unique background that has helped him in his new role.

"Each of my previous positions was very different, but they all helped shape me as a manager," said Anderson. "I think coming here from outside of the industry gives me the ability to look at how we do things with a fresh perspective. I'm not here to reinvent the wheel, but I think there are little tweaks that I can make."

His arrival coincided with a transitional period for RMS as several longtime employees were preparing to retire. Two of whom were Service Manager Rich Cooper and Polar Parts General Manager Ray Warmka. Anderson was hired to fill the void left by both men, but was given ample time to become familiar with the positions and the industry.

"The transitions were seamless, and I think it speaks to (RMS CEO) Mike Sill's vision," noted Anderson. "We had a lot of great people retire – I think I've been to six or seven retirement parties since I've been here. Mike was proactive in getting people ready. Each time a position opened up, a very qualified and prepared person filled the role. My progression gave me time to gain an understanding of what each position entailed and that really helped me."

Anderson's immersion into the heavy construction industry began in Polar Parts. The position gave him the opportunity to learn about the machines, their parts and how the business is run. He then moved into the service area six

months later and began his current role in April. The transition is something he says he couldn't have accomplished without great people around him.

"I asked a lot of questions, and everyone here was incredible," he said. "I was lucky to inherit such a great team that really cares about its customers. Everyone has helped me make a very smooth transition."

With such a strong foundation in place, Anderson's goal is to make sure the team is as efficient as possible.

"If we can manage our work flow better, we can have more time for our current customers, and have the ability to grow our service customer base well beyond our current level," he stated. "We want all of our customers to know we are working as hard as we can for them. That's what it's all about."

In his free time, Anderson enjoys spending time with his wife, Lori, and their three children. He is also an avid golfer and bicyclist. He helped form an RMS team for the recent MS 150, a two-day, 150-mile bicycle ride to help raise funds for multiple sclerosis research. ■



Pete Anderson brings a unique background to his new role as the Service Manager/General Manager Polar Parts after similar positions in the hair salon, education and salvage-parts sectors. "I think coming here from outside the industry gives me the ability to look at how we do things with a fresh perspective. I'm not here to reinvent the wheel, but I think there are little tweaks that I can make."



USED EQUIPMENT

Ask for Scott for more information • (800) 888-9515 • (952) 895-9595 •



\$125,000

2009 Komatsu D65WX-15E0,
5,773 hrs., S/N 69097



\$89,500

2013 Komatsu D39PX-22,
1,422 hrs., S/N 3834



\$127,300

2013 KOMATSU WA320-7,
508 hrs., S/N 80250

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

HYDRAULIC EXCAVATORS



2014	KOMATSU PC800LC-8E0	65161	1,342	CALL
2006	KOMATSU PC300 LC-7E0	A88200	6,863	\$70,500
2013	KOMATSU PC360 LC-10	A32923	2,149	\$199,500
2014	KOMATSU PC490 LC-10	A40706	2,988	\$309,000
1999	KOMATSU PC600 LC-6	10022	12,000	\$78,500
2005	KOMATSU PC600 LC-7	20126	8,500	\$189,000
2007	KOMATSU PC200 LC-8	C60859	6,090	\$69,000
2008	KOMATSU PC300 LC-8	A90603	6,465	\$119,000
2008	HYUNDAI ROBEX 210 LC-7A	N61210337	4,818	\$57,500
2008	HYUNDAI ROBEX 160 LCD-7A	N50410167	2,611	\$69,500
2012	HYUNDAI ROBEX 210 LC-9	HQ601CB0001058	2,690	\$110,000
2012	HYUNDAI ROBEX 160 LCD-9	HZ501JC0000211	1,725	\$84,500
2013	HYUNDAI R80CR-9 Mini (up to 12,000 lbs)	HZ101HC0000452	137	\$82,161
2014	SANY SRC840	14RC00350825	15	\$268,000
2009	CASE CX210B	DAC21K5N7SAH1290	2,500	\$89,000
2008	KOBELCO SK210 LC	Y009-U3924	4,220	\$57,000

WHEEL LOADERS



2004	KOMATSU WA500-3	52332	16,100	\$69,500
2013	KOMATSU WA320-7	80250	508	\$127,300
2015	KOMATSU WA320-7	A36283	433	\$145,000
2012	KOMATSU WA320PZ-6	71223	5,496	\$99,500
2011	DEERE 544K	1DW544KZAB0635796	14,395	\$50,600
2008	WACKER NEUSON 850	346040264	945	\$29,900
2011	DEERE 544K	1DW544KZAB0635796	14,395	\$50,600
2008	WACKER NEUSON WL25	3000090	754	\$19,950
2014	HYUNDAI HL760-9A	HLL04TE0000241	1,485	\$162,036

CRAWLER DOZERS



2012	KOMATSU D65WX-17	1137	3,811	\$162,500
2011	KOMATSU D65EX-16	26860365	8,901	\$97,000
2013	KOMATSU D39PX-22	KMTOD108V01003834	1,422	\$89,500
2011	KOMATSU D51PX-22	B12206	3,253	\$124,500
2010	KOMATSU D51PX-22	B11909	3,403	\$127,500
2012	KOMATSU D61EX-15E0	B46761	860	\$159,000
2009	KOMATSU D65WX-15E0	69097	5,773	\$125,000
2006	DEERE	T0700JX127623	11,721	\$64,500
2008	DEERE 240D LC	605840	5,839	\$79,000

COMPACTORS/PAVERS



2013	BLAW-KNOX PTC15	B88321	304	\$59,000
2005	INGERSOLL-RAND SD45FB	181481	467	\$49,700
2014	DYNAPAC CC722	1000326K0A012913	190	\$245,300
2011	WACKER NEUSON RD12-90	20018308	1,244	\$9,950
	INGERSOLL-RAND DD24	169915	1,552	\$19,500
2005	WACKER RD15	5548311	276	\$16,500
2012	BLAW-KNOX RW35A	RW35A-88330	183	\$64,500
1999	GILCREST PROPAVER 413	26162	608	\$2,500
2013	DYNAPAC F1000T	717US2008	380	\$224,500
2010	VOLVO MW500	22949	550	\$99,500
2008	ROSCO RA2000	50673	807	\$15,800
2012	LEEBOY 8510B	8510R-87252	1,918	\$84,500
2003	INGERSOLL-RAND DD28	31773	8,102	\$11,500

AGGREGATE EQUIPMENT

2004	WILDCAT 516 COUGAR	4F351208	2,088	\$79,500
2013	LEEBOY 8616	91825	876	\$139,500
1979	BLAW-KNOX PF120H	0850-018	1,174	\$7,500
2011	WACKER LTN6L	29586	1,058	\$5,750
2015	KPI-JCI 1830PH	414372-414374	0	\$336,000
2009	KPI FT3620CC	93101	4,571	\$149,000
2001	SVEDALA 1312	121383	4,700	\$289,500

CRANES



2005	DEERE 330C LC	804226	6,804	\$114,500
2013	SANY SRC840	13RC00351276	2,275	\$219,500
1991	GROVE RT990	75818	708	\$179,500
2014	SANY SRC840	14RC00351931	71	\$282,000
2014	SANY SRC865XL	14RC00550822	20	\$412,500
2016	SANY SRC865XL	14RC00551385	16	\$412,500
2014	SANY SRC840	14RC00350825	15	\$268,000
2014	SANY SRC885	13RC00752580	11	\$519,000
2014	GROVE YB7725	322116	770	\$346,900
2013	SANY SRC840	13RC00351276	2,275	\$219,500

SCRAP PROCESSING/DEMOLITION

2005	DEERE 330C LC	804226	6,804	\$114,500
2012	SENNEBOGEN 825M	825.0.1801	717	\$315,000

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.



\$34,800

**1994 Trail King TK100 HDG-483,
Air Ride, S/N 035644**



\$84,500

**2012 LEEBOY 8510B,
1,918 hrs., S/N 87252**



\$119,000

**2008 Komatsu PC300LC-8,
6,465 hrs., S/N A90603**

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

FORK LIFTS & BOOM LIFTS

2013	SANY SCC8100	12CC01030210	1,555	\$639,500
2014	SANY SRC885	13RC00752580	11	\$519,000
2014	GROVE YB7725	322116	771	\$346,900
2014	PETTIBONE T944	EX10435-14	561	\$117,500
2001	INGERSOLL-RAND VR1056	167984	10,040	\$29,500
2014	PETTIBONE EXTENDO 1530	EX10428-14	229	\$156,500
2007	SKY TRAK 10054	160031923	3,947	\$42,500

OFF-HIGHWAY TRUCKS

2015	KOMATSU HM400-3	3627	3,354	\$399,000
2014	KOMATSU HM400-3	3611	2,910	\$369,500
2014	KOMATSU HM400-3	3577	2,871	\$369,500
2014	KOMATSU HM400-3	3579	2,949	\$369,500
2014	KOMATSU HM400-3	3501	2,939	\$369,500
2014	KOMATSU HM400-3	3566	2,931	\$369,500

MISCELLANEOUS

2010	GORMAN-RUPP 1/2 A2-E2 Pump	1457383		\$1,270
2005	GORMAN-RUPP 1/2 A2-E2 Pump	1315582		\$1,785
2014	WACKER LTN6L light tower	20227325	1,241	\$6,450
2007	SKY TRAK 10054 light tower	160031923		\$42,500
1994	TRAIL KING lowboy trailer	1TKJ04836RM035618		\$34,800
2006	TRAIL KING lowboy trailer	1TKJ054466B066539		\$55,000
1983	W-W TRAILERS Utility/Light Duty Trailers (up to 7,500 lbs) - Flat			\$2,750
2012	LOAD KING Dump Trailer - Bottom	28482		\$46,900
2015	LEEBOY Motor Grader 685C	685-123243	135	\$138,500

ATTACHMENTS

1999	KOMATSU	A033774		\$3,500
2009	KOMATSU 423-70-32200 Bucket, GP	2273		\$7,350
2007	KOMATSU 4DD01-J Ripper	A/11190		\$10,000
2000	SURESTRIKE 6000 Hammer/Breaker - Hydraulic	6001		\$39,500
2008	ATLAS COPCO Hammer/Breaker - Hydraulic	KAL02324		\$14,675
2005	Blaw Knox Asphalt/Paving	N/A		\$3,500
1998	EMPIRE PC360 Bucket, Light Material	E4321		\$1,750
2006	EMPIRE PC400 Bucket, Light Material	E7169		\$1,200
2007	LEMAC Bucket, GP	K0737		\$13,700
2013	PEMBERTON Bucket, GP	GPB-5107-6.0-0413		\$14,500

ATTACHMENTS continued...

1999	EMPIRE PC200LC Bucket, GP	E4731		\$2,500
1999	EMPIRE PC200 Bucket, GP	E4942		\$2,000
1994	EMPIRE PC250LC Bucket, GP	E2583		\$2,500
2011	EMPIRE PC490/A Bucket, GP	E7876		\$6,950
2005	HENSLEY PC400 Bucket, GP	47390		\$3,500
2006	PC300 Bucket, GP	10463		\$3,500
2008	Bucket, GP	1107021		\$610
2011	EMPIRE Bucket, GP	E702-11		\$25,000
	GAR-BRO 483R Bucket, Other	04631E		\$3,250
2012	HENSLEY PC400	67752		\$3,500
2005	HENSLEY Bucket, Severe-Duty	47388		\$2,900
2012	GENESIS LXP400 Shears, Concrete	420125R		\$159,000
2011	GENESIS LXP400 Shears, Concrete	420121R		\$119,000
2012	GENESIS LXP300 Shears, Concrete	320187		\$194,500
2010	GENESIS GVP15 Shears, Steel	15005		\$59,000
2010	GENESIS LXP300 Shears, Steel	320157		\$109,000
2003	GENESIS GXP300 Shears, Steel	30034		\$45,000
2013	GENESIS GXP300R Shears, Steel	300464R		\$79,000
2013	GENESIS GXT445 Shears, Steel	4451004		\$139,500
2011	GENESIS GXP660R Shears, Steel	600-533R		\$185,000
	LABOUNTY MSD100 Shears, Steel	100509		\$65,000
2012	GRABTEC Grapple, GP	21977		\$12,900
2001	EMPIRE A/PC360 Grapple, GP	2001		\$9,500
2014	FLECO PC360 Grapple, GP	49961		\$9,500
2012	Sennebogen OP4S Grapple, Orange-Peel	442089		\$24,500
2011	Gensco PR01/5-60 Grapple, Scrap/Salvage	13283		\$13,900
	QUADCO QFH22B Feller-Buncher, Sawhead	QFH22B753		\$35,000
2007	PEMBERTON Fork	UF239960507		\$5,150
	ROCKLAND Fork	R52369		\$7,500
	CENTRAL FABRICATORS Coupler/Quick Coupler	CF114398		\$250
2013	NPK Hammer/Breaker - Hydraulic	MRN43924		\$600
2005	NPK E203 Hammer/Breaker - Hydraulic	82073		\$8,500
2008	STANLEY DH1500 Hammer/Breaker - Hydraulic	112608001		\$6,700
2007	INGERSOLL-RAND Shell Kit			\$13,500
2007	INGERSOLL-RAND Shell Kit	A/194178		\$10,500
2004	BLAW KNOX GENSET, Other	551030-83		\$4,500
	SETCO 29.5 x 25 Tires			\$12,500

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

KOMATSU®



What you need When you need it

RMS has the equipment you need for any project. Whether you prefer to purchase new or used, or you choose to rent – we're your source. With 90 years of experience, we can help you select the right tools to get your jobs done on schedule. And, we back up our products with exceptional service.

Call or stop by one of our branch locations today to put RMS to work on your next job!



SAVAGE, MN (HQ)
952-895-9595

DULUTH, MN
218-727-8611

VIRGINIA, MN
218-741-9011

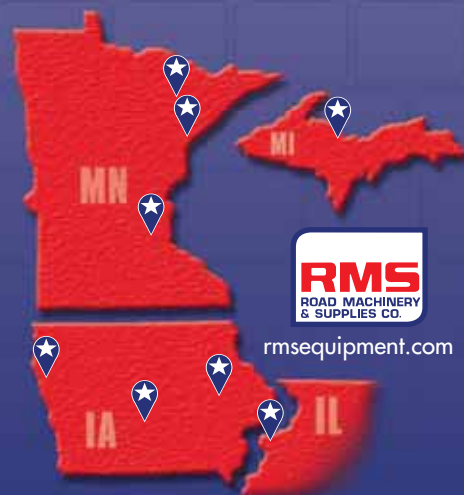
NEGAUNEE, MI
906-475-6488

DES MOINES, IA
515-282-0404

SIOUX CITY, IA
712-252-0538

CEDAR RAPIDS, IA
319-363-9655

MILAN, IL
309-787-1742



rmsequipment.com