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DECEMBER 2017

ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

GROUND ZERO SERVICES

See how adding aggregates results in higher quality, more control for this Courtland, Minn., company



Jason Kuester,
President

KOMATSU®

A MESSAGE FROM THE CEO



Mike Sill II

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Dear Valued Customer:

Technology continues to advance rapidly in the construction industry. From machine control to virtual-reality simulators, it seems there's something new every day that involves machinery. At RMS it's our belief that we carry the most technologically advanced equipment in the market from outstanding manufacturers such as Komatsu. It remains miles ahead of the competition when it comes to *intelligent* Machine Control and monitoring to make you more productive, efficient and profitable.

This issue of your RMS Road Signs highlights a few of the machines across the wide range of industries that Komatsu serves. There is an article on the new WA200-8 wheel loader that is well-suited for construction, small quarries, agriculture, landscaping and more. Another talks about the mining-class D375A-8 dozer that can also be used for large construction projects.

Still more point out the advantages of new rigid-frame trucks for hauling mass amounts of material and showcase Komatsu Forest's highly productive lineup of new forwarders that provide excellent production.

RMS and Komatsu want you to get the most out of your machines. That's why we offer comprehensive training and can put you in touch with Komatsu's Business Solutions Group. If you have a question on how to better your operations, if a particular machine is the right fit or something else is on your mind, this team can provide the answers. Read more about the Business Solutions Group inside.

Another valuable resource is Komatsu Financial. The Komatsu & You article on new President Rich Fikis gives insight into how Komatsu Financial works with you to provide the right terms and rates to meet your particular needs when purchasing or leasing equipment.

We thank you for your business in 2017, and hope for your continued prosperity in 2018 and beyond. As always, if there's anything we can do for you, please call or stop by one of our branch locations.

Sincerely,
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Mike Sill II
CEO



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GROUND ZERO SERVICES

Adding aggregates results in higher quality, more control for this Courtland, Minn., company



▶ **VIDEO**
Jason Kuester,
President

Leaving the stability and familiarity of a secure position to open your own company is a big step. For Jason Kuester, the decision to start Ground Zero Services in 1999 was based on a combination of things.

"I could feel that it was the right time," recalled Kuester, who is President of the Courtland, Minn.-based company. "I was a supervisor at my previous job and put in 100-hour weeks with lots of Saturdays and non-stop phone calls from jobsites. I figured that if I was going to work this hard, it might as well be for myself. I always had the drive to open my own business, but I finally felt like I had the knowledge and confidence to pull the trigger."

Kuester's company cut its teeth early on with small maintenance and excavation projects. As it continued to plug away and build a reputation, the company flourished. Then, with momentum behind it, Ground Zero grew by 20 percent through the recession of 2008.

"We hit our stride in 2007, and when the economy tanked, contractors wanted to work with quality companies they could trust," noted Kuester. "Budgets were tight, and we were

able to finish on time and under cost. We were fortunate to team up with some good contractors on large projects."

Today, Ground Zero employs 30-plus people and tackles large earthmoving projects in the \$1 million range within a 60-mile radius of Courtland. At a jobsite in New Sweden, Minn., the company performed the excavation for an 800- by 800-foot holding pond for which it moved 100,000 yards of material.

"We want to move the big dirt," explained Kuester. "Jobs like that one are great because we're set up for them. However, we still remember where we came from. We continue to handle the \$400 window digs, plus we've added paving, aggregate and other services to our offerings."

Total control

Being the owner also allowed Kuester to act on opportunities that he sensed were available in the market. At the top of his list was acquiring an aggregate quarry.

"I had always believed that owning aggregate was the key to sustained success in this industry," noted Kuester. "Once I had my company, that was a priority. With our own material, we can control the quality of the product, and we don't have to wait for it. It allows us to eliminate the middleman on many excavation and road construction projects."

Ground Zero acquired its first pit in 2007 and opened a small screening and crushing operation. It expanded in 2011 with the addition of a second facility and began doing massive crushing for road jobs. The firm added its third site in 2015 – a wash plant that makes concrete sands.

With a trio of pits, the company moves a total of 500,000 tons of material a year, ranging from

A Ground Zero Services operator puts the company's Komatsu D65PX dozer to work grading a road project in Mankato, Minn.

▶ **VIDEO**





► VIDEO

Larry Lewis, an operator at Ground Zero Services, uses the company's new Komatsu *intelligent Machine Control* D51PXi dozer to grade a holding pond. "We were doing final grade at full speed and kept our cut on-grade," said Lewis.

encasement sand and three-quarter-inch wash rock for sewer lines to inch-and-a-half crushed rock, riprap and Class 5 aggregates. Ground Zero's facilities crush and recycle concrete and asphalt as well. Altogether, the aggregate operation keeps a fleet of 17 semitrucks busy throughout the year.

"The aggregate and crushing part of the company accounts for approximately 30 percent of our work annually, which is equal to our earthmoving division," said Kuester. "Once we added those elements, it took us to another level. It makes us a lot more appealing to customers since we have so much control of our quality and time lines."

Kuester seeks out projects that combine his earthwork and aggregate divisions. Ground Zero performs initial excavation to ready a site for utility installation, removing material from the location either to another jobsite or to one of the firm's pits. The company brings its own material for road construction and will perform paving.

"Everything goes hand-in-hand," detailed Kuester. "We do it all except make asphalt, although we typically work with those companies. We sell them aggregate and buy the asphalt from them. It's worked well for us."

Komatsu advantage

Another decision that Kuester needed to make when he started Ground Zero was how to build his equipment fleet. After initially picking up inexpensive used equipment to get started, he was able upgrade his fleet as the company grew. To accomplish that, he turned to Road Machinery & Supplies Co. and Sales Rep Jeff Bistodeau.



► VIDEO

"We compared equipment, and it was apparent that Komatsu was the best option for us," recalled Kuester. "The equipment is great, and the support that we get from RMS and Jeff has been even better. They treat us like we're their largest customer."

Ground Zero's Komatsu PC210LC excavator exemplifies the reasons why Kuester continues to choose Komatsu products.

"We bought our PC210 two years ago, and it's been a workhorse," he reported. "We can dig footings, load trucks and perform mass excavation. Komatsus are quick and responsive, and they always work. The other thing we love is their fuel efficiency. We can load trucks all day and not have to fill up with fuel. It's unbelievable."

In addition to the PC210, the company also has three Komatsu D65PX dozers and a D85EX dozer.

"The dozers provide amazing visibility, and they have a lot of power behind them," stated

Using a Komatsu PC400LC excavator and an HM300 articulated truck, this Ground Zero Services crew performs mass excavation on an 800- by 800-foot holding pond in New Sweden, Minn.

Continued . . .

Operators love the new D51PXi dozer

... continued

Kuester. "They have air conditioning, quiet cabs and a smooth ride. In the old days, you'd get off a machine and be lucky to make it to your truck because you were so exhausted. Now, I feel like I can still do other things after working all day."

Ground Zero also uses four WA500 wheel loaders in its quarries and a GD655 motor grader.

"The loaders can really move some material; they are awesome," said Kuester. "The GD655

has been one of our favorite machines. It's like Komatsu took all the stuff an operator could dream up and applied it to the machine. The view to the blade from the cab is unbeatable, and the automatic-style transmission is always in the right gear."

Kuester trusts RMS and Bistodeau's advice when it comes to machinery. "Jeff does a great job of getting us the right machine, whether it's a sale or rental. We rent a lot of machines, mainly articulated trucks for the summer season. Jeff and RMS have always been honest and recommended equipment that made sense for our business."

The first of many

The future is now for Ground Zero's equipment fleet as the company purchased its first Komatsu *intelligent* Machine Control piece, a D51PXi dozer, in September.

"I ran the D51PXi at Komatsu's Demo Days in Cartersville, Ga., and I wanted one as soon as possible," stated Kuester. "Jeff got us the dozer and RMS Technology Solutions Expert Chris Potter did a training with our operators on the technology, and they picked up on it quickly."

"We used it at the holding pond project in New Sweden for final grade and side slopes, and the results were amazing," he added. "In the short time we've had it, we've been impressed. The operators love it. It's what we hope is the first of many *intelligent* Machine Control pieces."

Looking ahead

Kuester knows that the success of his company in the years to come will rely largely on his employees.

"We have terrific people here, and they are the reason we're at this point," Kuester shared. "From the employees in the field to our management staff, we've got a great group. We take pride in treating our people well – with pay, vacation, nice equipment and everything. We listen to them, and I wouldn't ask them to do anything that I wouldn't do."

"We're at a good size right now," he said. "We have the flexibility to handle a lot of projects and still keep that small-company feel. I know the people who work here personally; we finish on time and have complete quality control. We've built our reputation on that, and I'm proud of it." ■

A Ground Zero Services operator uses a Komatsu PC210 excavator to fill one of the company's 17 trucks with dirt. "We bought our PC210 two years ago, and it's been a workhorse," said President Jason Kuester. "We can load trucks all day and not have to fill up with fuel. It's unbelievable."



► VIDEO

In New Ulm, Minn., a Ground Zero Services operator breaks ground on a new parking lot with a Komatsu PC138USLC excavator.



At its aggregate plant in Courtland, Minn., this Ground Zero Services operator uses a Komatsu WA500 wheel loader to fill its crushing and screening plant. "The loaders can really move some material; they are awesome," said President Jason Kuester.

► VIDEO





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CONSTRUCTION GOES HIGH TECH

Wearable technology that monitors health, safety, jobsite data gains prominence

Editor's note:

This article is about changes taking place in the industries we serve.

It is for information only and is not intended to promote any particular product or brand.

Wearable technology such as "smart watches" is now widely used in the construction industry. Companies are developing items like smart safety vests and hard hats, that are specifically related to the industry.

Nearly a decade ago, the use of electronic devices to transmit information about equipment operation earned widespread acceptance throughout the construction industry. Now called "telematics," it was first used for tracking equipment. Data collected from machinery in this manner is beneficial in several ways. For example, companies can use telematics to detect a production problem and adjust practices to correct the issue. They might track individual operators and help those who need additional training on how to best utilize a machine or when to shut it down rather than letting it idle.

In its earliest inception, telematics offered information such as location and fuel usage. Throughout the years, manufacturers have built upon that rudimentary data, and their telematics now offer more comprehensive tracking, which includes everything from production numbers to a machine's health.

But, what about the health and safety of workers? There are ways to monitor those critical items as well, with the use of wearable technology.

At approximately the same time as machine telematics began earning favor, the advent of wearable tech occurred. Most people are familiar with it, thanks, in large part, to devices such as "smart watches" and fitness trackers that monitor everything from steps taken to heart rate to the number of calories the wearer consumes. A global forecast from CCS Insight predicts the wearables market will be worth \$25 billion by 2019. According to the article, "Invest in Wearables for Increased Worker Safety," posted on CONEXPO-CON/AGG's website, the global protective work-wear market will grow at a rate of nearly 5 percent in the next four years.

"The construction industry has always seen the potential of wearable technology to improve safety and increase productivity," wrote Sarah Falk in her piece "Top Wearable Technology to Watch for in 2017," which appears at esub.com. "However, the difficulty of implementation posed a challenge that affected adoption by the construction industry. Suppliers of wearable technology have responded to this barrier and are now trying to make construction wearables feasible for any construction company. To do so, suppliers of wearable technology must ensure that the equipment is affordable, easily transferable from worker to worker and user-friendly. As suppliers continue to improve their products to fit the needs of the construction industry, widespread adoption...is expected to grow exponentially."

Falk states in her article that advancements in wearable technology will impact the construction industry in a number of ways, with safety and productivity as the primary factors. She notes that wearables' ability to monitor and report biometrics and dangerous





The smart helmet is a type of wearable technology that could become common on jobsites. One company, DAQRI, designed a wearable with a processor for multimedia and augmented reality. Its heads-up visor display allows instructions and jobsite models to be superimposed in their real-world environment, allowing the wearer to see how a future finished project will look upon completion. Photo courtesy of DAQRI.

environmental conditions provides a more immediate response to safety issues.

“Wearable technology will also increase productivity in construction by allowing each worker to have the most accurate and detailed information at his or her fingertips at all times,” Falk wrote. “According to Rackspace, wearable technology in the construction industry can increase productivity by 8.5 percent. Wearable technology allows all team members to be in constant communication and eliminates any information discrepancies between team members.”

Health-monitoring options

Information from wearable devices, such as fitness trackers, is useful for helping people make better lifestyle choices and eliminate detrimental habits. The construction industry hopes for the same with wearable technology, such as smart hard hats and safety vests, that can monitor and track everything from workers’ whereabouts to practices they use to perform specific tasks to their current health data.

“Heart rate, body temperature, perspiration levels, geophysical location, time in motion and even EEG brain waves are being incorporated into wearable construction technologies designed to improve workers’ safety, boost productivity and comfort as well as generate valuable human behavioral data for optimizing

jobsites large and small,” noted Tyler Riddell in his *esub.com* article “Wearable Devices Bring Human Data to the Connected Jobsite.”

“Born partly from the global success of Fitbit® ... hardware and software engineers see enormous market opportunity for wearables in the construction industry as contractors look to leverage the technology for keeping jobsites working safely and smoothly,” he continued.

Researchers at Virginia Tech University have been working on a safety vest that will alert road construction workers if a car is approaching a construction zone too quickly or too closely, hopefully giving workers time to avoid a potentially deadly situation. Other vests may offer built-in systems to keep workers cool during hot weather or warm them up in frigid temperatures, alert co-workers if someone trips or falls and more.

Hard hats, glasses and goggles

Several other devices that fit under the construction wearable technology umbrella, and perhaps the most easily noticed is a smart hard hat.

One company, DAQRI, designed a wearable that includes a processor for multimedia and augmented reality (AR). The company’s website says its Smart Helmet® with a heads-up visor can display instructions and jobsite models that are superimposed in a real-world environment.

Continued . . .

Wearables help recruit, retain talent

...continued

This allows the wearer to see how a future finished project will look upon completion. The device can also record video and alert the wearer, if it detects a problem. Other manufacturers have created eyewear, such as glasses that offer similar functions and features as the Smart Helmet visor display, to pair with traditional hardhats.

Another area not necessarily considered in the wearable category for construction, but perhaps that should be, is virtual reality (VR). Several companies are developing VR goggles for uses such as operator training and jobsite modeling.

Transparency is vital

Wearable technology is not without its detractors. There are those who see it as another way that “Big Brother” is watching and fear that data collected could be used against them. The argument is something that the construction industry will need to address as technology continues to advance.

In her article, “With Wearable Tech, Trust is Paramount,” author Susannah Levine quotes several experts who say that businesses should have clear intentions for utilizing wearables.

“The degree to which companies can successfully collect data pivots on trust,” Levin writes. Her article goes on to quote

Lockton Companies Vice President, Risk Control Consulting Practice Leader Bill Spiers, “Companies must be transparent about what data they’re collecting and how they will use it.”

Levin’s piece also notes that Spiers calls pre-loss data technologies ‘exciting tools to prevent injury’ but sees potential for litigation if they’re misused.

That fear, along with costs, may make some organizations hesitant to invest in wearable technology right away. In the article “Top 6 Wearables for Safety at the Jobsite,” which appears on CONEXPO’s website, Hagen Business Solutions Owner Carol Hagen suggests that companies should consider the learning curve, what competitive advantage the tech offers in the short term and what is the long-term future, if a business buys into wearables.

“You may find these technologies not only win you more work and increase productivity, but also make it easier to recruit and retain talent with measurable workforce development benefits,” Hagen said, adding, “Measurable results may change more than the work environment; they can make the priorities obvious. The ability of technologies to share data, identify actionable items and create a continuous improvement loop can make the industry safer and leaner.” ■

While not necessarily in the wearable category, virtual-reality goggles can provide the wearer with jobsite models, and can be used for operator training.



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POOR PATHWAYS

TRIP report highlights significant deficiencies in America's rural roads, bridges

More than half of America's rural roads and bridges are significantly deficient, according to a report from TRIP, a non-profit transportation research group. Fifteen percent of such roads are rated poor, 21 percent are considered mediocre and 16 percent are deemed in fair condition.

The report, "Rural Connections: Challenges and Opportunities in America's Heartland," notes that 10 percent of rural bridges are structurally deficient, meaning there is extensive deterioration to their major components.

"Rural roads are overlooked far too often. With fatalities rising, repair and maintenance of the nation's roads must be a top priority

for legislators," said Kathleen Bower, AAA Senior Vice President of Public Affairs and International Relations upon the report's release. "By investing in improvements for today and tomorrow, we can deliver safer experiences for motorists and save tens of thousands of lives."

TRIP's data found that crashes and fatalities on rural non-interstate roads are disproportionately high, occurring at a rate more than two-and-one-half times greater than on other roads. In 2015, such roads had a traffic fatality rate of 2.18 deaths for every 100 million vehicle miles traveled, compared to 0.83 deaths on all other types of roads.

Smallest state in dubious spot

Rhode Island ranked first in roads with poor conditions at more than 41 percent. It also tied with Iowa and Pennsylvania for the largest percentage of structurally deficient bridges at 22 percent. At 3.82 fatalities per 100 million vehicle miles traveled, South Carolina was first in that category.

"The safety and quality of life in America's small communities and rural areas, as well as the health of the nation's economy, ride on our rural transportation system," said Will Wilkins, Executive Director of TRIP. "The nation's rural roads and bridges provide crucial links from farm to market; move manufactured and energy products; and provide access to countless tourism, social and recreational destinations. Fixing the federal Highway Trust Fund with a long-term, sustainable source of revenue that supports the transportation investment needed will be crucial to the modernization of our rural transportation system." ■

A substantial number of America's rural roads and bridges are structurally deficient or in poor shape, according to a recent report from non-profit transportation research group TRIP. The organization is calling on lawmakers to find a long-term funding solution.





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020

A CLOSER LOOK

NEW WA200-8 WHEEL LOADER

Parallel-lift linkage, change-on-the-fly coupler provide versatility

One machine, multiple applications. That's what Komatsu's versatile new WA200-8 wheel loader provides as the all-around performer handles tasks on construction sites, farms, saw mills and warehouses among others, with ease.

With parallel-lift linkage and high breakout force, the WA200-8 tackles everything from pallet handling to hard digging. Equipped with a 126-horsepower Tier 4 Final engine, it's also more fuel-efficient, reducing consumption by up to 4 percent in V-cycle and load-and-carry applications.

The WA200-8 has a fourth-generation hydrostatic drivetrain with variable traction control, and its S-mode delivers excellent traction control to reduce wheel spin in snowy, icy or slippery conditions.

"An available hydraulic coupler lets you swap attachments quickly, so moving bales, loading pallets or mixing feed can be done with ease," said Frank Nyquist, Komatsu Product Manager. "The WA200-8 also offers a massive upgrade in operator comfort, with a high-back, heated, air-suspension seat that softens machine vibration."

Dialing in the right speed

A mechanism on the right-hand console easily controls creeping in first gear, allowing the operator to dial in travel speeds from 3.2 to 8.9 miles per hour. This feature is ideal for running attachments such as brooms.

Operators can select modes through the 7-inch, LCD color monitor, which also indicates vital data such as diesel exhaust fluid (DEF) level, fuel consumption and performance information collected and sorted by operator ID. Field and

office personnel can track the same information with Komatsu's KOMTRAX telematics system via computer, tablet or a smartphone app.

"Scheduled factory maintenance is complimentary with the Komatsu CARE program for the first three years or 2,000 hours, and each service interval includes a 50-point inspection," said Nyquist, noting that Komatsu provides two complimentary selective catalytic reduction maintenance services and DEF tank flushes in the first five years. "Komatsu CARE lowers ownership costs, raises resale value and improves equipment uptime and availability." ■



Frank Nyquist,
Komatsu Product
Manager

Quick Specs on Komatsu's WA200-8 Wheel Loader

Model	Net Horsepower	Operating Weight	Bucket Capacity
WA200-8	126 hp	25,827-26,489 lbs	2.6-3.1 cu yds

Komatsu's new WA200-8 wheel loader features a parallel-lift linkage and impressive breakout force that make it a versatile jobsite tool. With a change-on-the-fly coupler, operators can quickly go from buckets to forks and back for pallet handling, digging, backfilling and much more.





HD325-8



HD405-8

UPDATED TRUCK MODELS

Komatsu Traction Control System improves production; engine lowers fuel consumption



Rob McMahon,
Komatsu Product
Marketing Manager

Every new Komatsu product provides upgrades and enhancements, and the rigid-frame HD325-8 and HD405-8 trucks continue the tradition with a higher-horsepower engine and a Komatsu Traction Control System (KTCS) that improve productivity. The trucks replace the Dash-7 models with a 514-net-horsepower Tier 4 Final engine that also lowers fuel consumption by as much as 9 percent for the HD325-8 and up to 6 percent for the HD405-8, compared to their predecessors.

The now-standard KTCS automatically applies independent brake assemblies to

achieve optimum traction in varying ground conditions. Because the system operates without the need for differential lock-up, steering performance is maintained.

Additional new standard features include better cab access with sloped stairs and handrails in front that replace the previous ladder configuration. The quiet cab has a 7-inch, LCD color monitor, as well as a dedicated rearview monitor and a premium heated and ventilated operator’s seat with air suspension. Enhanced, integrated payload-meter data is available on the main monitor and remotely via the web. Tire size for the HD405-8 increased from 18.00 R33 to 21.00 R33 for extended-wear properties.

Quick Specs on Komatsu’s HD325-8 and HD405-8 Trucks			
Model	Net Horsepower	Gross Vehicle Weight	Payload Capacity
HD325-8	514 hp	155,999 lbs	40.3 tons
HD405-8	514 hp	170,671 lbs	44.1 tons

Komatsu’s new HD325-8 and HD405-8 rigid-frame trucks feature higher horsepower engines and a Komatsu Traction Control System (KTCS) that improve productivity. KTCS automatically applies independent brake assemblies to achieve optimum traction in varying ground conditions.

Modes to optimize performance

As with previous models, the HD325-8 and HD405-8 have Komatsu Advanced Transmission with Optimum Modulation Control Systems (K-ATOMiCS) that adjust shifting performance according to demand, providing a more comfortable ride and reduced material spillage. Automatic Retard Speed Control maintains a selected downhill travel speed – rather than engine RPM – that is appropriate for the grade. Power and Economy modes allow the operator to optimize the performance required for operation.

“The updated truck models retained their industry-leading steering performance and retarding capacity for maximum production,” said Rob McMahon, Komatsu Product Marketing Manager. “The addition of Komatsu’s latest fuel-saving technologies and the all-new cab lower the cost to maximize production and significantly enhance operator comfort at the same time.” ■



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026



NEW MINING-CLASS DOZER

D375A-8 delivers with 20 percent more horsepower in reverse



Joe Sollitt,
Komatsu Product
Manager

Dozer operators know that faster cycle times improve production. Komatsu’s new D375A-8 dozer boosts productivity thanks to a Tier 4 Final engine that delivers 20 percent greater horsepower in reverse, allowing users to make more passes and move a greater amount of material with each shift.

The powerful engine creates 609 net horsepower in the forward direction and 748 net horsepower in reverse. A three-speed transmission with an automatically engaging

lockup torque converter advances fuel efficiency and provides faster ground speed during long pushes.

“Whether it’s reclamation, large construction or production mining applications, the D375A-8 is the right machine for the job,” said Komatsu Product Manager Joe Sollitt. “Durability improvements to this new model lower the total cost of ownership while the more powerful Tier 4 engine significantly increases performance and production.”

The mining-class D375A-8 dozer comes with structural enhancements for better durability of the mainframe and track frame. It also features an enhanced suspended undercarriage, larger viscous cab mounts and a new air-suspension heated and ventilated seat for overall operator comfort.

Single-link blade support, larger trunnion

Additional performance upgrades include a new single-link blade support and larger trunnion bearings that reduce maintenance, increase blade stiffness and minimize blade shake. Improved visibility to the cutting edge and ripper point, blade auto-pitch, ripper auto-return and shoe-slip control reduce operator fatigue and ramp up productivity.

“The changes to the undercarriage, cab suspension and operator interface will make D375A-8 operators more comfortable and effective throughout their shifts,” said Sollitt. “We encourage anyone needing a larger dozer to check it out and see the benefits.” ■

Quick Specs on Komatsu’s D375A-8 Dozer

Model	Net Horsepower	Operating Weight	Blade Capacity
D375A-8	609 hp	165,655 lbs	28.8 cu yds

Komatsu’s new D375A-8 dozer yields 20 percent more horsepower while the machine is in reverse for faster cycle times that improve productivity. A three-speed transmission with an automatically engaging lockup torque converter increases fuel efficiency and provides faster ground speed during long pushes.



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018

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027



Discover more

POWER AND PERFORMANCE

All new forwarder lineup boosts productivity and broadens product range

Each forestry job is unique, and that's why Komatsu carries an extensive lineup of products to handle a wide variety of logging applications. To up the ante, there are now four new Tier 4 Final forwarders that increase performance, operator comfort, convenience and serviceability, compared to predecessor Tier 4 Interim models.

"We've significantly upgraded our former three-model forwarder lineup to provide increased productivity," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "Plus, we now have a model in the smaller size range, which gives us additional market coverage."

New 855, 875, and 895 forwarders replace the 855.1, 865 and 895, and deliver 9 to 15 percent greater horsepower. The 875 and 895 also produce 9 percent more engine torque, and all models offer lower fuel consumption. The 845 model makes its debut in the 12 metric-ton (13.2 US) payload class.

Along with increased horsepower, the engines feature high-torque backup, high-capacity cooling systems and lower noise levels for greater performance and production. A new front blade arm design improves front-end ground clearance.

Greater tractive effort

Komatsu enhanced rough-terrain capability with larger hydrostatic transmission (HST) pumps and/or motors producing 3 to 11 percent greater tractive effort. The intelligent HST control unit continually responds to changes in terrain, load, engine power output and crane usage. This HST combines with the proven Komatsu Comfort Bogie system – which has high portal offset, +/-42-degree articulated steering, more than 1-inch greater ground clearance and a V-shaped, high-strength steel-frame bottom – to create the ideal combination of traction, speed, maneuverability and comfort in all driving conditions.

The rugged, updated Komatsu F-series family of parallel cranes on the forwarders feature high lifting and slewing torque for excellent productivity. The 875 has 14 percent more lifting torque and 32 percent more slewing torque, and the 895 has best-in-class lifting and slewing torque. Komatsu's exclusive ProTec system provides outstanding grapple hose protection for increased reliability.



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Continued . . .



The new Komatsu 845, 855, 875 and 895 Tier 4 Final forwarders have rated payload capacities of 12, 14, 16 and 20 metric tons, respectively.

Taking it to the next level

... continued

A new, more robust FlexBunk system, with multiple frame lengths, optimizes the load space to further maximize productivity. Two rugged headboards are available in the new lineup. The latest version of Komatsu's patented FlexGate headboard, which "flexes" if hit by the crane or a log, is standard on the 845 and 895, and it's optional on the 855. Komatsu's proven fixed headboard with hydraulic telescopic upper gate is standard on the 855 and 875.



The 845 forwarder is Komatsu's new entry into the 12-metric-ton-capacity class. It offers the latest version of Komatsu's patented, rugged FlexGate headboard, which "flexes" if hit by the crane or a log (also standard on the 895 and optional on the 855).

Quick Specs on Komatsu's Four-Model Forwarder Family

Model	Net Horsepower	Operating Weight	Payload Capacity
845	188 hp	36,957 lbs	12 metric tons (13.2 US)
855	228 hp	39,683 lbs	14 metric tons (15.4 US)
875	248 hp	43,872 lbs	16 metric tons (17.6 US)
895	282 hp	51,588 lbs	20 metric tons (22.0 US)

Komatsu's new 875 forwarder is unique with a 16-metric-ton-capacity, and has 15 percent greater horsepower and a new, more powerful 145F crane compared to the prior 865 it replaces.



Improved operator comfort and convenience

A premium modern cab serves as the center point for exceptional operator comfort and convenience. Large windows deliver outstanding 360-degree and upward/downward line-of-sight visibility, giving the operator a "widescreen" working view. Fourteen powerful LED working lights give excellent illumination for improved productivity in low-light conditions.

An air-suspension, air-vented seat; fully adjustable ergonomic armrests and hand controls; and an automatic, four-season climate-control system, keep the operator comfortable in all working conditions. The spacious cab has multiple covered and open storage areas, including separate heating/cooling boxes for food and beverages in the 855, 875 and 895 (optional on the 845). The unique Komatsu Comfort Ride hydraulic cab suspension system option on the 855, 875 and 895 greatly reduces operator fatigue via its smooth-ride characteristics.

A new, more powerful computer and Komatsu's advanced MaxiXplorer control and information system allow the operator to track production, machine functions and status, as well as adjust machine settings. A deluxe AM/FM/CD/MP3 stereo radio with Aux/USB, Bluetooth and hands-free microphone, comes standard.

Ground-level maintenance and service

All daily maintenance checks and service points can be performed at ground level. Filters are now vertically mounted to minimize spills and simplify replacement. The electrically actuated hood tilts 90 degrees to give full access and serves as a work platform (manually actuated hood on the 845). Separate hydraulic tank and crane service platforms allow easy access to these component areas. Eight service hatches under the front and rear frames offer excellent drivetrain component access.

"The product upgrades take us to the next level," said Yolitz. "The additional 845 model allows us to serve more of the market. We encourage anyone looking for a new forwarder to check these out. They will find that these forwarders provide exceptional, superior production." ■

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TOUGH AND EFFICIENT

Atlas Copco's new PowerRoc T45 surface rig optimizes fuel efficiency

Power to consistently tackle tough jobs day in and day out is essential for companies that rely on drills. Atlas Copco's new PowerRoc T45 tophammer drill provides that and more with fuel-efficient features such as its Power Eco function and effective engine speed options.

The PowerRoc T45 has an extendable boom, making it a versatile rig designed to drill holes ranging from 3 to 5 inches in diameter on construction sites, as well as in cement, limestone and aggregate quarries.

The Strata-Sense® System automatically controls the rock drill power level, feed force and rotation torque in response to changing rock conditions. Even in demanding applications the drill is smooth with fully progressive anti-jam and auto-collaring to ensure reliable and efficient drilling. Rebound energy is controlled by the rock drill cycle to reduce thread wear and improve overall accessory life.

For greater dependability and penetration rate, the PowerRoc T45 is equipped with a 175 l/s air compressor and a durable, standard rock drill. The rig's handling system allows the operator to select the proper rod in the carousel to eliminate unexpected downtime due to rod failure.

Power Eco function adaptability

With the engine's Power Eco function, the rig can be adapted to suit harder or softer rock conditions to save on fuel costs – both in terms of money and environmental impact. By choosing the optimal engine speed to get the job done – 2,000, 2,100 or 2,200 rpm – fuel consumption can be reduced by up to 10 percent.

The rig's straightforward, modern design makes it easy and economical to maintain, for

greater uptime and productivity. Hoses and electric components are managed and clearly marked, and all vital service points are within arm's reach for easy maintenance.

"The configuration of the PowerRoc T45, such as the rock drill and the compressor, makes it a strong, reliable rig," said Atlas Copco Product Manager Masanori Kogushi. "The variable engine helps to conserve energy without compromising the rig's penetration power." ■

The PowerRoc T45 has an extendable boom, making it a versatile rig designed to drill holes ranging from 3 to 5 inches in diameter on construction sites, as well as in cement, limestone and aggregate quarries.



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MEETING YOUR SPECIFIC NEEDS

Real help and a variety of options for financing more than equipment are available, says Komatsu executive

QUESTION: From a customer's point of view, what makes Komatsu Financial an option to consider when looking for financing?

ANSWER: We have competitive rates and options, and we are also unique in that everything we do is related to equipment. Komatsu Financial understands the construction industry and our customers better than other lenders who finance everything from homes to cars, etc. We know there may be times when a customer's business drops due to weather or other unforeseen circumstances, which may affect cash flow. Our goal is to find solutions that allow customers to keep the machinery until they are in a better financial position.

We also offer financing for Komatsu Certified and other types of used machines. Additionally, we will finance parts and service. If customers need repairs but don't have the funds on-hand to pay for them, they can have the machines fixed, and we will work with them on payment terms.

Other lenders may not be willing to go that extra mile, and because we are, Komatsu Financial has developed many repeat customers throughout the years.

QUESTION: Where does the process to finance a Komatsu machine begin?

ANSWER: Fortunately, we have a very strong distributor network with excellent finance managers at each location. If customers want to lease, buy or rent, they should start a conversation with their local sales representative and finance manager. More than likely, they will refer customers to Komatsu Financial.

Continued . . .



**Rich Fikis, President,
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.

Rich Fikis joined Komatsu Financial upon graduation from Illinois Wesleyan University in Bloomington where he played both football and baseball. With a degree in accounting, the West Chicago native began his career in collections with Komatsu Financial. Fikis believes that financing is about more than simply lending someone money to buy or lease equipment.

"I started in underwriting in August 2001, right before the economy took a major hit," recalled Fikis. "I learned a lot during that downturn, about helping customers by creatively structuring and restructuring deals, so they could continue to keep their machines and their operations going. That built bonds, relationships and loyalty, which continue today. Ultimately, I learned this is a people business."

Fikis spent four years in collections before moving into credit and then to a regional manager position. Approximately three years ago, he took a role in financial planning and analysis (FP&A) for Komatsu America.

"FP&A gave me a different perspective of the construction and mining markets and was a really good angle for me to see the company from," said Fikis. "It was excellent experience, and combined with my previous positions, prepared me well for this new role as president of Komatsu Financial, which I moved into a few months ago."

Rich and his wife, Tami, have three sons who are active in sports, so he does a little coaching, and they enjoy attending their boys' athletic events.

Willing to go the extra mile for customers

... continued



Komatsu Financial provides competitive rates and terms to finance purchases and leases.

In addition to equipment, Komatsu Financial offers parts and service financing.



QUESTION: What percentage of your business is repeat?

ANSWER: Seventy plus. Customers with whom we have longstanding relationships and who have a solid history of on-time payments and credit are often approved nearly instantaneously when they want to finance another machine.

The balance of our business comes from new customers. We take great pride in attracting and building relationships with them, too. Typically, we can provide answers to their financing inquiries within a day.

QUESTION: What are the most popular financing terms for machinery?

ANSWER: Zero percent interest for 36 months has become somewhat of an industry standard, but every situation is different. In many cases, that may not be the best option. A customer may need or want a longer or shorter financing period. Our aim is to provide rates and terms to best suit each case. If necessary, we can look at customized plans. We're flexible and willing to do whatever we can to ensure that customers have what they need to be productive and profitable. ■

More than 80 percent of all new Komatsu equipment sold in North America is financed by Komatsu Financial. Nearly 70 percent of Komatsu Financial's business is from repeat customers.



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A SOURCE FOR SOLUTIONS

Komatsu's Business Solutions Group offers customers bottom-line ideas to improve their operations

Making good business decisions is essential to the success of any business. That is particularly true with those relative to matching the right machines to the jobs done by construction equipment.

To help answer the real-world questions involved in finalizing those choices, Komatsu created the Business Solutions Group two years ago. Since then, the group has studied, considered alternatives and provided recommendations to support customers as well as Komatsu distributors and corporate personnel. Now, the group is seeking more customer questions to ponder.

"Our goal is to offer bottom-line tactics that improve production and efficiency," said Director Ken Calvert, emphasizing there is no charge for this service. "We assist all types of companies, large or small. For example, we might work with customers to determine if they have the right size machines for loading trucks in a quarry application or talk about fleet optimization."

Deputy Director Matt Beinlich shared that the group has developed a list of "common cases" it has tackled for customers. Helping provide solutions to these typical concerns gives the Business Solutions Group examples to draw from when helping customers with similar questions.

"We have identified and labeled six common cases, including what we call Goldilocks," said Beinlich. "That category focuses on customers who are looking for just the right size machine; one that's not too big or too small. Another is Sweet Spot, which answers the question of 'When am I putting more money into my machine than it's worth?'"

Putting experience to work

Additional common cases and the questions they address include: Bottlenecks – Are my loaders waiting on trucks or vice versa? Chicken or the egg – Are my operators or the application harder on the machines? Compatibility – What's the most efficient match between my loading and hauling equipment? What ifs – I wonder what would happen if...?

"Each customer is unique, but they may face a challenge or scenario similar to another, and our experience can help in making recommendations," said Calvert. "The Business Solutions Group is committed to helping companies improve their operations and bottom lines. We encourage customers to get in touch their distributors, who, in turn, can contact us to set up times to meet and discuss their challenges." ■

Komatsu's Business Solutions Group offers several services and has identified six common cases. "Our goal is to provide bottom-line tactics that improve production and efficiency," said Director Ken Calvert.



Ken Calvert,
Director, Business
Solutions Group



Matt Beinlich,
Deputy Director,
Business Solutions
Group



NEW PRODUCT LINE

Komatsu General Construction undercarriage provides an additional replacement option



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

The Komatsu Genuine Undercarriage line expanded in 2015 with the introduction of the General Construction (GC) product, which offers customers a new undercarriage replacement option. Jim Funk, Komatsu Senior Product Manager – Undercarriage, said the GC undercarriage is an excellent choice.

The initial release of the GC product line was specific to value-priced, track-link assemblies for PC200 and PC300 series excavators. Starting in late 2017 and in early 2018, the GC line will expand to dozers, with link assemblies available for the D51, D61 and D65 models.

“We place a strong emphasis on customer engagement, and as a result, we gain a lot of great feedback,” said Funk. “This dialogue helps us stay in touch with customers’ needs and identify where we have gaps. Our GC offering fits an area that we did not have in the past. For those customers who are evaluating production and are looking at their replacement undercarriage options in a variety of ways, we now have

another competitive-priced offering with a Komatsu Genuine Undercarriage that provides the best assurance coverage in the industry and the full support of their Komatsu distributors.”

High-quality standards

Funk emphasized that the competitively priced GC components are designed and built to the same high-quality standards as all Komatsu Genuine Undercarriage parts. The heat-treating process and hardness levels match other options available for similar machines. All GC components are interchangeable with non-GC parts, giving customers peace-of-mind that they are built to last as well as ensuring a proper fit.

“We are excited about this addition to our Komatsu Genuine Undercarriage line and hope this new product shows that Komatsu and Komatsu distributors have a breadth of products and a range of options to serve as a complete source for all undercarriage needs, no matter the status of the machine or where it may be in its life cycle,” said Funk. ■

Komatsu General Construction replacement undercarriage provides an assembly that is a direct fit for PC200 and PC300 series excavators as well as D51, D61 and D65 dozers. They are precision-machined and go through a heat-treating process to match the hardness depth to the standard links of a new machine.



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SAFETY NEVER GOES OUT OF STYLE

Personal protection is about more than wearing a hard hat and vest



Kirstyn Quandt,
Communications
Manager, NCCER

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If you are unfamiliar with the construction industry, you may assume that a sturdy pair of boots, hard hat and well-equipped tool belt constitute proper safety on the jobsite. And, while all of the above are very important steps on a craft professional's daily checklist, there are many additional precautions to take.

In the past few months, I have become well-versed about proper personal-protective equipment, and when I see someone not properly tied off or without their gloves, safety glasses, etc., I cringe a little on the inside. While safety is critical in all aspects of life, it is an integral part of the construction industry. Just look at any jobsite and it is clear the profession necessitates immense focus. Safety dictates the quality of work produced, and it also directly affects the lives of the men and women on the jobsite, surrounding communities and every individual who sets foot in the structure thereafter.

A hard hat and safety vest are critical pieces of personal protection on the jobsite, but Kirstyn Quandt, Communications Manager for NCCER, says they are only part of the equation. She encourages everyone to take proper precautions, such as planning, tying off, and wearing gloves and safety glasses to prevent personal injury.

Multitasking to blame?

Unfortunately, we live in a fast-paced society. Our simplest wishes are granted and delivered right to our doorstep, and it's easy to lose sight of proper precautions. In an Occupational Health and Safety article, "Building a Culture of Safety at Construction Companies," Jim Stanley wrote, "Multitasking has evolved from a talent to a necessity to maintain the pace of everyday productivity."

Interestingly enough, this article was written in 2010 and, if anything, society has become even more reliant on multitasking. You're driving down the road and someone is scarfing down a half-pound burger as he drives while also adjusting his GPS, or you head to the gym and catch sight of a woman running on the treadmill in jeans and flip-flops as she FaceTimes her best friend. At times it's scary to step back from the craziness of our everyday lives and take an honest look at the unsafe habits we have all become accustomed to.

If you recall the monumental lessons learned in life, there is almost always a safety warning put in place that hopefully changes your actions and thought processes moving forward. "Wear your seat belt." "Don't run with scissors." The list goes on and on.

I encourage you to pause and reflect on the first time you carelessly reached into the oven without a mitt. Whether your mind was too consumed with the task on your list, or you thought your newly acquired superpowers could deflect the heat, we've all done it. What's important is taking that same sense of overwhelming precaution that washes over us from the next few minutes and channeling it into our everyday work because in several industries, including construction, there are many people who depend on it. ■



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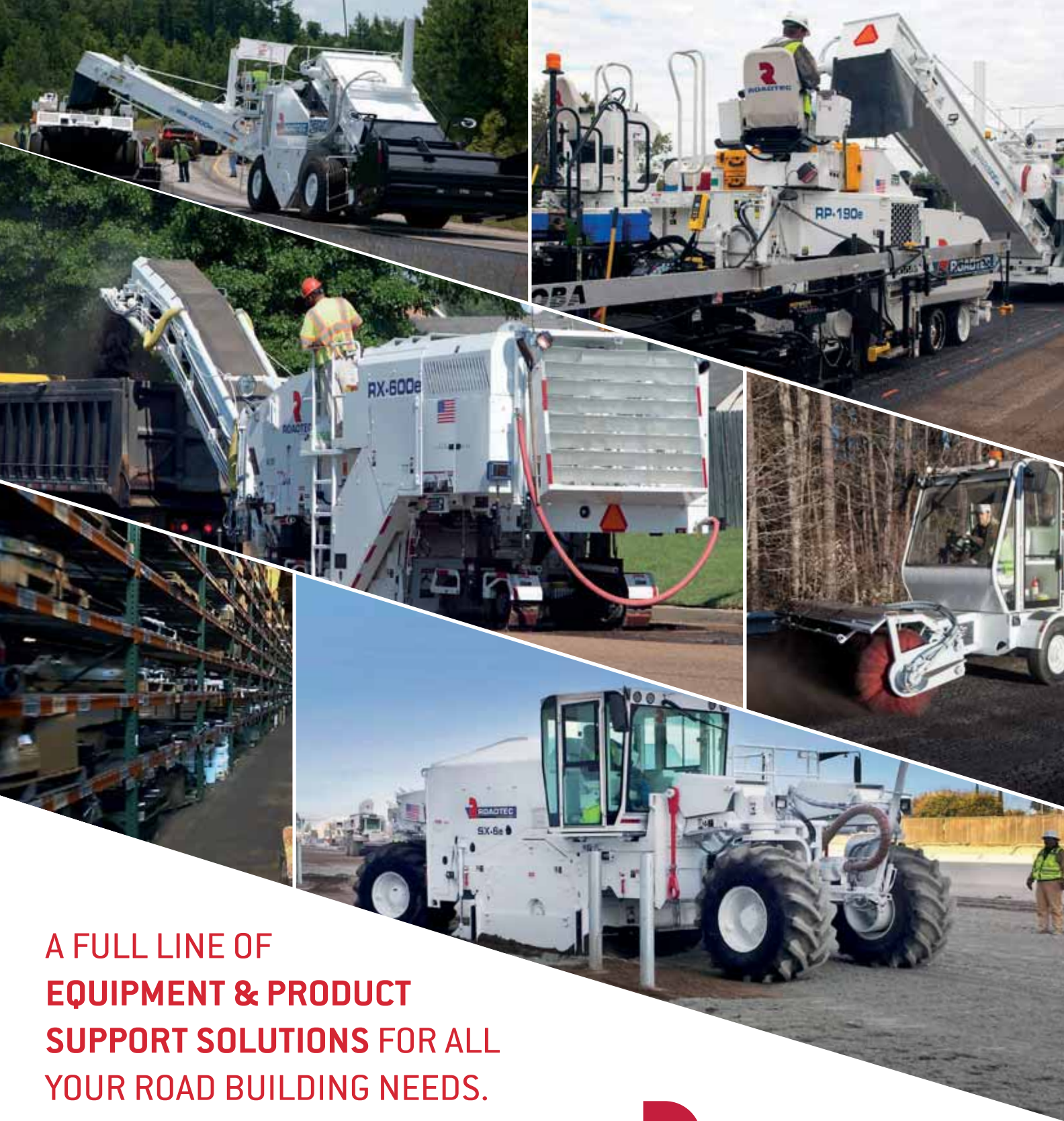


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Komatsu donates and matches contributions to help hurricane victims

Komatsu America has pledged \$250,000 to the American Red Cross in support of hurricane relief efforts. It will also match dollar-for-dollar, all contributions made by Komatsu America employees and subsidiary-company employees, including Komatsu Financial, Komatsu Mining, Modular Mining Systems, Hensley Industries and Komatsu Forklift.

The corporation noted that among manufacturing and foundry plants, distributors and other support functions, there are thousands of customers and Komatsu-affiliated staff

members in the states of Texas, Louisiana, Florida, Georgia and others affected by the massive storms.

“Speaking on behalf of the Komatsu family of companies, we have been moved by the stories of loss, courage and comradery coming out of the storm-damaged areas in the wake of recent hurricanes,” said Rod Schrader, CEO of Komatsu America Corp. “We are pleased to support the American Red Cross in their efforts to help families and communities begin the journey toward recovery and rebuilding.” ■



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TOTAL COVERAGE

New East Moline, Ill., location delivers massive upgrade for the Quad Cities area



Chuck Gallagher,
Vice President,
Iowa Operations



Ty Gainey,
Branch Product
Support Manager

Road Machinery & Supplies Co. customers in the Quad Cities region will need to learn a new route to their local branch, but it will be more than worth it. This fall, RMS moved its branch from Milan, Ill., to a spacious, newly renovated facility in East Moline, Ill.

“We’re thrilled to have the new location; this is a massive upgrade, and it’s going to be great for our customers,” shared Branch Product Support Manager Ty Gainey. “We have so much more space here; it’s really going to improve our ability to meet all of our customers’ service, parts and sales needs. We are very excited about this new building, it sets up RMS for the next 50 years.”

The East Moline branch has 14 employees, including eight technicians, two parts specialists, a product support sales representative, service manager, territory sales manager and service administrator.

The roughly 22,000-square-foot facility features a 12,000-square-foot shop with 34-foot ceilings, four 5-ton swing cranes and a 20-ton bridge crane. There are six bays with doors that measure 18 feet wide and 20 feet tall. The shop includes a secondary component room – fitted with a dedicated overhead crane, access door and exhaust fan – which will be used for projects such as engine rebuilds that need to be completed in a controlled environment.

“Our old shop was about 2,500 square feet with 13-foot ceilings, so this is significantly larger,” noted Gainey. “One of the first projects we did in here was a rebuild of a Komatsu WA600 wheel loader. Before, a PC138 excavator would have taken up much of our floor space in the shop. Now, we still had plenty of room to work on multiple machines, in addition to the WA600.”



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East Moline Branch
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East Moline, IL 61244
Phone: 309-755-7203
or 800-633-9114
Fax: 309-755-7355



The new East Moline, Ill., branch opened in October.



Road Machinery & Supplies Co.'s new 22,000-square-foot East Moline branch has a 12,000-square foot shop with 34-foot ceilings, four 5-ton swing cranes and a 20-ton bridge crane. The six-bay shop has doors that measure 18 feet wide and 20 feet tall. "One of the first projects we did in here was a rebuild of a WA600 wheel loader," said Branch Product Support Manager Ty Gainey. "We still had plenty of room to work on multiple machines, in addition to the WA600."

"This will be terrific for our customers, and it's also nice for our technicians," added Vice President, Iowa Operations, Chuck Gallagher. "We will be able to do so many more projects inside the shop and out of the elements. It gives us a great space and a place to train our technicians as well."

Bigger and better

The East Moline branch also sports a new 4,000-square-foot parts warehouse, which is another upgrade over the previous location. In addition to greater elbow room, the warehouse has a two-bay loading dock, room for a forklift to operate, a hydraulic hose center and rows of heavy-duty pallet racking.

"The square footage is really nice," said Parts Specialist Colby Larssen. "We're able to fill customers' requests a lot faster now because we can keep larger quantities of parts on hand."

The East Moline campus is comprised of three buildings. The main facility includes the shop, warehouse and parts counter while separate structures on the property house administrative offices and a wash bay.

The branch officially opened in early October, and Gainey said it was a true group effort to get the location operational.

"It took some long nights and weekends to get everything completed, but everyone was really excited about this move," recalled Gainey. "Credit to Chuck Gallagher and RMS for investing in the branch. The upgrades are



The new East Moline branch features a parts warehouse that boasts nearly 4,000 square feet of storage space. "We're able to fill customers' requests a lot faster now because we can keep larger quantities of parts on hand," said Parts Specialist Colby Larssen.

amazing, and the facility is first-class. We're still a few months away from being where we want it to be, but it's been great so far.

"The most important thing is that this campus will allow us to grow the business," he added. "We have the ability to do everything we need to do to meet customers' needs, plus we have a top-notch facility that is very easy to get to. We're certainly proud of this place, and customers will be able to see that." ■

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BRYAN STOLEE

Relationship building is critical element to East Moline, Ill., Territory Manager's job

When Bryan Stolee joined the Road Machinery & Supplies Co. sales force in 2016, he had little knowledge about heavy equipment or the construction industry. He did, however, bring with him nearly 24 years of sales experience and an appetite for learning.

"I've found that customers build a relationship with people before they build one with a product," said Stolee. "Once people have faith and trust in you, the sales will come. I made it my goal to develop those contacts and friendships with customers as soon as I started."

As Stolee was busy meeting with clients in his Quad Cities territory, he was also learning everything he could about the Komatsu, GOMACO, Roadtec and other equipment that RMS carries.

Hitting the books

"Early on, my schedule was pretty much driving all day to see customers and reading equipment guides at night," recalled Stolee. "I'm a hands-on learner, so if there was an opportunity to jump on a machine, I took it. Fortunately, RMS and Komatsu provided all the information I needed. It was a steep learning curve, but it gave me a lot of valuable training."

"It's been a great experience," he continued. "The new machinery and technology in our industry is very exciting. I've had a lot of fun learning about all of the equipment and how our customers use it."

A little more than a year and a half into his time as Territory Manager at the RMS branch in East Moline, Ill., Stolee's process has paid off.

"When I was interviewing, they asked what my plan was to grow the territory, and my answer was to be myself," noted Stolee. "This industry is a tight-knit community, and people appreciate someone they can trust. I've had some success selling equipment, but I'm the most proud that I've been accepted by those in the industry."

Road Machinery & Supplies Co. has also been a natural fit for Stolee.

"I wake up every morning – early even – looking forward to going to work," he said. "Working at RMS is a terrific experience. It's a great organization from the top down, and we have an amazing team here in East Moline. It's been a really rewarding experience."

When Stolee isn't meeting with customers or reading product manuals, he enjoys spending time with his family, daughters Tayton (27) and Sydney (15) and grandson Alex (1). He is also an avid bird hunter and his family raises German shorthaired pointers. ■



Bryan Stolee started at Road Machinery & Supplies Co. as a Territory Manager in 2016.

"Working at RMS is a terrific experience. It's a great organization from the top down, and we have an amazing team here in East Moline," said Stolee.

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



\$99,500

2010 Komatsu D51PX-22
 STK #042707, S/N B11727, 4,466 hrs.



\$84,500

2012 LeeBoy 8510
 STK #035199, S/N 87252, 1,952 hrs.



\$265,000

2013 Komatsu D155AX-7
 STK #040805, S/N 90084, 3,930 hrs

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



2006	KOMATSU PC220 LC-8	A88045	10,056	\$48,750
2006	KOMATSU PC300LC-7E0	A88200	6,875	\$67,500
2007	KOMATSU PC300 HD-7E0	A86123	9,759	\$72,000
2008	KOMATSU PC300LC-8	A90603	6,538	\$102,500
2014	KOMATSU PC490LC-10	A40661	5,114	\$207,900
2015	KOMATSU PC210LC-10	A10979	1,923	\$129,000
2015	KOMATSU PC210LC-10	A10978	1,158	\$145,000
2012	HYUNDAI ROBEX 210LC-9	HQ601CB0001058	2,716	\$99,500

WHEEL LOADERS



2011	KOMATSU WA470-6		9,100	
2014	KOMATSU WA500-7	A94069	8,366	\$174,000
2015	KOMATSU WA380-7	A64674	2,495	\$169,000
2015	KOMATSU WA380-7	A64671	1,532	\$175,500
2015	KOMATSU WA500-7	70038	2,600	\$335,000
1999	CASE 821B	JEE0058039	13,289	\$28,700
2014	HYUNDAI HL760-9A	HLL04TE0000241	1,929	\$162,036
2014	HYUNDAI HL740-9A	HLN05KE0000182	364	\$133,000
2014	TAKEUCHI TW65	2041110E	288	\$59,500

AGGREGATE EQUIPMENT

1957	PIONEER 45VE Crusher	SH42762		\$61,000
2014	POWERSCREEN PREMIERTRAK R300 Crusher		1,043	\$349,500
2016	ASTEC PTSC2618VM Screen	164259	2,469	\$139,000
2016	ASTEC PTSC2618VM Screen	164257	2,465	\$139,000
2015	KPI-JCI 1830PH Screen	414372-414374		\$336,000

OFF-HIGHWAY TRUCK

2015	KOMATSU HM400-5	10023	3,262	\$344,000
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CRANES



2014	GROVE YB7725 Carry deck crane	322116	897	\$269,500
2013	SANY SRC840 Rough terrain crane	13RC00351276	2,275	\$109,500
2007	POTAIN IGO MA21 Tower crane	408760		\$89,500
	GUNNEBO JOHNSON Crane	705310000908-8228		\$850

COMPACTORS/PAVERS



2004	LEEBOY 8515 Asphalt paver	8515R-42046	4,489	\$46,500
2008	LEEBOY 8510B Asphalt paver	49831	2,493	\$47,500
2012	LEEBOY 8515B Asphalt paver	8515T-87882	1,856	\$99,500
2012	LEEBOY 8510B Asphalt paver	87252	1,952	\$84,500
2013	LEEBOY 8616 Asphalt paver	91825	935	\$119,500
2013	LEEBOY 8515B Asphalt paver	8515T-95412	1,075	\$94,500
2014	LEEBOY 8616B Asphalt paver	9616-113516	394	\$166,500
2008	VOLVO SD116F Padfoot compactor	196491	1,493	\$74,500
1979	BLAW-KNOX PF120H Asphalt paver	0850-018	1,174	\$6,500
2012	BLAW-KNOX RW35A Asphalt paver	88330	248	\$64,500
2014	DYNAPAC CA1500PD Padfoot compactor	10000156P0A013915	255	\$89,750
2015	DYNAPAC CA1300PD Padfoot compactor	10000159LFA015997	57	\$61,500
2013	DYNAPAC CA3500D Smooth drum compactor	10000146T0A011405	1,014	\$72,500
2014	DYNAPAC CC1100 Smooth drum compactor	10000330A0A013771	278	\$29,750
2014	DYNAPAC CC6200 Smooth drum compactor	10000349H0A014144	1,232	\$99,500
2014	DYNAPAC CA2500D Smooth drum compactor	10000138C0A014510	840	\$76,500
2014	DYNAPAC CC4200 Smooth drum compactor	10000345C0A013088	509	\$89,750
2015	DYNAPAC CC1200 PLUS Smooth drum compactor	10000333CFA015559	93	\$42,500
2016	DYNAPAC CC6200 Smooth drum compactor	10000349TGA017706	1,180	\$122,000
2016	DYNAPAC CC6200 Smooth drum compactor	10000349CGA018367	464	\$175,000
2016	DYNAPAC CC4200 Smooth drum compactor	10000346JGA017683	517	\$119,500
2003	INGERSOLL-RAND SD77F Padfoot compactor	171767	3,233	\$34,500
2005	INGERSOLL-RAND SD45FB Padfoot compactor	181481	486	\$49,700
2005	WACKER RD15 Smooth drum compactor	5548311	296	\$16,500
	WACKER RD12 Smooth drum compactor	5812186		\$8,450

CRAWLER DOZERS



2010	KOMATSU D51PX-22	B11727	4,466	\$99,500
2011	KOMATSU D65EX-16	26860365	8,915	\$90,000
2011	KOMATSU D51PX-22	B12130	4,829	\$110,000
2012	KOMATSU D61EX-15E0	B46761	879	\$149,000
2013	KOMATSU D155AX-7	90084	3,930	\$265,000
2016	KOMATSU D39PX-24	95133	534	\$135,000
2016	KOMATSU D61PXI-23	31787	1,640	\$239,000
2016	KOMATSU D61PX-23	31803	1,078	\$210,000
2016	KOMATSU D61PXI-23	31795	2,335	\$235,000

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2013 Leeboy 8616
STK #031809, S/N A91825, 935 hrs.



\$174,000

2014 Komatsu WA500-7
STK #041696, S/N A94069, 8,366 hrs.



\$145,000

2015 Komatsu PC210LC-10
STK #041932, S/N 10978, 1,158 hrs.

Year	Mfgr./Model/Descr.	S/N	Hours	Price	Year	Mfgr./Model/Descr.	S/N	Price
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FORK LIFTS & BOOM LIFTS

2015	JLG G5-18A Telescopic forklift	160069755	1,162	\$54,500
2014	PETTIBONE EXTENDO 1530 Telescopic forklift	EX10428-14	254	\$129,500
2014	PETTIBONE T944 Telescopic forklift	EX10435-14	1,156	\$104,500

FORESTRY EQUIPMENT

1993	HYDRO-AX 611E Feller buncher	4192		\$25,000
1994	HYDRO-AX 611E Feller buncher	4192	3,890	\$25,000
1999	TIMBCO T425C Feller buncher	AT4C-1491-03-499		\$43,500
2012	TIMBERPRO TL725B Feller buncher	TL725B-0137-032612	5,106	\$269,000
2006	ROTTNE SMV RAPID Forwarder	S35704	13,046	\$119,500
2005	TIMBERJACK 1110 Forwarder	WJ1110D001603	8,682	\$169,500
2005	VALMET 415XT Processor/harvester	TC-2652-082	11,839	\$84,500

SKID LOADER



2014	TAKEUCHI TL8	200800369	834	\$39,500
2015	TAKEUCHI TL10	201000577	650	\$47,500

MISCELLANEOUS

2012	LOAD KING Bottom-dump trailer	28482		\$46,900
1997	LOAD KING Bottom-dump trailer	1B4B38333V4121249		\$14,500
1987	TRAIL KING Lowboy trailer	1TKH0432XHM118108		\$18,000
1994	TRAIL KING Lowboy trailer	1TKJ04836RM035618		\$29,900
2006	TRAIL KING Lowboy trailer	1TKJ05446B066539		\$55,000
1983	W-W TRAILERS Flat, light-duty trailer			\$2,750
2014	MOROOKA MST1500VD Dumper	A150131	1,279	\$129,500
2014	MOROOKA MST1500VD Dumper	A150134	2,000	\$135,500
2014	MOROOKA MST1500VD Dumper	A150150	1,152	\$131,500
2014	MOROOKA MST1500VD Dumper	154862	1,012	\$134,750
2014	MOROOKA MST800VD Dumper	80131	701	\$93,500
2014	MOROOKA MST800VD Dumper	80174	1,234	\$89,500
2014	MOROOKA MST800VD Dumper	80184	981	\$94,500
2014	MOROOKA MST2200VD Dumper	A220203	745	\$166,750
2014	MOROOKA MST2200VD Dumper	223707	1,509	\$157,000
1972	GENERATOR TRAILER			
	TT10AH130M Generator set	26257		\$61,000
2010	GORMAN-RUPP T615WF Pump	1457383		\$1,250
2010	BROCE RJT350 Broom	406777	4,781	\$21,000

ATTACHMENTS

2013	KOMATSU Arm			\$4,900
2011	YOUNG Arm	NA		\$27,500
2009	KOMATSU 423-70-32200 GP bucket	2273		\$7,350
	BADGER GP bucket	C0-36-22		\$8,500
1997	EMPIRE GP bucket	E3858		\$3,500
1999	EMPIRE PC200LC GP bucket	E4731		\$2,500
2002	EMPIRE GP bucket	E5686		\$1,750
2011	EMPIRE PC490/A GP bucket	E7876		\$6,750
2011	EMPIRE GP bucket	E702-11		\$26,500
2015	EMPIRE GP bucket	E8460		\$6,800
2016	GEM GP bucket	0116-8127-2/1 035836		\$5,900
2000	HENSLEY GP bucket	35809		\$3,500
2005	HENSLEY GP bucket	47388		\$2,900
2007	LEMAC GP bucket	K0737		\$13,700
2013	PEMBERTON GP bucket	GPB-5107-6.0-0413		\$16,000
	GAR-BRO 483R Bucket	04631E		\$3,250
2012	ALLU DH31225 Bucket/screen	DH31212010		\$49,000
2014	HENSLEY Spade-nose bucket	73198		\$27,500
2009	JRB Quick coupler	1209-AKR9277		\$6,750
	ROCKLAND Fork	R52369		\$7,500
2001	EMPIRE A/PC360 GP Grapple	2001		\$9,500
2014	FLECO PC360 GRAPPLE GP Grapple	49961		\$9,500
2011	Gensco PR01/5-60 Scrap/salvage grapple	13283		\$13,900
2008	ATLAS COPCO Hydraulic hammer/breaker	KAL02324		\$14,675
2005	NPK E203 Hydraulic hammer/breaker	82073		\$8,500
2012	NPK GH6 Hydraulic hammer/breaker	104915		\$19,500
2010	RAVELING FT4250	NA		\$9,250
2012	GENESIS LXP300 Concrete shears	320CP187-1		\$189,000
2011	GENESIS GXP660R Steel shears	600-533R		\$197,000
2013	GENESIS GXT445 Steel shears	4451004		\$105,000
	LABOUNTY MSD100 Steel shears	100509		\$50,000
2014	DYNAPAC Shell kit	A/028332		\$11,800
2015	DYNAPAC Shell kit	NA		\$10,800
	DYNAPAC CA1300 Shell kit	NA		\$4,500
2007	INGERSOLL-RAND Shell kit			\$13,500
2007	INGERSOLL-RAND Shell kit	A/194178		\$10,500
2006	C&P Thumb	581-153067		\$4,500

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