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ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

BOOMERANG CORP.

See how this Anamosa, Iowa, contractor thrives by staying on the cutting edge of technology



Customer appreciation
golf outings



Bryce Ricklefs,
President

Sarah Ricklefs,
Vice President

KOMATSU[®]

A MESSAGE FROM THE CEO



Mike Sill II

**Komatsu's
innovation
goes beyond
intelligence**



Dear Valued Customer:

This year marks the five-year anniversary of Komatsu's *intelligent* Machine Control debut. The first-of-its-kind technology set the bar for integrated GPS dozing, and Komatsu has since delivered a second generation of its original D61i dozers. It has also added several other models, offering customers a broad range of products to move dirt from rough cut to finish grade on a wide variety of jobsites.

Operators can do the same with Komatsu's *intelligent* Machine Control excavators. Four models are part of the family, including the second-generation PC210LCi-11. All are excellent for digging trenches and basements, building ponds, handling mass excavation work and a host of other applications. Read more about the excavators and dozers inside this issue of your RMS Road Signs magazine.

We have said it before, but it's worth repeating – we are proud to represent such an innovative manufacturer. Komatsu's technology is at the forefront of the construction industry, and they are committed to staying ahead of the competition. That's why Komatsu is not content to rest on its laurels. The organization is always looking for new ways to give customers increased value.

Superior support is one way Komatsu does that. When the company rolled out its Tier 4 machines, it also established Komatsu CARE. This program provides complimentary scheduled service for the first three years or 2,000 hours, with highly skilled distributor technicians performing all of the work. Recently, Komatsu celebrated the 100,000th service completed under this unique plan. See more about that milestone inside.

Komatsu CARE is available on *intelligent* Machine Control and standard equipment, such as the recently introduced WA480-8 wheel loader. This machine is a terrific option for construction and small quarry applications. Several great features stand out, including a new bucket design that boosts productivity by nearly 7 percent.

As always, 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
CEO



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Mike Sill II,
CEO

Russell Sheaffer,
President

Troy Johnson,
CFO

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BOOMERANG CORP.

Anamosa, Iowa, contractor thrives by staying on the cutting edge of technology



Bryce Ricklefs,
President

Bryce Ricklefs always knew what he wanted to do when he grew up, and after graduating from high school, he wasted little time in making it happen.

"I loved machinery, liked grading, thought utility installation was fun and I was always good with a wrench," stated Ricklefs. "So, once I was finished with school, I started my own company."



Sarah Ricklefs,
Vice President

Ricklefs Excavating, today called Boomerang Corp., opened its doors in 1998 with one employee – Bryce. While his family was involved in the construction industry, the endeavor was his first taste of the business as a solo act. He believed that was an advantage for him.

"Being on my own and opening a new company allowed me to think outside of the

box in a way that many companies weren't doing at that time," recalled Ricklefs. "I took an analytical approach to find the markets where we could succeed."

Before long, the upstart outfit appeared on the competition's radar.

"We shifted the status quo early on," he laughed. "We were probably more creative than some at that time."

Today, the Anamosa, Iowa-based company has grown to 65 employees, including Ricklefs' wife, Sarah, who is Vice President. It completes a variety of municipal and utility installation jobs within a 100-mile radius. To celebrate its 20th anniversary this year, the firm opened a second facility north of Cedar Rapids and changed its name to Boomerang Corp.

"We wanted more of a modern image with our name and logo, and this was a perfect time," said Ricklefs. "With the new location, we have an office near where a lot of our work takes place. It's an easy drive from our main office in Anamosa and right next to Interstate 380, which connects Iowa City, Cedar Rapids and Waterloo. I've always looked for ways to improve, and it's something I'll continue to do."

Experienced in roundabouts

Boomerang has earned a solid reputation by completing municipal projects and carving out niches within that realm. Last summer that ethos paid dividends again as Boomerang installed the first roundabout intersection in Cedar Rapids.

The frequency of these circular, yield-only circles – one of the newer trends in traffic flow design – has increased rapidly in Eastern Iowa.

On a road renovation project in Cedar Rapids, Iowa, a Boomerang operator grades with a Komatsu intelligent Machine Control D51PXi dozer.





► VIDEO

A Boomerang Corp. operator uses a Komatsu *intelligent* Machine Control PC490LCi excavator to dig a trench to install storm pipe. “Using the PC490LCi for utility applications has improved our efficiency,” noted Boomerang President Bryce Ricklefs. “We can hit grade, switch to pipe and move to the next cut faster.”

“The first one was a \$1.8 million job that included a bridge culvert,” noted Ricklefs. “We had a tight time line of three months, and we finished it nearly a month early. It was a nice feather in our cap.”

Since then, the company has won additional bids to construct other roundabouts.

“It wasn’t necessarily an intentional plan. They were just the jobs open for bid, and we’ve been successful on them,” explained Ricklefs. “They are becoming popular aspects of road construction projects, and we’ve been fortunate to do quite a few of them in the area.”

Intelligent utility installation

A dedication to continual improvement is the driving force behind Ricklefs’ decision to incorporate the latest technological advancements. That is why he turned to Road Machinery & Supplies Co. (RMS), and Sales Rep Jeff White for a Komatsu *intelligent* Machine Control PC490LCi excavator in the spring of 2017.

“We were one of the earliest adopters of GPS because we knew it would save us time and money, and it’s a strategy that has continued to work,” reported Ricklefs. “We haven’t bought a dozer without GPS technology in seven years, and I doubt I ever will again. For us, it

was a no-brainer to add the PC490LCi with its integrated technology to our fleet.”

While most PC490LCi owners use the excavator in mass grading applications, Ricklefs believed the machine offered advantages on Boomerang’s utility installations as well.

“Using the PC490LCi for utility applications has improved our efficiency,” shared Ricklefs. “It’s quicker and more cost effective because we can hit grade without a person in the hole guiding the operator; the machine does that step for us. Plus, the plans are right there on the screen in the cab, so the operator doesn’t have to get out or stop to ask as many questions. We can get on grade, switch to pipe and move to the next cut faster.

“We reduce the amount of material because the excavator prevents overdigging, which also saves on rock because the bottom of the cut is always uniform,” he added. “In addition to material savings, it enables us to provide a quality finished product with consistent bedding throughout the project.”

RMS, Komatsu deliver

The decision to purchase the PC490LCi was the result of relationship building on the part of the RMS team.

Continued . . .

'We will always think creatively'

... continued

"Jeff and I have been friends for a while, and he knows that staying on the cutting edge is important to me," he said. "He convinced me about the merits of the *intelligent* Machine Control system, and together with Justin Sailer (Komatsu District Manager), sold me on RMS and Komatsu as organizations. Both Jeff and Justin have been there for every step of the process to make sure we're getting everything out of our equipment."

That included education on how to maximize the advantages of the system.

"They came here for training and helped us set up," noted Ricklefs. "It was quick and

easy. Right now, we are roughly 10 percent more efficient and are regularly within one-tenth of a foot of grade. As we get more comfortable, I'm confident we will see both of those numbers improve."

Boomerang recently expanded its investment in *intelligent* Machine Control technology as it acquired a PC360LCi excavator last fall and two D51PXi dozers, earlier this year.

"We have been very happy with the service we get from RMS and the results of the Komatsu equipment," said Ricklefs. "Our purchase of the PC360LCi is a direct result of our experience with the PC490LCi. Having these machines in our fleet allows us to deploy them strategically where we'll get the greatest return. They are the first of what I envision as many Komatsu i-machines for us."

Continued innovation

Ricklefs says he will always look for ways to push the envelope and position his company to evolve along with the industry.

"We will always think creatively," smiled Ricklefs. "It's our calling card. This industry is constantly changing, so we have to be prepared to adapt along with it. We have a great team of employees with a deep knowledge base. As long as dirt needs to be dug, we're going to keep looking for a better way to dig it." ■

Boomerang Corp. President Bryce Ricklefs (left) worked with RMS Sales Rep Jeff White to obtain a PC360LCi last fall. They were touring the Komatsu Chattanooga Manufacturing Operation at the time the company's machine was being produced.



A Boomerang Corp. operator uses the company's Komatsu *intelligent* Machine Control PC360LCi excavator to prep a jobsite for a culvert installation project outside of Walker, Iowa.

▶ VIDEO



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BUCKETS OF FUN ... AND RAIN

Des Moines-area customers overcome June storms at annual golf outing

Nine foursomes comprised of Road Machinery & Supplies Co.'s (RMS) central Iowa customers as well as employees and manufacturer reps teed off at Polk City's Tournament Club of Iowa this summer, in hopes of shooting low scores and beating Mother Nature to the final hole. Some groups accomplished the first goal, but none were successful with the latter as the June skies opened up midway through the annual event, forcing the party inside for a two-hour delay. However, the torrential downpour did little to dampen the spirits of those in attendance.

"This event is something that a lot of our customers anticipate, and one that we really

Continued . . .



(L-R) Jamie Wright of NPK, Ryan Cheeseman of Jensen Construction and Gavin Walhond of Gus Construction Co., Inc. prep for their round.

(L-R) Alter Metal Recycling's Jason Weiland, RMS Territory Manager Bob Newman and Charlie Knudsen of Concrete Technologies, Inc. get ready to tee off.



(L-R) RMS Manager, Finance & Credit Jeff Boraas, Rognes Corporation's Warren Rognes and Iowa Demolition's Michael Berst await their drives as David Silverstein of Scrap Processors, Inc. readies his tee shot.



(L-R) J. Pettiecord's Nick Wylie and Alter Metal Recycling's Jason Woods watch as Jasper Construction's Steve Rhodes putts.

Bob Newman, Road Machinery & Supplies Co. Territory Manager, reviews the ground rules for RMS' annual Des Moines golf outing at the Tournament Club of Iowa in Polk City.



▶ VIDEO

Strengthening relationships in a relaxed environment

... continued

enjoy hosting," said Territory Manager Bob Newman. "Unfortunately, we had some rain, but we made the best of the situation in the clubhouse. Plus, those who hung around were able to finish their rounds later in the day."



(L-R) Trent Peterson of Concrete Technologies, Inc., Grant Corell of Corell Contractor, RMS Technology Solutions Expert Will Anderson and Cody Rognes of Rognes Corporation stop for a photo at the annual outing.

(L-R) Absolute Concrete's Drew Roberts, GOMACO's Brad Zobel and Dormark Construction Company's Kevin Gearhart wait as Beau Sprouse of Concrete Technologies, Inc. chips.



Brad Henningson (right) of Henningson Construction tees off as (L-R) Danny Loughran of KPI-JCI, RMS Territory Manager Chad Hein and Steve Epley of Western Engineering look on.



Attendees were treated to a buffet-style lunch and received a welcome bag before playing one of Iowa's top courses. Longest-drive and closest-to-the-pin competitions were held during the round, and other door prizes were awarded during dinner.

"It's fun to get out in a casual setting and see the people you work with from RMS," said Elder Corporation's Ryan Reed. "It's an enjoyable event, and I look forward to it each year."

"The low-pressure, no-sale environment is great because it gives us all a chance to interact, and it really helps to build relationships," said Nick Wylie of J. Pettiecord. "Although the weather didn't fully cooperate, it was still a good time."

Developing connections and strengthening relationships are two of the perks of the outing for RMS.

"This is one of the best days of the year," shared Newman. "We get a chance to hang out with people in a relaxed place. It's an opportunity for everyone to talk and have a good time." ■



(L-R) Dan Tyrrell of NPK, Justin Peterson of Vanderpool Construction and Sawyer Ocheltree of Gus Construction gather before making their approach shots.

(L-R) RMS Parts Manager Tim Carnagey, Elder Corporation's Ryan Reed, Scrap Processors, Inc.'s Kyle Brudos and Vanderpool Construction's Toby Vanderpool prepare to move to the next hole.



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A GREAT GET TOGETHER

Annual Minnesota customer appreciation golf outing continues to deliver fun and friendship



Russell Sheaffer,
President

Nearly 75 customers, product representatives and Road Machinery & Supplies Co. (RMS) employees took part in the annual Minnesota Customer Appreciation Golf Tournament hosted by RMS at Cragun's Legacy Courses in Brainerd, Minn.

"This is something that we look forward to each year," said RMS President Russell Sheaffer. "It's very enjoyable, and we host it to

show appreciation to our customers for their business and loyalty to our products."

The group was treated to two days of fun and camaraderie at the Brainerd Lakes-area vacation resort, including 45 holes of golf. The outing also featured door prizes, gift bags and meals for attendees.

"There aren't many companies out there that offer something like this for their customers," noted Niall McNeilus of McNeilus Steel Recycling. "We really enjoy everything RMS does for us. Things like this show how much they value our business. They treat us well."

"It's great to get on the course with people you work with a lot, for the chance to discuss things other than business," shared Eric Bryan of Bryan Rock Products. "It's a low-pressure environment, and we talk about family and hobbies more than we do work. That's what makes it a good time." ■

Continued . . .

(L-R) Patrick and Richard Taylor of Martin Marietta, RMS Sales Reps Shawn Mitchell and Bill Bottema and Terry Tulek of Casper Construction pose on the green.



John Kittleson of Bituminous Roadways (foreground) prepares for his tee shot as (L-R) Adam Noble of McNeilus Steel Recycling, RMS Sales Rep Phil Major and Gary Disch of Magney Construction watch.



(L-R) Jeff Zeien of JRS Advanced Recyclers, Steve Klomps of McNeilus Steel Recycling and RMS Director of Safety and Technician Development Pete Anderson wait for their turn to hit.



► VIDEO

Road Machinery & Supplies Co. hosted 75 customers, product representatives and employees at its annual Customer Appreciation Golf Tournament at Cragun's Legacy Courses in Brainerd, Minn.



(L-R) Matt Bryan of Bryan Rock Products, Justin Sailer of Komatsu America, Andrew Jerde of Magney Construction and Robbie Koopmeiners of Rachel Contracting take a break on the back nine.



(L-R) Ames Construction's Jerrod Rudnitski, Komatsu Financial's Luke Waitkus, LS Marine's Taylor Luke, and RMS Sales Rep Jeff Sisk enjoy the sunshine.

(L-R) RMS PSSR Ethan Angell, Aggregate Industries' Don Sedgeman, Knopik Crushing's Mike Knopik and KPI-JCI and Astec Mobile Screen's Daniel Filsinger reach the green.



(L-R) Origination O2D's Scott Schreiber, Cory Penz of Elcor Construction and RMS CFO Troy Johnson admire the drive of Elcor Construction's Dave Adamson.

Peter Nordang of Magney Construction (center) lines up a putt with the help of (L-R) RMS Vice President Product Support Mike Mencil, Scott Kerzman of U.S. SiteWork, and Mike Scott of Propeller.



Two days of fun in the sun

...continued

(L-R) RMS Director of Aftermarket Sales & Marketing Gary Meister chips onto the green for teammates Tom Lloyd of Origination O2D and Mike Myslicki of SENNEBOGEN.



(L-R) Josh Heiling and John Hosek of Heiling Construction, Steve McBride of Duinick Inc. and RMS Territory Sales Manager Mike Buchanan take in the scenery before teeing off.



(L-R) Winona Mechanical's Todd Danielson, RMS Sales Rep Jeff Bistodeau, Holtmeier Construction's Josh Norton and McNeilus Steel Recycling's Eric Iverson celebrate a birdie.



(L-R) Magney Construction's Travis Huntley, U.S. SiteWork's Bart Anderson, RMS PSSR Dan Erikson and FPI Paving Contractors' Anthony Koop get ready for their approach shots.



Eric Bryan of Bryan Rock Products (far right) reacts to his drive as RMS Sales Rep Tom Nickell, Roadtec Sales Manager Paul Schratz and Tom Johnson of Midstate Reclamation cheer him on.

(L-R) Brent Flaten of Carl Bolander & Sons, Justin Palvere of Genesis Attachments and Norm Everson of Bolander & Sons follow the drive of RMS Sales Rep Tom Major.



(L-R) RMS Finance Manager Jeff Boraas, Corey Stephens of DeCook Excavating, Niall McNeilus of McNeilus Steel Recycling and Bill Casper of Casper Construction pause before hitting their drives.

(L-R) Jamie Wright of NPK, Stacey Hannover of Cemstone, Don Rachel of Rachel Contracting, and RMS President Russell Sheaffer share a laugh during their round.



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FULL SHOWCASE

Demo Days makes it easy for customers to test latest Komatsu equipment.



Bill Chimley,
Komatsu Director
of Training and
Publications

More than 250 current and prospective customers attended Komatsu's spring Demo Days at its Cartersville Customer Center in Georgia. Mornings began with a tour of the Chattanooga Manufacturing Operation, where many of the Komatsu excavator models are assembled. After lunch, attendees listened to a brief informational tech session before heading to the recently renovated demonstration site to check out the latest equipment that Komatsu has to offer.

"The Demo Days event is a great opportunity for customers to see the facility

and operate a wide range of Komatsu products," explained Director of Training and Publications Bill Chimley. "Customers can get first-hand experience with the newest *intelligent* Machine Control capabilities as well as a variety of our other equipment with experienced staff readily available to answer any questions."

New excavator included

The event showcased the full lineup of *intelligent* Machine Control dozers and excavators, including the new PC390LCi-11 excavator. In total, 26 machines were

The recently renovated Cartersville Customer Center features several safety updates, including new gravel walkways between working zones and permanent stairs.

► VIDEO





An attendee tests the new Komatsu PC390LCi-11 excavator and its *intelligent* Machine Control features while digging a trench during Demo Days. The PC390LCi is the most recent addition to Komatsu's extensive line of *intelligent* Machine Control dozers and excavators.

available for customers to operate, including wheel loaders, haul trucks, excavators, dozers and a motor grader.

"It's a great event," said BC Construction President Ray Borges, who came from Hawaii to attend Demo Days. "There are a lot of machines to try out. Operating the equipment and seeing how it's assembled was worth the trip."

The updated demo site includes gravel walkways to increase safety between machine operation zones and permanent stairs. The various zones allow current and potential customers to test each machine to its fullest capabilities. ■



(L-R) Dallas Nestvold and Rick Parent of Frattalone Companies, Eric Barlett and Keith Sack of Ramsey Companies and RMS Territory Manager Phil Major get together at Demo Days.



Monte Megaw of NTK Earthworks (left) and Jeremy Juday of Kevitt Excavating get ready to test the latest Komatsu equipment.



(L-R) RMS Territory Manager Phil Major meets with Ryan and Dale Van Nuden of Metro Utilities Company.



Matthew Tscholl of Kevitt Excavating waits his turn on the test grounds at the Cartersville Customer Center.



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SMALL SIZE, BIG IMPACT

Indoor venue aims to sell fun, promote construction careers

Extreme Sandbox Mini, the first indoor location for the heavy equipment adventure business, has opened inside the Rosedale Center shopping mall in Roseville, Minn. But don't let the name fool you, company Founder and CEO Randy Stenger has big plans for the site.

"It's unusual to put a place like this in the middle of a mall, but we saw an opportunity," noted Stenger. "The retail climate is shifting, and we believe that offering an experience as opposed to shopping will be a good thing for us and for the mall."

While Extreme Sandbox's other locations feature numerous Komatsu construction equipment pieces and acres to operate them, the indoor spot offers a unique, scaled-down experience. With two IHI 9VXE-3 electric mini excavators, rubber mulch "dirt" to dig, two classrooms, and five CM Labs motion simulators, visitors still get a full-throttle experience.

"While we can't shrink a 26-ton excavator, we have a lot to offer," promised Stenger. "The mini-excavators are fun to run, and the simulators are intense. They have controls right from the cab; the seats move based on how the simulation is going; and the HD, wrap-around screens provide a really good idea of what it's like to operate a machine."

Promoting construction trades

Selling "fun" will always be a goal for Extreme Sandbox, which has a partnership with Komatsu and Road Machinery & Supplies, Co. However, that trio is also fiercely committed to serving the industry. The indoor site provides a unique advantage for accomplishing both goals.

"Being in a suburban Twin Cities mall makes it easier for a lot more people to get to us, and this setting is less intimidating," said Stenger.

"Extreme Sandbox Mini makes sense for hosting some of our edu-tainment events that are important to us."

One of those initiatives is with TCI Solutions, a workforce development company that trains and prepares low-income high school students for successful careers. This spring, TCI Solutions completed a 16-week program at Extreme Sandbox Mini to ready students for jobs with the Minneapolis Airports Commission.

"We are here to provide opportunity for young people by giving them tons of training and development as well as industry certifications to make them high-quality employees," explained Joshua Olatunde, Director of Operations for TCI Solutions. "We teach soft skills like financial literacy, mental and emotional health as well as interpersonal communication, then we concentrate on hands-on industry training. Extreme Sandbox Mini has been an amazing partner for this." ■



Randy Stenger,
Extreme Sandbox
Founder and CEO



Joshua Olatunde,
TCI Solutions
Director of
Operations

Extreme Sandbox Mini brings the heavy equipment experience inside as it opened at the Rosedale Center shopping mall in Roseville, Minn. It features two IHI 9VXE-3 electric mini excavators, five CM Labs full-motion simulators and two classrooms.



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BUILD A HEAD OF 'STEAM'

Adding the arts to technical skills can generate more productivity, innovation

In 1871, engineer James Watt patented a steam engine that produced continuous rotary motion. Steam engines both figuratively and literally drove the Industrial Revolution and introduced the expression “build a head of steam.”

When critical pressure is applied to pistons, things happen. Construction-sector professionals and organizations must strive to achieve the same momentum by building a head of STEAM – that is, by adding the “A” to STEM, the already-developed skill levels of science, technology, engineering and mathematics.

That “A” is knowledge of and skill in the arts. The combination may seem odd to those who have a technology-focused education. But, by embracing the broad and exploratory STEAM mindset and engaging both sides of our individual and collective brains, we can generate more personal and organizational productivity, innovation and enhanced service for clients, customers and stakeholders.

Promotes better connections

A STEAM perspective provides a clearer understanding of how almost everything connects with everything else to the extent that science, technology, engineering, art and mathematics help us comprehend the increasingly complex world in which we live. The “everything is connected to everything” realization enables individuals and organizations to be more aware of the consequences of actions and empowers us to recognize many and varied opportunities.

Studies show that homogeneous teams – made up of those only STEM-skilled or only arts-oriented – tend to experience high communication effectiveness and require little time to make decisions. Unfortunately, they

may produce results that are low in creativity or innovation. In contrast, heterogeneous teams comprised of both STEM and arts members take longer to make decisions but may arrive at more creative and innovative results.

If you’re deeply into STEM by virtue of interest or vocation, on a whim, enroll in a one-day drawing class or sign up for ballroom dancing lessons. Urge deeply arts-focused colleagues to read some science and engineering articles, audit an engineering class or visit an automobile manufacturing plant. To those in leadership or management positions, help your personnel understand STEAM and how embracing it could benefit them, their employers and those they serve. Ask colleagues to share their art or STEM passions at “brown bag” lunch sessions. You and others will be surprised and inspired by the variety of talents in your midst. ■

Stuart G. Walesh, independent consultant, teacher and writer says that embracing a science, technology, engineering, arts and mathematics mindset along with engaging both sides of the brain generates more productivity and innovation.



**Stuart G. Walesh,
PhD, PE**

*Stuart G. Walesh is an independent consultant, teacher and writer who has worked in engineering, government and academia. This viewpoint is adapted from his book **Introduction to Creativity and Innovation for Engineers**. An edited version also appeared in *Engineering News-Record's* magazine in December 2017.*



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TAX LAW SPURS OPTIMISM

Lower rates and faster write-offs could provide major boost to contractors

Tax reform took firm hold this year, affecting both individuals and businesses, including major changes for some in the construction industry as Congress passed and President Trump signed H.R. 1, The Tax Cut and Jobs Act, last December. This legislation, in most cases, increased take-home pay, lowered corporate tax rates and included provisions designed to increase expensing limits.

The signature piece of the legislation may be a reduced corporate tax rate, which was slashed from 35 to 21 percent and was made permanent. Personal-services corporations are also now taxed at 21 percent.

Pass-through businesses – those that are structured to allow owners to include profits on their personal tax returns such as partnerships, S Corporations or sole proprietorships and are taxed at the individual's marginal income tax rate – received significant savings, too. A section was added to the tax code (199A) that provides a 20-percent deduction on such

income through 2025. Limitations do apply such as phase-outs at certain income levels.

“Lowering the tax rate provides substantial savings that allow us to keep more capital to invest in new equipment and pay off machinery that we have financed sooner,” said Don Satoski, President/Co-owner of Landmark Materials, LLC, of Union Mills, Ind. “Those are excellent benefits for us.”

Service businesses, including architecture and engineering firms, are eligible for a deduction, but are excluded from receiving the 20-percent deduction above \$157,000 for individuals and \$315,000 for married filing jointly. Phase-outs apply as does the expiration after 2025.

Section 179 doubled, made permanent

The Tax Cut and Jobs Act affects business expensing in a variety of ways, such as

Continued . . .

Editor's note:

This article is based on data from Associated General Contractors of America and is for informational purposes only. It does not reflect all changes under the tax law. You should seek advice from a professional tax adviser on how the legislation affects you and/or your business.



The Tax Cut and Jobs Act affects business expensing in a variety of ways, such as temporary full expensing for property currently eligible for bonus depreciation for five years. This applies to property placed in service after September 27, 2017, including new and used equipment.

Demand for construction services likely to expand

... continued

temporary full expensing for property currently eligible for bonus depreciation for five years. That applies to property placed in service after September 27, 2017, including new and used equipment.

"The tax plan is great for us, especially on equipment purchases," shared David Bussman, Vice President of MGL, Inc., a utility contractor based in Cullman, Ala. "Combine that with the zero-percent financing on the machines we bought last fall, and the savings are significant."

Section 179 Expensing – which allows taxpayers to deduct the cost of certain property types as an expense rather than being capitalized and depreciated – was permanently increased from \$500,000 to \$1 million with a \$2.5 million phase-out and is indexed to inflation. The definition of property now includes roofs as well as HVAC, fire protection, alarm and security systems added to non-residential buildings already placed in service.

Employee take-home pay rises

While the final legislation reduced nearly all tax rates for individual and married filers alike, there are still seven brackets. Two remain the same, including the lowest at 10 percent; however, the amount subject to that rate increased from \$0-9,325 to \$0-9,524 for single filers and from \$1-18,650 to \$0-19,049 for married filing jointly. Previously, income above

\$9,325 and \$18,650 would have been subject to a 15-percent rate. The 35-percent bracket also increases the amount subject to it.

All other previous tax brackets were lowered, including the top rate, which went from 39.6 percent to 37 percent. The biggest change was to the previous 28 percent rate, which dropped to 24 percent. The 15-percent and 25-percent brackets were each reduced by 3 percent to 12 and 22 percent respectively. The 33-percent rate decreased to 32 percent.

A Business Insider analysis showed the average annual pay for construction laborers is \$37,890, which made their previous federal tax \$3,645. Under the new bill, it estimates a reduction to \$2,916, for a savings of nearly 20 percent.

Along with rate changes, the standard deduction nearly doubled to \$12,000 for individuals and \$24,000 for those married filing jointly. Previously it was \$6,350 and \$12,700. The new standard deduction and tax rates are temporary and expire at the end of 2025.

Firms hiring

Now is a good time for workers seeking employment in the construction industry. Seventy-five percent of construction companies plan to expand their payrolls in 2018, according to results of an Associated General Contractors of America (AGC) survey, Expecting Growth to Continue: The 2018 Construction Industry Hiring and Business Outlook.

"Construction firms appear to be very optimistic about 2018 as they expect demand for all types of construction services to expand," said Stephen E. Sandherr, AGC's Chief Executive Officer, upon release of the survey results. "This optimism is likely based on current economic conditions, an increasingly business-friendly regulatory environment and expectations that the Trump administration will boost infrastructure investments."

There is hope that the tax law will help with the latter as it kept a provision for Private Activity Bonds, which will assist with financing transportation infrastructure as well as low-income housing and other public construction and public-private partnership projects, according to AGC. ■

Construction workers saw a boost in take-home pay, because the law reduced most tax rates and increased amounts subject to new and unchanged percentages. A Business Insider analysis showed laborers' average federal tax owed would drop by nearly 20 percent.





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NEW PRODUCT



Discover more

THE RIGHT FIT

New wheel loader for specialized needs offers improved production and fuel efficiency

To do a job right, an operator needs the correct equipment. For a certain set of customers, that machine is the Komatsu WA480-8 wheel loader.

“The WA480 fills a need for a select group of users,” said Komatsu Product Marketing Manager Craig McGinnis. “For them, the WA470 isn’t big enough, but the WA500 is too much. The WA500 is approximately 20 percent larger than the WA470 when it comes to horsepower, tipping and other metrics, while the WA480 is closer to 8 percent bigger, providing a much better fit.”

The 56,262-pound WA480-8 wheel loader replaces its Dash-6, Tier 3 predecessor and sports a 299-horsepower Tier 4 Final engine that delivers as much as 20 percent greater fuel efficiency. Komatsu’s dual-mode Engine Power Select System lets operators choose between two standard options: E-Mode for greater fuel efficiency during general loading or P-Mode when they require maximum power output for hard digging operations or uphill climbing. The E-Mode Light option, which is selectable from the monitor, further reduces fuel consumption.

The WA480-8 is equipped with a steering wheel, but customers can opt to replace it with Komatsu’s Advanced Joystick Steering System (AJSS), which allows operators to handle steering and directional travel through wrist and finger control.

Buckets of efficiency

Komatsu further enhanced the productivity of the WA480-8 by adding an auto-dig function that enables the machine to automatically lift the boom and curl the bucket when in a pile – a feature that was previously offered only on the larger WA500 and WA600 models. The WA480-8

also includes a redesigned bucket that is available in 6.0- or 6.5-cubic yard capacities.

“We reconfigured the curves in both the front and back of the bucket to increase productivity by as much as 7 percent compared to the previous model,” detailed McGinnis. “The design enables material to flow into the bucket easily and also helps with load retention to prevent material from spilling over the sides.”

In-cab experience

In addition to enhanced engine performance and overall design, the WA480-8 delivers upgrades that improve the operator experience. The cab boasts a low-noise design, an Electronic Pilot Control air-suspension seat, an auxiliary jack, a pair of 12-volt outlets and two 7-inch, high-resolution, color monitors. One displays machine diagnostics and menus while the other is for the rearview camera. ■



Craig McGinnis,
Komatsu Product
Marketing Manager

The new Komatsu WA480-8 has a 299-horsepower, Tier 4 Final engine that boosts fuel efficiency up to 20 percent and a redesigned bucket that increases productivity by as much as 7 percent.



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INTELLIGENT MACHINE CONTROL

"We have a Komatsu PC210LCi and it's been better than I even expected. The speed and time you save just having your line work and not having to worry about over excavating—that's huge. I hated those bigger commercial jobs where you'd have hundreds of stakes marking all your corners, offsets and gridlines. And to not have a need for any of that, especially if it's an export site or it doesn't even really have to be, just room for your spoil piles. Keeping track of corners—major time saver! I'd say, with iMC, I'm about a third faster getting the job done."

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'INTELLIGENT' ANNIVERSARY

Komatsu marks five years of saving customers time, money with integrated machine-control technology

To say that Komatsu is observing the five-year anniversary of *intelligent* Machine Control is slightly misleading. While the first dozer made its debut in 2013, the genesis of its factory-integrated GPS equipment goes back much further.

"Research and development started many years earlier," shared Jason Anetsberger, Senior Product Manager, SMARTCONSTRUCTION and *intelligent* Machine Control. "Komatsu uses the

Continued . . .



Jason Anetsberger,
Komatsu Senior
Product Manager,
SMARTCONSTRUCTION
and *intelligent*
Machine Control



Mike Salyers,
Komatsu Senior
Product Manager,
SMARTCONSTRUCTION



Ron Schwieters,
Komatsu Product
Manager, *intelligent*
Machine Control



Komatsu's *intelligent* Machine Control excavators feature semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the system limits the machine from digging deeper, eliminating overexcavation and the need for expensive fill material.



Quick acceptance results in repeat customers

... continued

PDCA (Plan, Do, Check, Act) model for continuous improvement to ensure that each machine it brings to market will meet customer expectations for productivity and support. From an *intelligent* Machine Control standpoint, that included having technology solutions experts (TSEs) at each distributor to educate customers on how to set up and implement the technology."

No masts or cables

The first model was the D61i-23 – since replaced with a second-generation D61i-24 – which ushered in fully automatic blade control from rough cut to finish grade.

Because it's integrated into the machine, *intelligent* Machine Control eliminates the masts and cables associated with traditional aftermarket systems, so operators gain production time that was previously lost in setting up and tearing down at the beginning and end of each day.

"Eliminating the need for operators to climb on the machine or blade to mount components is a big plus, too," said Mike Salyers, Senior Product Manager, SMARTCONSTRUCTION. "The bottom line is that customers are moving dirt faster, more efficiently and at lower costs."

Komatsu introduced *intelligent* Machine Control five years ago with the original D61i dozers. Today, that model is in its second generation, the D61EXi-24, pictured here.



Komatsu quickly augmented its *intelligent* Machine Control lineup. In 2014, it brought the D39i and D51i dozers to market. It has since added D65i, D85i and D155AXi models. Additionally, more than 100 TSEs are in the field to provide customers with a wide spectrum of support options.

Excavators introduced

Early 2014 saw the introduction of the world's first *intelligent* Machine Control excavator, the PC210LCi-10. PC360LCi-11s and PC490LCi-11s followed soon after, along with a PC210LCi-11 to replace the original. Komatsu recently launched the PC390LCi-11. Each features semi-automatic operation that goes beyond traditional indicate-only systems. Once target elevation is reached, the machine limits the operator from digging deeper, eliminating overexcavation and the need for expensive fill material.

"Our data indicate that *intelligent* Machine Control has been a resounding success," said Ron Schwieters, Product Manager, *intelligent* Machine Control. "As more and more customers saw the positive results, the word spread. Five years ago if you mentioned machine control, Komatsu was likely left out of the conversation. Now, we are at the forefront. This technology has changed the industry."

Today, there are more than 2,000 *intelligent* Machine Control dozers and excavators combined that are moving earth across North America. Anetsberger noted that a large percentage of users were new to GPS technology before they tried one of Komatsu's integrated machines.

"Skeptical is a good way to describe some of them," Anetsberger reported. "After they operated one and experienced its accuracy, production and simplicity, acceptance came quickly. Throughout the years, many became repeat customers. They bought one piece of *intelligent* Machine Control equipment, saw the time and material savings and added more. I think this evidence speaks volumes to the value that *intelligent* Machine Control provides business owners and operators on a daily basis." ■

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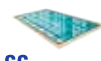
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Intelligent Machine Control by Komatsu saves you



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\$31,000
per month



\$372,000
per year

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ANTICIPATING YOUR NEEDS

Visits with customers give perspective for addressing future parts and service requirements



Paul Moore, Vice President,
Parts Sales & Marketing

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.

Paul Moore joined Komatsu in 2006 as a Remanufacturing Product Manager and became the Vice President, Parts Sales & Marketing in 2015. His career path to that point included two continents and several jobs in the heavy-equipment field, including in the defense industry. He started as an apprentice technician in his native United Kingdom in 1984. Six years later, he joined a global agricultural-equipment manufacturer and then moved to the United States with that company in 2000, before coming on board with Komatsu.

"Growing up on a farm, I have been around equipment my entire life," said Moore. "If you're a 'big iron' person like me, then construction and mining are the best industries to work in. Komatsu is a global leader in both, so I really enjoy being a part of a company that's setting the bar in terms of equipment and the support behind it."

Moore said parts and service have become increasingly important. "Customers base their equipment-buying decisions, in large part, on how a manufacturer and its distributors meet their after-sale needs. We are committed to being the best in the industry in that regard."

Moore is married and has two children. In his free time, he enjoys motorcycle riding and spending time with his family.

QUESTION: Parts and service support is critical to equipment users. Is Komatsu doing anything new in this area?

ANSWER: During the past two years, Komatsu focused heavily on customer engagement, being side-by-side with them at jobsites. We want to know what's working, what isn't and how Komatsu can improve its capabilities and resources, so we can anticipate their needs and proactively talk to them about solutions. We are now extending this initiative to focus on customers' needs when they are interacting at distributors' parts counters and over the phone. Our goal is to make sure Komatsu machine owners have the right parts, the first time and every time.

QUESTION: What information have you discovered in these customer visits?

ANSWER: Customers told us what they really need from Komatsu, things we can do to improve our support levels and ensure their machines continue to be productive, with as little downtime as possible. They also expect parts to be on-hand when needed. Are we always perfect? No, but customers understand that we always strive for continuous improvement, so we can show how we add value to their operations. That's our mission.

QUESTION: What are some examples of how Komatsu is working to better support customers?

ANSWER: One is our General Construction Undercarriage, which was introduced for certain mid-size PC200-300 class excavators a couple of years ago and will expand to include dozers. It offers a competitively priced Komatsu undercarriage option that is guaranteed to fit



Komatsu focuses on customer engagement to better understand owners' operations. "We want to know what's working, what isn't and how Komatsu can improve its capabilities and resources," said Paul Moore, Vice President, Parts Sales & Marketing. "Our goal is to make sure Komatsu machine owners have the right parts, the first time and every time."

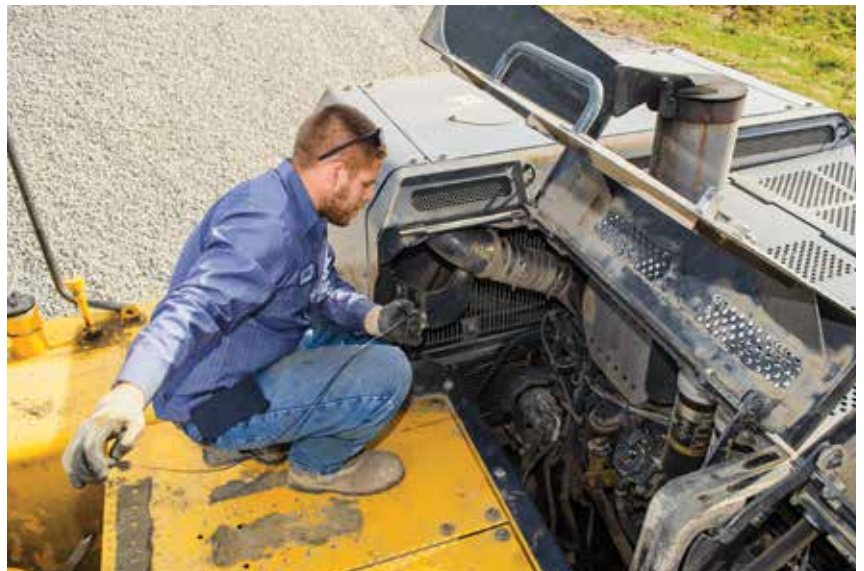
the customer's machine. It's all supported by an industry-best, four-year/5,000-hour assurance program. Another example is the new Komatsu Genuine Oil. Equipment technology continues to expand and so does the need for upgraded maintenance items to keep machines running at peak performance.

In the near future, we will introduce a new online parts-ordering system that will integrate KOMTRAX data, manuals, factory campaign notices and much more information to assist with machine management activities and improve the customer's experience.

QUESTION: Earlier you mentioned being proactive. Why is that so important?

ANSWER: Think of it in terms of your own health. If you wait until you are sick to go to the doctor, recovery may take longer and cost more time and money. A regular checkup may identify a potential issue that can be addressed and taken care of quickly. Monitoring the health of the equipment, taking oil samples and performing daily walk arounds as well as having regular machine inspections by the Komatsu distributor's PSSR for example, are vital to its performance. If something shows up, it may or may not need immediate attention. If not, the owner can plan to have it fixed as soon as possible.

We also offer several parts-related programs such as Firm Future Order and zero-percent parts and service financing. Solutions such as these



Monitoring a machine's health with oil sampling, daily checks and other proactive steps is essential to its performance, according to Paul Moore, Vice President, Parts Sales & Marketing. "Think of it in terms of your own health. A regular checkup may identify a potential issue that can be addressed and taken care of quickly," said Moore.

help owners save thousands of dollars, plan for downtime, guarantee parts and technician availability and allow repair payments on a schedule that works for them. The idea is to preplan the machine maintenance and let customers lock in pricing, guarantee parts availability and schedule the work at a convenient time. We encourage customers to contact their Komatsu distributor for more information. ■

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CUSTOMIZED MACHINES

Modification packages for waste-handling machines add durability and make maintenance easier

Machines that work in waste-service applications like landfills, transfer stations and scrap yards encounter unique hazards every day. To keep those machines performing at optimum levels, Komatsu's Marketing Engineering Group developed specialized waste packages.

"That type of equipment requires specific modifications in order to meet job requirements," said Komatsu Marketing Engineering Group Manager Sue Schinkel. "We visited with customers to learn what they wanted and then created and implemented packages to incorporate all of those elements for each machine model."

The research led to a design that maintains accessibility and improves durability.

"Customers want machines that can stand up to their environments, yet are still easy to maintain," explained Schinkel. "The waste packages offer enhanced protection to vital components without sacrificing accessibility to service areas or machine performance."

The Marketing Engineering Group handles the full life cycle of the waste packages. This level of involvement allows the group to respond to customer feedback quickly.

"The packages are created specifically for each model by our engineers – we decide which elements are needed, design the features, develop marketing literature and continue to track performance in the field," noted Schinkel. "This is not an aftermarket add-on kit. Design, development and testing are in accordance with Komatsu engineering standards. The waste package is integrated into the base machine design, resulting in a purpose-built machine."

Dozing growth

Komatsu offers four waste packages for wheel loaders, three for excavators, and the

demand for dozer packages is growing. Komatsu currently outfits the D65-18 and D85-18 models and expects to release a waste package for the D155AX-8 in late 2018.

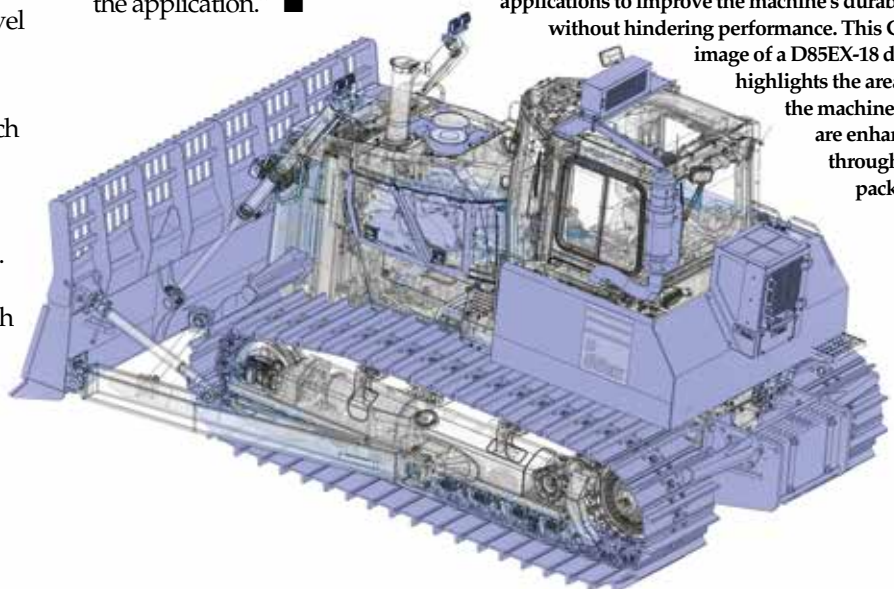
"The popularity of dozers is growing among our waste-service customers," stated Schinkel. "The package includes striker bars near the front and rear of the tracks to help clear debris, additional gap sealing to minimize the amount of material that gets into the engine compartment and a tank guard to protect the fuel and hydraulic tank."

While Schinkel says it is impossible to completely seal a machine, the packages are designed to extend the equipment's longevity and ensure that customers experience the full benefits of a Komatsu dozer. "The waste packages include many enhancements, but the most important thing is that it's a Komatsu dozer. We want to make sure it performs the way it was intended to – no matter the application." ■



Sue Schinkel,
Komatsu Marketing
Engineering Group
Manager

Waste packages are available for machines that work in landfill and other waste-service applications to improve the machine's durability without hindering performance. This CAD image of a D85EX-18 dozer highlights the areas of the machine that are enhanced through the package.



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MORE UNDERCARRIAGE OPTIONS

Komatsu General Construction product line to add new dozer replacement offering

Nearly three years ago, Komatsu introduced its competitively priced General Construction Undercarriage (GC), designed to reduce replacement costs on PC200 and PC300 excavators. The lineup will expand to dozers in 2018, with Genuine Undercarriage product replacements for D51, D61 and D65 models.

The initial excavator product release was specific to track-link assemblies. The dozer offerings will consist of conventional-style link assemblies, according to Komatsu Senior Product Manager Jim Funk, who pointed out that the GC product line fills a void for customers who prefer quality products and great support, but are looking at all options due to the status of their machine's life cycle or their business.

"Typically, a dozer's undercarriage is replaced more often than other tracked machines because of the nature of the work it does," said Funk. "Throughout the course of its life, a dozer's undercarriage will account for nearly half of owning and operating costs. We strive to provide effective and reliable undercarriage products that meet customer needs and machine situations of all types. With the continued expansion of the GC options, we are showing once again that we listen to our customers by providing products that fit their needs as well as their owning and operating targets."

Expanded lineup built to fit and last

All GC products are designed and manufactured by one of Komatsu's

three undercarriage factory, research and development facilities. "They are built to our specific quality standards," said Funk. "The heat-treat process and hardness levels are the same as with any new undercarriage. That means the GC components are interchangeable with non-GC parts, giving customers peace of mind they will be a proper fit and have the same durability as their original undercarriage. We back it with the best assurance coverage in the industry.

"We encourage anyone who is looking at undercarriage replacement options to contact their distributor or Komatsu about a GC undercarriage," Funk added. "It's a great choice at a competitive price." ■



Jim Funk,
Komatsu Senior
Product Manager –
Undercarriage

The Komatsu General Construction Undercarriage for dozers will provide another high-quality, competitively priced alternative for replacement options. They will be available for D51, D61 and D65 models.





Discover more

KOMATSU CARE

Technicians complete 100,000th complimentary maintenance visit to customer's jobsite



Mike Hayes,
Director of Service
Marketing &
Distributor
Development,
Komatsu

When Komatsu's first Tier 4 construction-size machines rolled off the assembly lines in 2011, they came with Komatsu CARE, a pioneering, complimentary maintenance program providing service for the first three years or 2,000 hours of operation. This spring, the program marked its 100,000th service interval, performed on a PC228USLC-10 excavator owned by J. Fletcher Creamer & Son.

The program includes scheduled factory maintenance, oil sampling of each lubricated reservoir, a 50-point inspection at every service and up to two complimentary Komatsu Diesel Particulate Filter exchanges in the first 9,000 hours for qualified machines. Having the experts at Komatsu perform this maintenance has benefits well beyond free service.

"Komatsu CARE demonstrates our commitment to meeting customers' needs. It's the most comprehensive offering in the marketplace, and we are extremely proud of

this milestone," said Mike Hayes, Director of Service Marketing & Distributor Development for Komatsu.

More than complimentary service

"This program is an asset to us because we know that our distributor is taking care of our Tier 4 equipment," said Michael Schuhlein, Equipment Manager at J. Fletcher Creamer & Son. "With Komatsu servicing those machines, it frees us up to work on other maintenance. It makes us more efficient.

"We have 58 machines, and most of them are covered by Komatsu CARE or were under it," continued Schuhlein. "Having the experts from Komatsu in our garage keeps them familiar with our equipment, and it helps our service technicians learn and stay on top of the latest technology. Also, when a machine receives proper service at the recommended maintenance intervals, it ensures that it will reach the full potential of its life cycle." ■

Komatsu Director of Service Marketing & Distributor Development Mike Hayes (third from left) and Komatsu representatives present J. Fletcher Creamer & Son, Inc., with a certificate marking the 100,000th Komatsu CARE service interval that was performed on its Komatsu PC228USLC-10 excavator.





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CONSTRUCTION WAGES RISING

AGC analysis indicates firms paying more, but labor market remains tight



Stephen E. Sandherr,
AGC CEO

An Associated General Contractors of America (AGC) analysis showed construction wages on the rise, which appears to be attracting workers to return to the industry. The organization cautioned, however, that labor conditions still remain extremely tight.

"Many firms are boosting pay and taking other steps to compete for a relatively small pool of available, qualified workers to hire," said Stephen E. Sandherr, AGC's Chief Executive Officer. "While these measures appear to be luring construction workers back to the job market, firms report they would hire additional workers if they could find enough qualified candidates."

Highest levels in past decade

The most recent data, in April, showed construction employment totaled 7,174,000, a gain of 17,000 for the month and 257,000, or 3.7 percent, throughout the last 12 months. Construction employment is at the highest level since June 2008. Association officials note that the year-over-year growth rate in industry jobs was more than triple

the 1.1 percent rise in the total nonfarm payroll employment.

Hourly wages in the industry averaged \$29.63 in April, an increase of 3.5 percent from a year earlier. That put the average hourly earnings in construction 10.4 percent higher than the average for all nonfarm private-sector jobs, which rose 2.6 percent in the past year to \$26.84, Sandherr added.

Construction officials urged federal, state and local leaders to take steps to make it easier for schools, construction firms and local associations to develop and offer construction-focused programs to recruit and prepare future workers. They noted that such measures would signal greater numbers of students that there are multiple paths to success in life.

"It is time to start showing young adults that high-paying careers in construction should be on the list of professions to consider," Sandherr said. "Too many students amass a mountain of college debt just to earn mediocre wages working in a fluorescent-lit cube farm." ■

A recent analysis by Associated General Contractors of America showed hourly earnings in the construction industry averaged \$29.63, an increase of 3.5 percent from a year earlier. That's attracting some workers back to the industry, but the market remains tight.





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Survey shows banks opening up commercial lending

A recent Federal Reserve Board survey showed banks loosening lending policies for commercial projects. According to Construction Dive, a significant number of bank officers responding to the questionnaire said that their institutions had eased standards, in part, because of aggressive competition from other banks and nonbank lenders.

Eric Lemont, Real Estate Partner at Sullivan & Worcester in Boston, told Construction Dive last year that uncertainty around new high volatility commercial real estate (HVCRE) transaction requirements was one of the reasons. Construction loans fall under HVCRE rules, which require the lender to put aside 50 percent extra cash reserves, creating greater exposure for the lender. ■

Study reports mobile technology improves projects

Mobile technology enhances contractors' ability to collect and distribute timely and accurate jobsite data, according to a new Dodge Data & Analytics and B2W Software study. Respondents said better access to project data trends was the

top benefit to mobile connectivity. Significant numbers said it improves communication; helps with budget and scheduling, fleet management, maintenance, efficiency and uptime; and increases productivity. ■

Komatsu plans North American headquarters move

Komatsu America announced plans to move its North American headquarters to Chicago in 2020. The firm is currently located in the city's northwest suburb of Rolling Meadows. The new site at Triangle Plaza, 8770 W. Bryn Mawr Ave., will feature an open floor plan designed to foster more collaboration and cross-functional team communication that drives customer-first solutions and services.

"There's something for everyone in this move," said Rod Schrader, Chairman and CEO of Komatsu America Corp. "Current employees will enjoy the building amenities and convenience to major transportation, the new floor plan supports the company's efforts to break down team and work-stream silos and the move helps Komatsu remain attractive to prospective employees living in the city and studying nearby." ■

U.S. airports flying ahead with new construction

U.S. airports are getting an upgrade, with more than \$70 billion in spending expected for aviation infrastructure during the next three years. An Architectural Record article by Erin Hudson reported that current renovations primarily focus on terminals where passengers' impressions of a city are made. The upgrades include work on amenities such as restaurants and retail options at more than 50 airports.

"These major airports have squeezed as much blood out of a stone as possible," said T.J. Shulz, President of the Airport Consultants Council in the article "U.S. Sees Rise in Airport Construction." "Airport authorities and designers have done all they can do to account for differing airline service trends and new technologies coming into play, and now they're in a position where they either refurbish or rebuild." ■

Grant funds available for rural water infrastructure

The U.S. Department of Agriculture (USDA) announced \$4 billion in grant funding to help upgrade and rebuild rural water infrastructure across 24 states. Eligible communities and water districts can apply online to maintain, modernize or build water and wastewater systems at <https://www.rd.usda.gov/programs-services/rd-apply> or through one of the USDA Rural Development's state or field offices.

Rural communities with 10,000 or fewer residents are eligible for the funding, which is provided through the Water and Waste Disposal Loan and Grant program. It can be used to finance drinking water, storm-water drainage and waste-disposal systems.

"USDA is committed to being a strong partner to rural communities in building their futures," said Anne Hazlett, Assistant to the Secretary for Rural Development at the USDA. "All people – regardless of their zip code – need modern, reliable infrastructure to thrive. We have found that when we address this need, many other challenges in rural places become much more manageable."

In fiscal year 2018, Congress provided a historic level of funding for water and wastewater infrastructure. The 2018 Omnibus spending bill includes \$5.2 billion for USDA loans and grants, up from \$1.2 billion the previous year. The bill also directs the Agriculture Secretary to make investments in rural communities with the greatest infrastructure needs. ■



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JOE SCHMIDTLEIN

General Manager, Southern Operations ready for new experiences

Joe Schmidtlein joined the Road Machinery & Supplies Co., (RMS) family in August as the new General Manager, Southern Operations. He comes to the position from KPI-JCI and Astec where he focused on dealer development and worked closely with several Komatsu distributors, including RMS.

"I always respected the way RMS operated when I worked with them," said Schmidtlein. "The involvement that CEO Mike Sill II has in the company is reflected in its culture, and the people who work here are some of the best. I always came away from our meetings very impressed with the company.

"In addition to the great people in the organization, it also represents a portfolio of high-quality product lines," he continued. "Komatsu, KPI-JCI, Roadtec, GOMACO and Epiroc are class-leaders in this industry. I am

very excited and proud to have the opportunity to work here."

As General Manager, Southern Operations, Schmidtlein will oversee the parts, sales and service at RMS' four Iowa and Illinois branches.

Customer focus

"My focus is to be a solutions provider for our customers and to build the ultimate place for people to work," stated Schmidtlein. "I want to know what our employees are interested in and what training they need to grow into their career paths. Developing a knowledgeable and confident staff will help us improve our service offerings to customers."

Despite his young age of 33, Schmidtlein has been involved in the construction industry for many years. His initiation began as a youth when he observed his family's company, Schmidtlein Excavating, in action. In 2006, he took a sales position with a heavy equipment distributor and worked his way up from sales rep to sales manager and eventually to operations manager. These experiences and his time at KPI-JCI and Astec will serve him well at RMS.

Schmidtlein will be based out of the Des Moines branch. Living in Iowa is something his wife, Emily, and their three children are looking forward to as well.

"Between my wife and I, we have nearly 200 family members in Kansas, so this move was a big step for us," said Schmidtlein. "However, it also fits us perfectly. We love traveling, going new places and experiencing different things. It's something our kids love as well – they have a huge appetite for it. We couldn't be more excited for this next chapter." ■

New General Manager, Southern Operations Joe Schmidtlein joined the Road Machinery & Supplies Co. team in August. "My focus is to be a solutions provider for our customers and build the ultimate place for people to work," stated Schmidtlein.



MATT FINCH

Building a strong service team is top priority for new Regional Operations Manager

Road Machinery & Supplies Co. (RMS) Regional Operations Manager Matt Finch has a knack for leadership, it just took him a while to realize it.

"I liked fixing things and was always tinkering with equipment with my grandpa on his farm, so I thought I'd make a career of turning wrenches," recalled Finch.

After graduating from WyoTech with two associate's degree in just nine months, he joined Interstate Power Systems as a service technician and began working on equipment, just as he had envisioned. His career made an unexpected turn when he was asked to take a foreman position soon after.

"I never thought about management, but once I got into that role, it felt natural," said Finch. "I was able to use my background in the garage to help make things run smoother at the organizational level."

Broad experience

He progressed from foreman/service writer to service manager in his 15 years with Interstate Power Systems before taking a Product Support Manager role with another construction equipment distributor in 2015; that move eventually led him to RMS.

"When I left Interstate, I interviewed with a couple of companies, including RMS," noted Finch. "I must have made an impact, because when this position opened last year, they called and asked me to consider it. That meant a lot, so I jumped at the opportunity. I was excited to work with the Komatsu equipment line and the other products that RMS carries."

Finch started as Regional Operations Manager for RMS' Nebraska, Iowa and Illinois branches in November 2017. From day one, his top priority

has been working to improve the service offerings at the four branches in his region.

"Taking care of customers is what sets a distributor apart, so it's our goal to deliver top-flight service for them," stated Finch. "I am focused on adding service trucks and qualified technicians in addition to integrating continuous training for the staff. I'm happy with the progress we've made in the past seven months. We're building a strong team."

While developing staff and learning a new organization keeps Finch on his toes, his life away from the office is even busier with three young children – Emarie (11), Isabella (9) and Ashtem (5) – involved in a variety of activities.

"They take up all of my free time," he joked. "My wife, Tiffany, and I are always at a softball field or dance studio it seems, but it's awesome. This is a fun time." ■

Since joining Road Machinery & Supplies Co. as Regional Operations Manager last November, Matt Finch has concentrated on developing a strong service staff. "Service is what sets a distributor apart, so it's our goal to deliver top-flight assistance for our customers," stated Finch.



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\$129,000

2015 KOMATSU PC210LC-10, S/N A10979, 2,135 hrs.



\$138,300

2017 KOMATSU WA250-8, S/N A28003, 604 hrs.



\$119,900

2016 KOMATSU D39PX-24, S/N 95133, 824 hrs.

Year	Mfgr./Model/Descr.	S/N	Hours	Price
HYDRAULIC EXCAVATORS				
2006	KOMATSU PC300LC-7E0	A88200	7,099	\$65,000
2012	HYUNDAI ROBEX 210LC-9	HQ601CB0001058	3,155	\$85,800
2014	KOMATSU PC490 LC-10	A40661	5,481	\$206,250
2006	KOMATSU PC220 LC-8	A88045	10,056	\$48,750
2015	KOMATSU PC210 LC-10	A10979	2,099	\$129,000
2015	KOMATSU PC210 LC-10	A10978	1,502	\$135,000
2012	KOMATSU PC228US LC-8	50495	6,327	\$89,750
2013	KOMATSU PC228US LC-8	51307	5,484	\$99,500
2012	TAKEUCHI TB285	185000283	2,708	\$54,000
2012	KOMATSU PC490 LC-10	A40095	7,407	\$165,000
2013	KOMATSU PC210 LC-10	450246	2,585	\$127,500
2004	KOMATSU PC300 LC-7	A85810	9,095	\$69,500
2011	HYUNDAI ROBEX 320 LC-9	HQ901LB0000045	3,052	\$105,000
2013	KOMATSU PC210 LC-10	450247	1,847	\$117,000
2008	KOMATSU PC138US-8	21999	5,526	\$69,500
1999	DEERE 450 LC	90361	16,726	\$33,400
2017	KOMATSU PC490 LCI-11	A45041	982	CALL
2009	KOMATSU PC200LC-8LC	A8902	5,667	\$80,000

WHEEL LOADERS				
2014	HYUNDAI HL760-9A	HLL04TE0000241	3,119	\$162,036
2014	HYUNDAI HL740-9A	HLN05KE0000182	1,355	\$144,500
2014	TAKEUCHI TW65	2041110E	370	\$58,300
2015	KOMATSU WA500-7	70038	2,733	\$315,000
2013	KOMATSU WA470-7	10045	4,749	\$167,500
2012	HYUNDAI HL780-9	C0000121	9,855	\$95,500
2011	CATERPILLAR 938H	MJC01680	17,597	\$49,000
2013	KOMATSU WA470-6	90877	11,270	CALL
2007	KOMATSU WA270-8	A28003	604	\$138,500
2017	KOMATSU WA270-8	83073	405	\$144,500

FORK LIFTS & BOOM LIFTS				
2015	JLG G5-18A Telescopic Forklift	0160069755	1,691	\$51,995

OFF-HIGHWAY TRUCK				
2015	KOMATSU HM400-3 Water Truck	3630	4,414	\$337,000
2012	KOMATSU HM400-3	3001	7,330	\$178,750

MOTOR GRADER				
1957	CATERPILLAR 12	8T17017	12,000	\$7,500

SKID LOADERS				
2015	TAKEUCHI TL10	201000577	698	\$44,500
2014	TAKEUCHI TL8	200800369	1,059	\$36,500

COMPACTORS/PAVERS				
2012	BLAW-KNOX RW35A Paver	88330	315	\$64,500
2013	LEEBOY 8616 Paver	91825	935	\$99,500
2012	LEEBOY 8510B Paver	87252	1,957	\$79,500
2012	LEEBOY 8515B Paver	8515T-87882	1,856	\$84,500
2004	LEEBOY 8515 Paver	8515R-42046	4,489	\$39,500
2013	LEEBOY 8515B Paver	8515T-95412	1,118	\$98,500
2014	LEEBOY 8616B Paver	9616-113516	530	\$166,500
2005	BLAW-KNOX PF4410	182876		\$99,500
2005	INGERSOLL-RAND SD45FB Padfoot Compactor	181481	486	\$37,500
2008	VOLVO SD116F Padfoot Compactor	196491	1,504	\$65,500
2015	DYNAPAC CA1300PD Padfoot Compactor	10000159LFA015997	73	\$59,500
2016	DYNAPAC CC6200 Smooth Drum Compactor	10000349TGA017706	1,872	\$89,500
2016	DYNAPAC CC6200 Smooth Drum Compactor	10000349CGA018367	592	\$119,500
2014	DYNAPAC CC4200 Smooth Drum Compactor	10000345COA013088	566	\$69,750
2015	DYNAPAC CC1200 PLUS Smooth Drum Compactor	10000333CFA015559	98	\$39,500
1993	INGERSOLL-RAND DD110 Smooth Drum Compactor	51835LC	2,449	\$4,500
2015	DYNAPAC CC6200	017124	925	\$99,500
2016	VOLVO SD45D	229244	385	\$59,000

CRAWLER DOZERS				
2011	KOMATSU D65EX-16	26860365	8,915	\$70,000
2016	KOMATSU D39PX-24	95133	824	\$119,900
2010	KOMATSU D51PX-22	B11727	4,501	\$85,000
2011	KOMATSU D51PX-22	B12304	4,226	\$117,500
2008	KOMATSU D51PX-22	B10712	5,215	\$76,850
2001	KOMATSU D61PX-12	B1705	7,000	\$66,000
2002	DRESSSTA TD12CXP LGP	P21059	1,902	\$49,500
2002	DRESSSTA TD12CXP LGP	P021052	2,089	\$49,000
2005	CASE 1650K	HHA1651ST00265129	5,095	\$51,000
2001	KOMATSU D61PX-12	B1617	8,613	\$59,500
2002	KOMATSU D37PX-21	5007	3,926	\$35,000
2017	KOMATSU D61PXi-24	B60210	2,127	\$269,500

FORESTRY EQUIPMENT				
2012	TIMBERPRO TL725B Feller Buncher	TL725B-0137-032612	5,127	\$269,000
1993	TIMBCO T425 Feller Buncher	AT4C-217-032593	11,655	\$66,000
2005	TIMBERJACK 1110 Forwarder	WJ1110D001603	8,682	\$169,500
2005	TIMBCO 425EXL Harvester	AT4C2737122805	11,195	\$152,500
2013	DEERE 1270E Harvester	1WJ1270EHDD002571	5,975	\$318,200

SCRAP PROCESSING/DEMOLITION				
2005	VOLVO EC290B LC	13475	7,515	\$124,500

AGGREGATE EQUIPMENT				
2014	LIPPMANN 62X24 Conveyor/Feeder/Stacker	2014-1184		\$269,000

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2012 LEEBOY 8510B, S/N 87252, 1,957 hrs.



\$85,000

2010 KOMATSU D51PX-22, S/N A11727, 4,501 hrs.



\$315,000

2015 Komatsu WA500-7, S/N 70038, 2,600 hrs.

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

2014 MOROOKA MST1500VD Dumper	A150131	1,831	\$129,500
2014 MOROOKA MST1500VD Dumper	A150134	1,889	\$129,500
2014 MOROOKA MST1500VD Dumper	154862	1,904	\$134,750
2014 MOROOKA MST800VD Dumper	80184	1,052	\$94,500
2014 MOROOKA MST2200VD Dumper	A220203	1,313	\$183,870
2014 MOROOKA MST2200VD Dumper	223707	1,874	\$148,750
2015 MOROOKA MST1500 Dumper	LEHMAN		\$7,000
2010 GORMAN-RUPP T615WF Pump	1457383		\$1,250
2005 GORMAN-RUPP 12B2-B Pump	001315581		\$1,950
2005 GORMAN-RUPP 12B2-B Pump	001315582		\$1,785
2012 LOAD KING 2060-40-2 Trailer			\$46,900
1987 TRAIL KING Trailer			\$18,000
2015 FELLING FT80-3-NN-HX Lowboy trailer			\$46,380
1994 LOAD KING Lowboy/tag trailer			CALL

ATTACHMENTS

2011 EMPIRE Bucket, GP	E702-11	\$26,500
2012 GENESIS LXP300 Cracker jaw & shear jaw set	320CP187-1	\$189,000
LABOUNTY MSD100 Shear	100509	\$50,000
2007 LEMAC Bucket	K0737	\$13,700
2008 ATLAS COPCO	KAL02324	\$14,675
2013 PEMBERTON Bucket, GP	GPB-5107-6.0-0413	\$16,000
2011 Gensco PRO1/5-60 Grapple	13283	\$13,900
GAR-BRO 483R Concrete bucket	04631E	\$3,195
ROCKLAND Forks	R52369	\$7,500
2014 FLECO PC360 Grapple	49961	\$9,500
2005 HENSLEY Bucket	47388	\$2,900
2009 JRB Multi-pin grabber	1209-AKR9277	\$6,750
2015 EMPIRE Bucket	E8460	\$6,800
2012 ALLU DH31225	DH31212010	\$52,750
2016 GEM Bucket, GP	0116-8127-2/1 035836	\$5,900
YOUNG RS200 Bucket, clam shell	RS200-62	\$6,500
GUNNEBO JOHNSON 039203	705310000908-8228	\$850
2014 HENSLEY Bucket	73198	\$27,500
2011 YOUNG Long-front arm		\$27,500
2010 RAVELING FT4250 Hopper assembly		\$9,250
2012 NPK GH6 Hammer	104915	\$22,400
DYNAPAC CA1300 Padfoot shell kit		\$4,500
2015 DYNAPAC CA1300 Padfoot shell kit		\$9,750
2014 DYNAPAC CA1500 Padfoot shell kit	A/028332	\$10,750
2018 KOMATSU 4DE01-K Counterweight		\$6,200
2013 KOMATSU Bucket, sand	R-0437	\$6,450
2015 CUSTOM BUILT 10X7 Personnel carrier	LEHMAN	\$7,000
2003 EMPIRE Mech. thumb	298	\$6,500
2004 SCHUFT FAB Telehandler bucket		\$3,000
2003 ATCP24 Bucket	19743	\$1,150
2005 KOMATSU Skid steer bucket	F-Y0250	\$500

ATTACHMENTS continued...

2006 FELCO Bucket, rock	26782-360	\$4,500
2007 HENSLEY R250 Bucket, rock	37984A	\$2,100
2008 JLG G5-19A Bucket, grapple	1160002401	\$3,395
2008 KOMATSU Bucket, GP	3765	\$3,700
2008 SWEEPSTER 72" Sweeper	0752007	\$4,900
2008 QUEST HD2524 Bucket, GP	D08035BU	\$4,800
2008 LEMAC Bucket, GP	D08036BU	\$5,540
HYUNDAI Bucket, GP	61N6-31003	\$1,740
Grapple hitch		\$1,500
2016 Winch	H6HT2B1709K471	\$49,500
CATERPILLAR hydraulic fork set		\$600
2002 KOMATSU PC400 15'9" Arm	A/A85208	\$3,000
2013 EMPIRE L220 Bucket, rollout	E726-8.9	\$7,500
VOLVO SD45 Shell kit	781A	\$3,800
JOHN DEERE Bucket	1904609	\$4,500
2013 HENSLEY A/PC240 Bucket, dig	70200	\$4,600
2016 HENSLEY A/PC490 Bucket, dig	77488	\$7,000
PC650Bucket, sand		\$4,500
2018 EMPIRE PC210 Ripper	ER1223	\$4,825
2014 EMPIRE A/PC210 PG coupler	C1375	\$1,950
2018 HENSLEY PC210 Bucket, dig	86847	\$5,150
2017 HENSLEY PC210 Bucket, TL	84520	\$5,900
KOMATSU A/PC300 10'6" arm	A/019345	\$3,300
2008 KOMATSU A/PC300LC-8 13' arm		\$4,700
2003 EMPIRE PC200 Bucket, dig	E6117	\$3,400
ESCO PC360 Bucket	RH112819	\$3,800
2016 JRB PC490 Hydraulic kit	A/AKRPLR9T530075	\$1,200
JRB PC160 Quick coupler		\$2,550
2005 KOMATSU KOAPC220 Arm	A/A88045	\$1,000
2008 KOMATSU Arm	A/A88943	\$3,400
KOMATSU PC200LC-8 Bucket		\$3,300
2014 STRICKLAND PC200 Thumb	4141	\$4,750
2017 WERK-BRAU PC138 Bucket, ditch	253307-1-1	\$1,700
ESCO PC490 Bucket	RH102249	\$7,400
2017 Marooka MST-800 Blade/mulcher attach		\$9,500
2016 WERK-BRAU PC55 Bucket	235831-2-1	\$1,050
2008 Bucket, snow	1107021	\$610
2007 INGERSOLL-RAND Shell kit		\$12,750
2011 GENESIS GXP660R	600-533R	\$160,000
2008 LEMAC Bucket, GP	D08033EA	\$4,600
2005 R250 Bucket, GP	A/348082	\$865
2006 R290 Bucket, GP	A/348104	\$1,110
2012 HYUNDAI R210 Bucket, GP	00043-B	\$3,000
ESCO R160 Bucket, GP	RH101366	\$3,000
2014 KENCO Bucket, rock	523888	\$6,140
2015 ADCO R210-7 Bucket, rock		\$7,693
2015 LEMAC Bucket, GP	176913-2	\$5,460
2016 LEMAC R210 Bucket, GP		\$5,847

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