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ROAD SIGNS

A PUBLICATION FOR AND ABOUT ROAD MACHINERY & SUPPLIES COMPANY CUSTOMERS

ROGNES CORP

See how this central-Iowa firm adopts the latest technology to boost production and material savings



Warren Rognes,
President

Cody Rognes,
Project Manager

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A MESSAGE FROM THE CEO



Mike Sill II



Dear Valued Customer:

Anniversaries are a cause for celebration, and some stand out more than others, such as RMS' 92 years in business. While Komatsu's *intelligent* Machine Control technology's five-year anniversary isn't near that stage yet, it's still worthy of commemorating the revolutionary accomplishment of these dozers and excavators with integrated GPS.

This issue of your Road Signs magazine spotlights the first company in North America to employ an *intelligent* Machine Control dozer, the innovative D61i-23. Right away, the firm's owners recognized that the technology was a "game changer" and have since added several other pieces to their fleet.

Many of you are utilizing these excavators and dozers and reaping the benefits as well – no masts or cables, reduced staking, minimized overcutting and lower costs. Whether you are a large contractor, an individual working on your own or somewhere in between, we encourage you to demonstrate an *intelligent* Machine Control product and see how it can make your business more efficient and productive.

Of course, there are times when a standard machine is more appropriate to the task at hand. Inside, see articles on Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer and PC1250LC-11 excavator. Both will quickly move mass quantities of dirt, and the dozer provides the advantage of being a good finish grader.

Whatever machines you run, proper maintenance is critical and using OEM products in the process is highly recommended. Find out why Komatsu's CK-4 Genuine Engine Oil is a wise choice for keeping machines running at peak performance.

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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Corp. Headquarters
5633 Highway 13 W
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(800) 888-9515

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(218) 727-8611
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(800) 633-9114

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ROGNES CORP

Central-Iowa firm adopts the latest technology to boost production and material savings



Warren Rognes,
President



Cody Rognes,
Project Manager

Warren Rognes was always going to end up on a construction site. His father was a farmer, and he and his brothers were fascinated with equipment. Eventually, they all found their way into the construction industry.

"I guess you could say it's a family thing," said Warren. "I have a picture of my younger brother Rudy, three neighbor boys and me sitting on top of a dozer, circa 1969. My first crew."

Warren went on to work for his older brothers, who had started Rognes Brothers in approximately 1971. "We did some road building, farm work, digging basements and anything else we could get," shared Warren.

In the mid 1980s, Warren went in a new direction and began running a crew for GM Contracting, which was owned by Gordon and Mary Kuznia. Eventually, Warren and

Gordon started a sister business together and called it KRI Company. In 2005 when Gordon retired, Warren bought him out.

When it was time to decide on a name for the business, Warren, who is President of Rognes Corp, didn't forget his siblings.

"Their company is called Rognes Brothers, so I hoped that if I named mine Rognes Corp, people might get confused and send my bills to them," he joked.

Today, Rognes Corp has 35 employees and focuses on roughly a dozen sewer- and water-installation projects annually that range from \$1 million to \$2 million.

"During the last five years, the Des Moines area has been really consistent for us," said Warren. "Coming out of the recession, we've been fortunate to have a lot of opportunities – about 90 percent of our work is located here – and grow our company from around 15 employees to our current size."

Happy to be boring

One way Rognes Corp sets itself apart from the competition is by targeting deep sewer-installation projects that have auger boring requirements.

"If there is an underground sewer contract with horizontal boring on it, we usually go after it pretty aggressively," said Warren's son, Cody, who is a Project Manager. "We can afford to do that because we are able to perform everything in-house, where other companies have to sub it out."

"Most boring jobs have deep lines," explained Warren. "That requires digging a bore pit and installing a box. When an outside company is handling the bore, they need to take the box

In this 1969 photo, Rognes Corp President Warren Rognes (front) and his younger brother Rudy Rognes (back row, second from left) sit atop dozers with their "first crew" of neighborhood friends. Two older Rognes brothers worked for a company and had used the dozers on the family farm. They later went on to form their own company.





► VIDEO

A Rognes Corp operator uses a Komatsu *intelligent Machine Control* PC360LCi excavator to dig a trench for a sewer-line installation. "There are so many advantages," shared President Warren Rognes. "We have seen significant time and material savings, and we are able to run more efficient crews and jobsites. It seems like we realize another benefit of the technology on every project."

for their next customer, leaving the general contractor to go back and redo the pit and put their box in. We can do everything, so it's a lot more efficient and streamlined."

Rognes Corp has tackled bores as small as 16 inches to as large as 120 inches. It's an application that Warren added to the company's repertoire in the late 1990s.

"We were on a job that required a half-dozen, large bores," remembered Warren. "We were only supposed to dig the pits, but some of them were 30-feet deep and needed dewatering. It was a logistical nightmare. We had to dig a pit and take out our boxes because we needed them on the next one, then the boring contractor would put their boxes in, so they could do the boring. I decided it made better sense for us to take care of the bores at the same time. So, I bought a boring machine, and we've been doing it ever since."

Warren says that crews will typically handle the mainline trunk sewer services, install any water and storm-sewer lines and leave the site near grade for the dirt contractors.

Technological leap

In addition to offering a niche application, Rognes Corp also has an ace up its sleeve – a machine with a built-in surveyor and blueprints. In 2015, Warren turned to Road Machinery & Supplies Co. and Sales Rep Bob Newman for a Komatsu *intelligent Machine Control* D51PXi dozer with integrated GPS and semi-automation. It was a significant upgrade to the fleet's technology.



"None of our equipment had aftermarket GPS; we went straight to the iMC dozer," stated Warren. "After one minute of running the D51i, I realized it was a game-changer. It's like sitting in the seat with a set of plans in real-time. I could tell exactly where I was and the elevations of every point on the site."

The technology delivered immediately on its promise of faster completion times and reducing waste material.

"With the D51i, we finished the first job a week early because of the integrated GPS – and we were within a tenth of an inch to grade," recalled Warren. "On top of that, I could run the dozer along the site when we were done to check the grade, elevation and intake-location height from inside of the cab. That was a huge

Rognes Corp President Warren Rognes uses the company's Komatsu *intelligent Machine Control* D51PXi dozer to grade at a jobsite in Ankeny, Iowa. "It's like sitting in the seat with a set of plans in real-time."

Continued . . .

'The PC490LCi is an instant production-booster'

... continued

time-saver, and I was also able to give the developer a jump drive containing all of the plans and proof that we did our job."

One reason Rognes Corp continues to see the benefits from its equipment is the support it receives from RMS and Technology Solutions Expert Will Anderson.

"Whenever we need anything, Will, Bob and RMS are only a call away and are always ready to assist," said Cody. "They helped us set up and understand the equipment. We get better with it every day. There have been times when I've called Will when he was driving, and he stopped his truck, accessed the machine from his phone and got us back up and running. We appreciate that dedication."

Adding on

After the D51PXi proved its mettle, it only made sense for Rognes Corp to add Komatsu

intelligent Machine Control excavators to its fleet. That's exactly what it did in the summer of 2018 when it purchased a PC490LCi and a PC360LCi. Once again, the technology delivered.

"I planned on leasing the 490LCi for a month, although it was soon apparent that we wanted to buy it," said Warren. "It's unbeatable on a water-main job. The PC490LCi is an instant production-booster because it is so accurate. The bucket is always on-grade, so the bottom of the trench is flat, and that means the pipe is going to be level. Plus, there is no longer a need to have a person checking grade – the operator can do that from inside the cab. Crews are wearing out boots faster than shovels now."

Overall, the *intelligent* Machine Control equipment has been a big hit for Rognes Corp.

"There are so many advantages," noted Warren. "We have seen significant time and material savings, and we are able to run more efficient crews and jobsites. It seems like we realize another benefit of the technology on every project."

"We've had other manufacturers come to us and brag about their GPS machines, but they aren't even close," he added. "The combination of the Komatsu technology and RMS' service is unbeatable."

Looking ahead

With a booming market in Des Moines and a solid reputation, Warren anticipates additional growth for the company. He says that the ability to attract more workers will be a challenge, and Cody thinks the emerging technology could be the answer.

"I used to be in the office; however, with *intelligent* Machine Control, I'm able to jump in the cab and get to work," said Cody. "I think it makes operators better and removes a lot of the intimidation that comes with operating a new machine. Technology is second-nature to those in the younger generation, so they will be more comfortable than in a conventional machine. This equipment will improve our marketability with the new work force." ■

(L-R) Rognes Corp Project Manager Cody Rognes and President Warren Rognes rely on RMS Sales Rep Bob Newman and Technology Solutions Expert Will Anderson for their Komatsu sales and service needs.



Using a Komatsu WA320 wheel loader, a Rognes Corp operator transports rock across a jobsite in Ankeny, Iowa.



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"Komatsu's i-machines definitely make my operators better at what they do. I mean, we haven't been using this technology for the past twenty years, so it's pretty new. But this tech makes it easier to do our job—makes it so that my operators can work more efficiently, and we get a better finished product."



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COMMUNITIES AT RISK

Additional federal infrastructure investment is critical to ensuring safe drinking water

When news of the Flint, Mich., water crisis made headlines, nearly 21 million people across the country relied on water systems that violated health standards. Low-income communities, minority populations and rural towns disproportionately deal with barriers to safe water.

Drinking water challenges are complex: failing infrastructure, polluted water sources and low-capacity utility management are all part of the issue. Declining investment in water infrastructure throughout the last several decades has exacerbated the problem.

Access to safe water is essential for our survival and our economy. Without serious investment in water infrastructure, we will continue to put communities at risk. As a country, we must support existing funding sources for water infrastructure, develop new and innovative funding mechanisms and more effectively prioritize the water needs of underserved communities.

Investment in water infrastructure has decreased. An analysis from the Value of Water Campaign shows that combined federal investment in drinking water and wastewater infrastructure declined from 63 percent of total capital spending to 9 percent since 1977. State and local governments have also decreased their capital spending on water infrastructure in recent years. The EPA estimates that the United States needs to invest \$472.6 billion in the next 20 years, the majority of which can be attributed to rehabilitating, upgrading and replacing existing infrastructure.

Essential for health, economy

Safe water is essential to our health – and if we're not healthy, we can't work. Businesses

and industries rely on water to support worker productivity and as a raw resource for goods and services. According to the Economic Policy Institute, \$188.4 billion spent on water infrastructure investment in five years can yield \$265 billion in economic activity and create 1.9 million jobs.

Federal investment in water infrastructure must continue to grow. The reality is that Flint is not an isolated incident. Communities across the country struggle to provide safe water. People are working hard to address these issues, but more effort is needed. Everyone can play a role by making our failing water systems and the communities that rely on them a priority. Safe water must no longer be a luxury. ■

Sara Schwartz holds a master's degree in environmental management from the Yale School of Forestry and Environmental Studies. This article is excerpted from a blog post. For the full version, visit blog.ucsusa.org. Connect with Schwartz at www.linkedin.com/in/saraschwartz1/.



Sara Schwartz,
Union of Concerned
Scientists, Early
Career Scientist
Mentor Program
Participant

Investment in the nation's water systems is critical, and we must put more money toward existing infrastructure, especially in underserved communities, says Sara Schwartz, Union of Concerned Scientists, Early Career Scientist Mentor Program Participant.



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RECRUITING A NEW GENERATION

Creating a sense of community and belonging can attract, retain millennial workers

Construction companies are facing a critical time. An abundance of available projects is unquestionably a good thing, but the industry's positive momentum is exposing one of its most serious issues – the lack of skilled workers.

While company owners are beginning to invest in recruiting measures, keeping new staff members will be the next challenge. That may be especially true for millennials. Hiring and retaining them is a growing concern, especially considering that they now comprise the majority of the workforce. According to a Gallup poll, six in 10 millennials are currently open to exploring new job opportunities.

Part of the reason is the ability to easily search for a seemingly infinite number of jobs at any time. There are thousands of positions listed across hundreds of online job sites, so why would employees limit themselves to one career for the rest of their lives? Society fosters the perception that the next employer will pay more or will offer other attractive features.

Some of the blame lies in the culture of instant gratification, but a majority of the issue stems from a disconnect between employer and employee. Many young workers would like to stay at a job long term, if only their companies did a couple of things differently.

Cracking the code that is the millennial workforce will make or break businesses throughout the next decade, notes Iluma Learning, Inc. Founder Amy Parrish. "Millennials are looking to be a part of something; they crave a sense of community and belonging," she writes. "The idea of working for a faceless corporation is not always appealing to millennials – they want to

be welcomed and appreciated for their efforts, regardless of the industry. A company's culture goes a long way toward helping it transcend a workplace and become something more meaningful that employees can really buy into and commit to."

Match practices to your culture

Taking concrete steps can help your company understand how to hire, develop and retain this generation of young, ambitious

Continued . . .

Companies can attract and retain millennial employees by creating a positive culture. "The real culture is what happens at the workplace every day," said Iluma Learning, Inc. Founder Amy Parrish. "If a company says it values employees' opinions, staff members should feel like their input matters. Talk to employees and managers to truly determine if your company's practices are matching up with your culture."



Show millennials they can lead, grow and achieve

... continued

workers. According to Parrish, every organization has a culture, whether it defines one or not.

“The way a company runs its daily operations, values employees and works with customers shapes its culture,” she writes. “Making a concerted effort to delineate and develop a positive culture goes a long way toward attracting and retaining employees. While rules and regulations can create the outline for a company, the culture colors, shades and highlights the areas that reside outside the lines. Policies and procedures may tell the what, but culture provides the who, why and how.”

Parrish points out that a culture is about more than buzzwords on letterhead or a website. “The real culture is what happens at the workplace every day. If a company says it values employees’ opinions, staff members should feel like their input matters. If it says it cherishes time away from work, then an organization should not require 80-hour workweeks or shame workers into forgoing their vacation days. It is important for owners and leaders to monitor the real culture of their workplace continuously. Talk to employees and managers to truly determine if your company’s practices are matching up with your culture.”

A recent Gallup poll found that six in 10 millennials are currently open to exploring new job options. You can attract and keep millennials by giving them opportunities to grow and learn.

Avoid the turnover trap

Millennials want to be pushed and challenged to do more. Creating a culture where employees feel welcome and encouraged to test their resolve from day one will entice new hires to join your team and also stay longer. You will be rewarded with hardworking, long-term employees who are invested in the company.

Winning over millennial talent has less to do with offering hip perks or remodeling the office than it does with showing millennials that they have a future at your organization where they can learn, grow, achieve and lead, according to a recent Gallup poll. Providing opportunities for career growth as well as personal development plays a major role for millennials when deciding where to work and how long they are willing to stay with one company.

Like any employee, as millennials learn and grow, they want opportunities to provide input and the ability to work independently when appropriate. Show a candidate that there is genuine mutual trust between employer and employee to accomplish a task without micromanagement. Once a millennial is hired, create a monthly review to show progress and areas of improvement. The review should be a two-sided equation. When you involve millennials in the process and define their aspirations, you will create a stronger connection between the company and the work that millennials are doing.

“Employers will be relying on millennial talent for decades to come,” writes Klyn Elsbury, CEO & Founder of Landmark Makers in an article that appeared on Forbes.com titled “Five Proven Tactics for Hiring and Retaining Millennial Employees.” “If you want your new talent to stay with you, you have to give them unique reasons to. Only the organizations that understand how talent wants to be treated will avoid the turnover trap.” ■

Note: Information in this article was gathered and compiled from various sources, including an interview with Amy Parrish, M.Ed., MBE, a Professional Management Leadership Specialist for the heavy equipment industry. She has 15 years of experience in the industry and has worked with the Association of Equipment Distributors as well as several heavy equipment manufacturers.



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A 'GAME CHANGER'

First contractor to use revolutionary *intelligent* Machine Control is more efficient, productive than ever



Joe Liesfeld III,
Vice President



Kelby Morgan,
Project Manager

Liesfeld Contractor takes pride in being at the forefront of construction technology. The Richmond, Va., earthwork contractor was one of the first in its community and surrounding area to use a dozer with an aftermarket GPS grading system.

"It was awkward, but it was cool; and, at times, it would grade by itself using an indicator system," recalled Vice President Joe Liesfeld III, who along with his father, Joe Jr., own and operate the firm. "The technology continued to improve, which helped with efficiency, but the drawback was that our operators had to spend time installing and taking down masts and cables every day. That takes a bite out of production time."

When Komatsu introduced its initial *intelligent* Machine Control dozer five years ago, Liesfeld

Contractor jumped at the chance to be the first to demonstrate the revolutionary D61i-23 with factory-integrated GPS that required no time-consuming set up of masts or cables.

Komatsu has since added five more sizes of the machine: D39i, D51i, D65i, D85i and D155i. Some of the dozers are in their second generation, including the D61i-24s. All feature fully automatic blade control from first pass to last. During rough-cut, if the system senses excess blade load, it automatically raises the blade to minimize track slip and maintain forward momentum. The blade also automatically lowers to push as much material as possible for maximum production in all situations.

"Right away we recognized that the original D61i was a game-changer," stated Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product. After the trial period, we made it part of our fleet and have since put additional units to work. We use them in all facets of construction, from stripping topsoil to putting a site to final grade. The accuracy is outstanding."

Accuracy delivers productivity

With thousands of machines in North America and total fleet hours into the millions, Komatsu's *intelligent* Machine Control dozers have proven to reliably deliver accuracy on jobsites.

"The blade is a dirt pusher, and it's also our survey crew," stated Liesfeld. "The dozers always know where they are in relation to final elevation. They have virtually eliminated staking and the need for extra labor to check grade, which is a huge cost savings. After the

A Liesfeld Contractor operator grades with a Komatsu D51PXi-24 dozer. "The blade is a dirt pusher, and it's also our survey crew," said Vice President Joe Liesfeld III. "This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer."

▶ VIDEO





Komatsu *intelligent* Machine Control excavators, including this PC360LCi-11, are go-to machines for Liesfeld Contractor, which puts them to work excavating, digging trenches and constructing ponds. “They have the versatility to move mass quantities of materials as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly,” said Technology/GPS Manager Chris Ashby.

site model is loaded into a machine, we set up a base station and a benchmark, and that’s it. We have noticed the biggest savings with fine grading. This technology allows us to do (finish grading) three to four times faster than before we acquired the first *intelligent* Machine Control dozer.”

Liesfeld Contractor’s Technology/GPS Manager Chris Ashby builds 3-D site models based on CAD files provided by engineering firms. After checking for accuracy, he sends the models to the dozers via Topcon’s SiteLink3D system.

“It’s seamless, and once the model is loaded, the machine is ready to go to work,” said Ashby. “The operator always has an overall, site-grading map available on the high-res monitor, detailing elevations and where cut-and-fill locations are. If there is a change, I can send an update directly to the machine, so that adjustments are virtually instantaneous.”

Excavators effective in every application

Ashby can also transmit revised information to the firm’s *intelligent* Machine Control

excavators. Komatsu announced their arrival with its PC210LCi-10 – the world’s first such excavator – approximately one year after the D61i-23 dozers. Liesfeld Contractor runs a second-generation PC210LCi-11, as well as PC360LCi-11 units.

Among a host of standout features in the excavators is an exclusive control function that goes beyond simple guidance to semi-automatically limit overexcavation and trace a target surface. Once the target elevation is reached, no matter how hard an operator tries to move the joystick to lower the boom, the excavator won’t allow it. This reduces wasted time and the need for expensive fill materials.

“The main uses for our excavators are trench digs for dry utilities, so the models are done on a ditch-by-ditch basis, because each is unique,” Ashby pointed out. “Recently, on a large project, we had dozens to dig. If each required staking and we needed someone to constantly check grade, the cost would have been fairly high. Once I loaded the models, the operators could simply excavate the trenches and move the dirt.”



Chris Ashby,
Technology/GPS
Manager

Continued . . .

'The technology allowed us to work confidently'

... continued

What others are saying about *intelligent Machine Control*



"The accuracy is spot-on, and we aren't wasting materials due to overcutting. The technology is easy to use – download a file to the machine, and you're ready to roll in just a few minutes."

Bret Barnhart, Owner, Bret Barnhart Excavating



"I think what stood out the most to me was using the PC490LCi to cut a slope, and when it was done, the slope was smooth as glass. We loaded the plans, and it cut right to grade with no stakes or grade checkers."

Pete Sewczak, Vice President, Zak Dirt



"(The integrated system) saves us time and money by eliminating the need to put up and take down masts, and we no longer worry about them getting damaged or stolen. What stands out is the increased production and efficiency. We simply plug the plans into the machines and go to work."

Randy Ellis, Owner/Vice President, R&T Ellis



"The savings of time and material costs have been significant. We don't need surveyors to drive new stakes or replace the ones that invariably get knocked down."

Mike Greenfield, Owner/President, Greenfield Trucking

Liesfeld Contractor uses its *intelligent Machine Control* dozers, including this D61PXi-24, from first pass to last. "Right away we recognized that the original D61i was a game-changer," said Project Manager Kelby Morgan. "Komatsu built a bulldozer around GPS, versus trying to adapt GPS to the bulldozer. By doing that, they created a superior product."



Morgan added, "There were a lot of ups and downs to those utility trenches compared to straightforward ditch digs, which added to the complexity. As a result, there was no way to use laser guidance. Every grade break required staking, but the integrated system eliminated the need for that. The technology allowed us to work confidently, knowing that once the excavators reached target depths at each point of the trenches, our operators could not go beyond that."

On the same project, Liesfeld Contractor used the excavators for additional applications. "They have the versatility to move mass quantities of materials, as well as do precision work such as slopes, so we were able to construct a relatively large pond rather quickly," said Ashby. "Because these excavators are accurate and could put the entire area to grade, we did it without a dozer. That eliminated additional machine costs."

Upped the ante

Joe Liesfeld Jr. founded Liesfeld Contractor in 1972, clearing house lots with a dozer, chainsaw and a dump truck. As the years progressed, so did the company. By the mid-1980s, commercial site work and other large projects that involve a comprehensive package of services became the norm, most of them for repeat customers. The Liesfelds also operate an environmental company that offers wetland construction, as well as a recycling operation.

Expansion continued through the 1990s, when Joe III and his brother, Kenny (who's no longer with the company), as well as Morgan joined the business. The trio were instrumental in bringing GPS technology to Liesfeld Contractor's jobsites.

"We have moved millions of yards of dirt through the years, and we've always sought ways to be as efficient and productive as possible," said Morgan. "The *intelligent Machine Control* products really upped the ante. They make operators at every career level more effective, and our people love them." ■

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Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

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VOICE OF THE CUSTOMER

Feedback leads to increased power, lift capacity and more in new XT-5 Series track feller bunchers

Lift capacity and power are major contributors to production in the woods, and Komatsu's XT-5 Series of track feller bunchers delivers both with a more powerful Tier 4 Final engine and greater lifting ability for enhanced logging performance. Komatsu also improved reliability and durability with the introduction of a new rugged undercarriage that significantly extends service life.

Four models – XT430-5 (non-leveling), XT435L-5, XT445L-5 and XT465L-5 – with operating weights ranging from 66,359 to 74,516 pounds are available. Compared to their predecessor XT-3 models, the contemporary XT-5s have a 310-peak-hp, Cummins engine that provides increased horsepower and torque and lowers fuel consumption by as much as 10 percent, thanks to advanced engine and hydraulic system control designs.

Lift capacities at full-reach have jumped 75 percent on the XT430-5, XT435L-5 and XT445L-5, and 16 percent on the XT465L-5. The latter now readily operates the Quadco (a Komatsu-owned company) 24-inch cutting-capacity, high-speed disc saw heads.

Responding to customers

"We have been systematically gathering and analyzing voice-of-the-customer input to define our next generation of feller bunchers," said Steve Yolitiz, Manager, Marketing Forestry, Komatsu America. "The XT-5 Series represents the culmination of translating this input into feller bunchers that truly meet the needs of today's demanding loggers."

Larger-capacity, hydraulic piston pumps for the implement, attachment and disc saw operate at 500 rpm lower speed, while providing high flow. Each pump has

pressurized suction inlets to reduce cavitation risk. Boom, arm and rear hydraulic tubes and hoses have robust forestry-specific guarding that improves protection and sheds debris.

The undercarriage's rugged 8.5-inch track chain link has a thicker and stronger bushing strap to resist "twist," as well as a high-density track roller and idler bushing material that extends wear cycles. All final drives feature a triple-labyrinth, floating-seal housing to protect the seal against mud packing. Other undercarriage improvements further extend service life.

Komatsu relocated the state-of-the-art forestry cab to the left of the boom for industry commonality. Design changes give superior lines-of-sight to each track. Standard rearview and optional right-side-view monitoring systems further enhance the operator's view. Eleven LED lights provide superior visibility for night operations. ■



Steve Yolitiz,
Manager,
Marketing Forestry,
Komatsu America

Komatsu's new XT-5 Series of track feller bunchers delivers increased power, lift capacity, reliability and durability as well as KOMTRAX® telematics system technology. Four models are available.





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EFFICIENT MATERIAL MOVEMENT

Komatsu's new wide-blade dozer excels when low ground pressure is needed

The ability to move mass quantities of material and finish grade with one machine on a variety of jobsites is a distinct advantage. Komatsu's new D65PX-18 Wide VPAT (Variable-pitch Power Angle Tilt) Blade Specification dozer provides it in a package that includes nearly a foot more blade width and six-inch larger track shoes than its standard counterparts. Traditional and *intelligent* Machine Control models are available.

The 53,925-pound dozers have 14.1-foot, six-way blades, which deliver greater grading productivity and versatility, according to Chuck Murawski, Komatsu Product Manager, Dozers, who emphasized that customers are increasingly using these size-class dozers for more than slot dozing. Komatsu beefed up the C-frame to ensure it could carry the wider blade.

"Our D65s handle the heavy lifting of stripping, cutting and pushing, and the Wide VPAT blades make them excellent finish dozers," he said. "Each has increased steering power for greater maneuverability, and we added an automatic shift mode with a full-time torque converter that maximizes production and efficiency on both short and long pushes. The hydraulics are smooth, so operators can control the blade with little effort."

Light footprint

The D65PX-18 Wide VPAT Blade Specification models really stand out in sensitive areas, said Murawski. Ground pressure with the 36-inch track shoes is approximately 5 PSI, which is 14 percent lower than machines with 30-inch shoes.

"This makes them ideal for projects such as landfill cells where the dozer is running across a liner or in pipeline construction where it's operating on top of buried pipe," reported Murawski. "Another advantage is that the

shoes are centered on the track compared to being offset like some competitive models, so the load is always evenly distributed. That helps lengthen undercarriage life."

Komatsu equipped the D65 dozers with its PLUS (Parallel Linkage Undercarriage System) Undercarriage, which features rotary bushings and larger components that undergo a unique heat-treating process for increased strength and durability.

"Customers report increased flotation and better traction with the wide, 36-inch track shoes; greater stability on slopes with the 7 percent wider track gauge; faster times when spreading material using the 14.1-foot blade; and a smooth, comfortable ride from a well-balanced machine," said Murawski. ■



Chuck Murawski,
Komatsu Product
Manager, Dozers

Quick Specs on Komatsu's D65PX-18 Dozer Models

Model	Horsepower	Operating Weight	Blade Capacity
D65PX-18 Wide VPAT and D65PXi-18 Wide VPAT	217 hp	53,925 lb	5.8 cu yd

Komatsu's new D65PX-18 Wide VPAT Blade Specification dozer has wider blades and track shoes, allowing for more efficient material movement on areas where low ground pressure is essential.



NEW PC1250-11 EXCAVATORS

Increased horsepower significantly boosts productivity and profitability



Kurt Moncini,
Komatsu Senior
Product Marketing
Manager,
Tracked Products

Numbers tell the tale on Komatsu’s upgraded PC1250 excavators. They offer a 13 percent boost in horsepower and up to 8 percent greater productivity, all while maintaining the fuel consumption of their Dash-8 predecessors. Two configurations are available – the PC1250-11 with a short undercarriage and a PC1250LC-11 with a long undercarriage – allowing users to match the excavator to their particular applications.

“The higher horsepower delivers additional power to the pumps, which helps the excavator handle the high-demand segments of a cycle more effectively,” said Kurt Moncini, Komatsu Senior Product Marketing Manager, Tracked

Products. “We also made some changes to reduce hydraulic pressure loss for improved efficiency. During tough applications, the machines keep their digging force longer. Operators who have run the Dash-8 model, should notice a significant increase in performance.”

Companies involved in large, high-volume excavating jobs should choose the short undercarriage PC1250-11, which has a shorter boom that’s thicker at the arch. “This short-boom configuration allows customers to use a bigger bucket,” explained Moncini. “It’s primarily made for one application – high-production truck loading. Fifty-ton to 70-ton-class trucks are an ideal match, but the PC1250-11 is also more than capable of loading up to 100-ton trucks.”

Versatile LC configuration

In addition to mass excavation and truck loading, the PC1250LC-11 long-undercarriage configuration excels in deep sewer and water trenching, general construction and mining/quarry applications. It features a standard 29-foot, 10-inch boom and arm options of 11’2”, 14’9” and 18’8”.

“The long undercarriage model provides greater versatility because its arm options and longer boom enable larger digging envelopes with greater reach and digging depths,” said Moncini. “The ability to handle objects such as manholes and box culverts is outstanding, too. This is a great, larger-size, multi-purpose excavator.

“Komatsu’s Business Solutions Group can help identify the right configuration and machine specifications to best suit customers’ operations,” added Moncini. “Whichever they choose, either excavator will meet their needs and do so more productively and efficiently, which increases profitability.” ■

Quick Specs for Komatsu’s PC1250 Excavators			
Model	Net Horsepower	Operating Weight	Boom Length
PC1250-11	758 hp	259,960-265,900 lb	25 ft, 7 in
PC1250LC-11	758 hp	269,300-275,240 lb	29 ft, 10 in

Komatsu’s new PC1250-11 short-undercarriage, mass-excavation excavator (shown below), as well as the PC1250LC-11 long undercarriage model, deliver greater production while maintaining the same fuel efficiency as their Dash-8 predecessors.



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REMOTE CONTROL

Epiroc automation designed to deliver greater safety and efficiency for underground mining operations

Epiroc now offers a number of automation features for its Scooptram loader to provide enhanced efficiency and added safety for underground mining. The automation package makes it possible for an employee stationed in a remote location to operate the loader.

“With the new Scooptram Automation Regular package, the operator can control the loader, even while it is out-of-sight, from a safe stationary or mobile control station,” explained Epiroc Product Manager of Automation Vladimir Sysoev. “This also enables customers to easily transition from manual to automatic mode, which is crucial in mines with a dynamic environment or quick advancements.”

To minimize environmental impact and keep employees out of harm’s way while work proceeds smoothly, automation is key. Production and the efficient utilization of machinery can continue even during shift changes and when people are not safely permitted in the work area, such as if the mine has not yet been adequately ventilated or there is a substantial risk of falling debris after blasting. The operator can make swift transitions from manual to automatic mode to adapt to the situation at hand in a timely fashion.

Features easily installed safety system

The automation package includes cameras, sensors and safety modules that are mounted onto the Scooptram as well as a safety system, which is easily installed in the mine. When a person or another machine enters

the Scooptram’s work vicinity while the safety system is enabled, the loader will automatically shut down to avoid causing potential harm.

“Productivity and workers’ well-being go hand in hand,” noted Sysoev. “An automated loader from Epiroc works to protect both.” ■



With Epiroc’s Scooptram Automation Regular package, an operator can safely control the loader from a remote location. “This also enables customers to easily transition from manual to automatic mode, which is crucial in mines with a dynamic environment or quick advancements,” said Epiroc Product Manager of Automation Vladimir Sysoev.

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ENGAGING MINE OPERATORS

Brian Yureskes, Director of Sales and Global Accounts, says direct conversations benefit mining customers

QUESTION: Customer engagement is a key element of Komatsu's commitment to helping them run more productively, and it gains valuable feedback for machinery improvement. What role does it play for Komatsu Mining?

ANSWER: We are engaging both current and potential customers by going into the field more often in order to better understand their operations, requirements and what they expect from us. We want them to know how Komatsu can meet their needs with a variety of innovative and technologically advanced trucks that move massive amounts of materials, as well as with the support to ensure that they do so in the most efficient manner possible. These direct conversations also provide valuable feedback as we look to the future.

This year is the 10th anniversary of our Autonomous Haulage System, or AHS. During the past decade, the system has moved around 2 billion tons of material. Mines that are not utilizing AHS vehicles are seeking information about the benefits, which are outstanding. In the past, there may have been some reluctance on our part to talk about these advantages beyond our AHS customer base. We are more actively spreading the word to customers through various means, such as inviting them to our proving grounds where we field test the trucks.

QUESTION: The Peoria Manufacturing Operation (PMO) focuses on mining trucks. What specific products are produced there?

ANSWER: We manufacture seven of the largest electric-drive mining trucks in the



Brian Yureskes, Director of Sales and Global Accounts, Komatsu Mining

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.

It was almost a foregone conclusion that Brian Yureskes would land in his current role as Director of Sales and Global Accounts, Komatsu Mining. He started with Komatsu six years ago in product marketing for construction equipment and became Director of Training and Publications at the company's Customer Center in Cartersville, Ga. Then, in 2015 the opportunity to move into mining presented itself, and Yureskes took it.

"My first job out of college was in operations management for a mining company," recalled Yureskes, who graduated from the Colorado School of Mines in 2005 with a mining engineering degree. He recently completed his MBA at Bradley University in Peoria, Ill. "When I came to Komatsu, I was indifferent as to whether I worked in construction or mining, but, with my background, it made sense that I would eventually migrate to the mining side."

Three years ago, he took the role of a Business Development Lead, working closely with a single mining customer. Last year, Komatsu Mining expanded his duties, putting him in charge of global efforts.

"I have always found mining enjoyable," he shared. "Playing in the dirt with trucks seems like such a natural fit."

Yureskes and his wife, Katherine, have two children and like to stay active. He enjoys weightlifting, mountain biking, basketball and playing some golf now and then. "I don't like to sit still," he said.

Continued . . .

Mining trends foretell future growth

... continued

world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous versions of some models. Every Komatsu mining truck ordered worldwide is built and shipped from the PMO. In addition, all global engineering support, research

and development, parts and testing for the products manufactured are handled here. That's unique compared to other Komatsu manufacturing operations in North America.

QUESTION: What is the state of the mining industry?

ANSWER: There has been some overall volatility lately. After a down period, all the markets experienced a surge, then stabilized a bit. Trends look positive going forward, and analysts are predicting growth for mining during the next five years. Komatsu is taking a proactive approach to further expand its footprint in the mining sector.

QUESTION: Do you encourage customers to visit the PMO?

ANSWER: Absolutely. It's a fantastic experience for people to see how these massive haulers are manufactured. If the timing is right, visitors may even watch their own trucks being built. We also view it as a great opportunity to showcase the quality that Komatsu builds into its products and the world-class support behind them. ■



Komatsu's Peoria Manufacturing Operation produces seven of the largest electric-drive mining trucks in the world, ranging from the 200-ton-capacity 730E to the 400-ton 980E, as well as autonomous versions of some models.

Brian Yureskes, Director of Sales and Global Accounts, Komatsu Mining, says customer engagement provides valuable feedback that can have a direct impact on new products.





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OPTIMIZING JOBSITES

Partnership for aerial mapping provides resources to reduce costs, increase efficiency



Jason Anetsberger,
Komatsu Senior
Product Manager

With drones becoming an increasingly common worksite tool, Komatsu has identified aerial mapping and analytics as key components of its SMARTCONSTRUCTION initiative – a range of integrated hardware and software solutions designed to offer an end-to-end workflow for each phase of construction. In addition to its long-standing relationship with Skycatch, Komatsu recently boosted those capabilities by partnering with Propeller Aero, a global leader in cloud visualization and analytics solutions.

“A Komatsu SMARTCONSTRUCTION jobsite, by definition, is technology enhanced and production optimized,” said Jason Anetsberger,

Komatsu Senior Product Manager. “Adding Propeller Aero as a key partner gives our North American distributors and customers exceptional capabilities to achieve this standard for aerial mapping. Propeller combines simple, yet powerful analysis tools with fast and accurate site visualization.”

Komatsu spent several years testing various commercial drone mapping and analytics options. In Propeller, it found an exceptionally robust product, well-suited to meet the needs of modern construction operations. Propeller balances ease of use with survey accuracy and reliability.

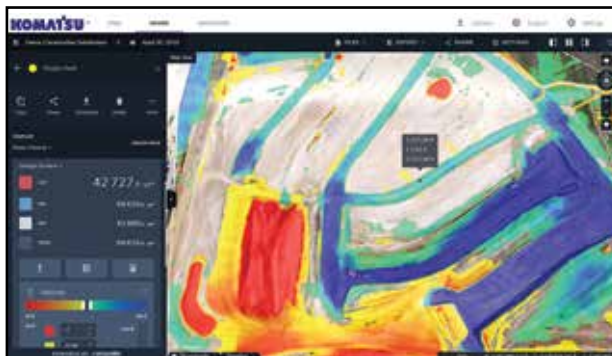
Powerful data at your fingertips

Propeller’s processing machinery quickly crunches drone images and delivers the results as a cloud-based, 3-D model to a desktop or tablet. From there, powerful collaboration and analysis tools let users perform height, volume and slope calculations as well as monitor if a project is on-track.

The technology platform created by Propeller supports multiple coordinate systems, including local site calibrations. This allows personnel to capture up-to-date data expressed in the specific geospatial coordinate already in use on that jobsite. Local grid support is crucial for ensuring that drone-captured maps and models match up with plans and previous surveys.

“Worksite managers are starting to see the real business value of accurate, up-to-date drone data,” said John Frost, Vice President of Business Development at Propeller Aero. “That’s why we’re building tools and workflows designed for experts and non-experts alike. It’s all about empowering users with information to reduce costs, improve safety and make the most efficient use of resources.” ■

Komatsu is now partnering with Propeller Aero – a leader in cloud visualization and analytics solutions – to provide customers with simple, yet powerful tools that offer accurate site visualization. Propeller balances ease of use with survey accuracy and reliability.



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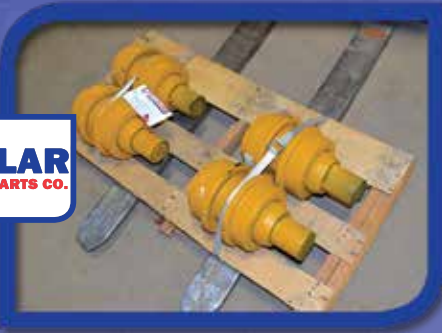
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NEW ENGINE OIL

Komatsu designed its CK-4 Genuine Engine Oil for better wear protection in all conditions

Lubricants are the lifeblood of any machine, helping them run at peak performance, according to Bruce Gosen, Senior Product Manager, Komatsu Parts Marketing. "They protect against wear, so it's essential to have the best oil possible for extended engine life," said Gosen.

Komatsu makes its new EO15W40-LA (CK-4) from semi-synthetic base oil rather than from conventional base oils. "That provides better protection, especially in severe conditions, compared to most other 15W-40 engine oils in the marketplace," said Gosen. "It also has several benefits that contribute to better fuel economy compared to the CJ-4, which this new product replaces.

Specific benefits of the new oil:

- It has outstanding resistance to oxidation and deposit formation, helping engines maintain their original horsepower and fuel-efficiency ratings.
- The new oil quickly sheds air bubbles, enabling equipment to operate on extreme grades where air can be drawn into the oil-pump suction line and compromise engine health and performance.
- It was designed to protect even the hottest components in off-road engines such as turbocharger bearings, piston rings, top lands and more.
- The oil was formulated to maintain its viscosity, even under extreme oil-drain conditions. EO15W40-LA has a low-ash formula that has been enhanced to meet CK-4 specifications. In addition to Tier 4 equipment, it is backward-compatible for use in Tier 3 and older machinery.

The new engine oil can be used in any brand of equipment that requires 15W-40, CK-4, CJ-4, CI-4 or ECF-3 oil.

"While not required by the American Petroleum Institute, we field tested EO15W40-LA in order to confirm its performance and benefits in large, off-road equipment," said Gosen.

"We encourage anyone who wants excellent performance throughout the life cycle of their machinery to choose Komatsu Genuine Oils like our CK-4, which is one in a line of competitively priced products that are available through our distributors." ■



Bruce Gosen,
Senior Product
Manager, Komatsu
Parts Marketing



Komatsu's EO15W40-LA (CK-4) Genuine Engine Oil reduces wear and helps maintain original fuel economy. It is approved for use in all engines that require CK-4 and is backward-compatible for use in Tier 3 and older machines.



NEWS AND NOTES

Study suggests saving billions with dam removals

Removing, instead of repairing, aging dams could save billions of dollars, according to a Portland State University research study focused on current statistics regarding dam removal. Researchers said that if trends continue, between 4,000 and 36,000 dams will be eliminated by 2050.

The study found that hydroelectric and water-supply dams were most commonly

removed, and the choice of taking them out often comes down to cost-benefit versus ecological and other impacts. The Association of State Dam Safety Officials calculates it would cost \$64 billion to rehabilitate all of the dams in the United States and bring them up to safe conditions. An estimate from the American Society of Civil Engineers puts the cost above \$45 billion to repair and upgrade more than 2,100 high-hazard structures. ■

Sticker campaign raising trench safety awareness

The Occupational Safety and Health Administration (OSHA) aims to raise trench safety awareness with new, free stickers designed to remind workers to “slope it, shore it, shield it.” The stickers are available in English and Spanish through OSHA’s website, www.osha.gov.

“When done safely, trenching operations can limit worker exposure to cave-ins, falling loads, hazardous atmospheres and hazards from mobile equipment,” OSHA says. “The best way to prevent a trench collapse is to slope or bench trench walls, shore trench walls with supports or shield trench walls with trench boxes.” ■



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DAVE JOHNSON

After successful 40-year tenure at RMS, Vice President readies himself for next chapter

Dave Johnson's career at Road Machinery & Supplies Co. has been filled with several milestones and memorable moments. It's as if fate led the retiring Vice President of Sales and Marketing to RMS nearly 40 years ago.

"I had just been part of a downsizing on a Monday in 1979. The next day, I was on my way home from a bogus job interview," recalled Johnson. "As I was driving down the freeway, I saw RMS' sign and remembered a guy I had worked with saying, 'RMS sells the big-ticket item, and you could do well there.' I didn't even know what RMS did, but I got off at the exit, walked into the office and asked for a job. Luckily, they had an opening in the rental department, and I've been here ever since."

It didn't take long for Johnson to make an impression on the company. He went into outside sales in 1980 where he worked

until being promoted to Sales Manager for the Savage, Minn., branch in 1988. He moved into the office of Vice President of Sales and Marketing in 2000. Johnson was then promoted to Chief Operating Officer in 2006 and reprised his sales and marketing role 10 years later.

Whether it was selling the first Komatsu excavators and wheel loaders; moving RMS into the aggregate equipment market; or helping to pilot the company through the Great Recession of the late 2000s, Johnson has been dedicated to making RMS the best it can be.

"I always tried to help make RMS a winning team," stated Johnson. "RMS is a great place to work. I love that it's a family-owned firm, which allows for solid business decisions to be implemented as well as having family morals as part of its culture. Being a Komatsu distributor and an award-winning KPI-JCI dealer helped this be a fun and rewarding experience."

Adventures ahead

When Johnson retires in January, the avid traveler and fitness enthusiast already has a packed schedule ahead of him.

"If there's a mountain to climb or a trail to hike, my wife, Lisa, and I will be on it," he joked. "We are excited to be able to visit our three children, who live in Maple Grove, Minn.; Denver; and Hermosa Beach, Calif. This spring, I'm also planning to participate in the Run For The Wall, a coast-to-coast motorcycle ride that supports the military.

"I'll be taking and instructing Yoga Sculpt classes, too," he continued. "Lisa has been teaching for 10 years, and I started doing that last year as well. Overall, I'm very excited about what's ahead of me, although I will miss all of my wonderful co-workers, customers and suppliers, who I have known throughout the years. Great memories!" ■

Retiring RMS Vice President of Sales and Marketing Dave Johnson cruises down a stretch of Wisconsin highway during an annual motorcycle ride with Frattalone Companies. Johnson plans to fill his retirement with more scenes like this one, in addition to hiking, traveling as well as taking and teaching Yoga Sculpt classes.



ANDY SCHWANDT

Commitment to customers and efficiency are top priorities for new VP of Sales and Marketing

Andy Schwandt will transition from his post as Vice President, Sales Manager to replace the retiring Dave Johnson as Vice President of Sales and Marketing for Road Machinery & Supplies Co. in January. It's a position he's been training for throughout his whole career.

"I'm very excited about this opportunity," said Schwandt. "I've been involved in sales for quite some time, and this is the position you strive for when you start. While that experience has prepared me for this role, I've been actively training for it the last couple of years with Dave. He's been a great manager and mentor."

As Vice President of Sales and Marketing, Schwandt will be responsible for sales, inventory and manufacturer relationships. One of the main changes for Schwandt will be a shift in focus to the entire company.

"As Sales Manager, all of my responsibilities are directly tied to the Savage branch, so I'm really looking forward to working with all of our branches and helping them succeed," he stated. "I'll also be involved in the marketing efforts of the operation, which include our digital, print and other communication platforms."

Staying on top of technology

One of his key initiatives will be continuing to incorporate technology into RMS' organization-wide efforts.

"We are always looking for ways to operate more efficiently in order to better serve our customers and integrating more technology can help us do that," said Schwandt. "One of my goals is to enhance our customer-

relationship management system. I think we can always make improvements in that area. If we are more efficient with our internal communication, it will help us take care of customers more quickly."

While programs and platforms may change, working to meet customers' needs will always be priority number one for Schwandt and RMS.

"One hallmark of RMS is our commitment to doing what's right for our customers," shared Schwandt. "Every practice we institute and system we implement is done with that in mind. We want our customers to be successful."

Away from the office, Schwandt enjoys spending time with his wife, Kelly, and their six children. ■

Andy Schwandt will move from his post as Vice President, Sales Manager to replace the retiring Dave Johnson as Vice President of Sales and Marketing for Road Machinery & Supplies Co. in January.



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\$269,000

2014 LIPPMANN 62X24 S/N 044850



\$127,500

2013 KOMATSU PC210 LC-10 S/N 044157 2,593 hrs.



\$138,500

2017 KOMATSU WA270-8 S/N 045825 604 hrs.

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



2006	KOMATSU PC35MR-2	CONMR2	1,356	\$24,500
2006	KOMATSU PC35MR-2	046737		\$17,500
2011	KOMATSU PC55MR-3	046838	4,865	\$32,750
2012	KOMATSU PC78US-8	046617	1,602	\$56,000
2008	KOMATSU PC138US-8	045489	5,526	\$62,000
2009	KOMATSU PC200LC-8LC	045975	5,667	\$83,200
2013	KOMATSU PC210 LC-10	044157	2,593	\$127,500
2015	KOMATSU PC210 LC-10	041933	2,135	\$129,000
2012	KOMATSU PC228US LC-8	043237	6,327	\$89,750
2013	KOMATSU PC228US LC-8	043236	5,484	\$84,959
2016	KOMATSU PC240 LC-11	A22129GZ	1,450	\$195,000
2014	KOMATSU PC290 LC-10	CON18016	4,735	\$137,500
2006	KOMATSU PC300LC-7E0	035681	7,099	\$65,000
2012	KOMATSU PC360 LC-10	047419	3,651	\$137,500
2013	KOMATSU PC360 LC-10	044275	8,295	\$124,500
2016	KOMATSU PC360 LC-10	046722	2,674	\$200,000
2012	KOMATSU PC490 LC-10	043954	7,407	\$159,900
2012	KOMATSU PC490 LC-10	047013	6,611	\$175,000
2014	KOMATSU PC490 LC-10	029220	5,687	\$206,250
2012	CASE CX210B	047006	5,800	\$65,000
1999	DEERE 450 LC	PTI-90361decook	16,726	\$33,400
2014	HITACHI ZX135US-3	conex135	2,300	\$95,000
2011	HYUNDAI ROBEX 160 LC-9	028476	1,453	\$99,500
2012	HYUNDAI ROBEX 210LC-9	036132	3,155	\$79,500
2013	HYUNDAI ROBEX 210 LC-9	028477	2,579	\$83,500
2011	HYUNDAI ROBEX 320 LC-9	028479	3,052	\$105,000
2012	TAKEUCHI TB285	044108	2,708	\$54,000

COMPACTORS/PAVERS



2012	BLAW-KNOX RW35A Paver	024158	334	\$64,500
	BLAW-KNOX PF4410 Paver	045159	6,519	\$25,000
2012	LEEBOY 8510B Paver	035199	1,968	\$79,500
2015	LEEBOY 8510C Paver	045222	963	\$94,500
2015	LEEBOY 8510C Paver	043943	1,333	\$84,500
2004	LEEBOY 8515 Paver	039683	4,489	\$39,500
2004	LEEBOY 8515 Paver	039683	4,490	\$39,500
2012	LEEBOY 8515B Paver	033825	1,856	\$84,500
2013	LEEBOY 8515B Paver	043150	1,249	\$94,500
2013	LEEBOY 8515C Paver	043901	2,000	\$76,500
2013	LEEBOY 8616 Paver	031809	959	\$99,500
2014	LEEBOY 8616B Paver	030590	561	\$166,500
2006	ROADTEC RP195 Paver	045160	7,700	\$25,000
2011	VOLVO PF4410 Paver	044601	5,300	\$29,500
2015	DYNAPAC CA1300PD Padfoot Roller	032001	73	\$59,500
2005	INGERSOLL-RAND SD45FB Padfoot Roller	371038	486	\$37,500
2005	BOMAG BW135AD Smooth Drum Roller	047026	1,898	\$11,000
2015	DYNAPAC CC1200 PLUS Smooth Drum Roller	032006	268	\$39,500
2014	DYNAPAC CC4200 Smooth Drum Roller	028327	566	\$69,750
2016	DYNAPAC CC6200 Smooth Drum Roller	036293	1,909	\$89,500
2016	DYNAPAC CC6200 Smooth Drum Roller	037725	592	\$119,500
2016	DYNAPAC CC6200 Smooth Drum Roller	036292	1,216	\$99,500
2015	VOLVO DD25B Smooth Drum Roller	046715	710	\$24,500
2016	VOLVO SD45D Smooth Drum Roller	046544	385	\$59,000
2015	WACKER NEUSON RD27-120 Smooth Drum Roller	033747	198	\$38,500
2007	WACKER NEUSON AS50 Walk/Tow Behind Compactor	040860		\$5,250
2016	WACKER NEUSON RTKXSC-3 Walk/Tow Behind Compactor	037310	157	\$39,904
2017	WACKER NEUSON RTKXSC-3 Walk/Tow Behind Compactor	041720		\$28,950

WHEEL LOADERS



2017	KOMATSU WA270-8	045825	604	\$138,500
2004	KOMATSU WA380-5L	047521	15,541	\$42,000
2013	KOMATSU WA500-7	A94115GZ	8,600	\$225,000
2015	KOMATSU WA500-7	040808	2,883	\$289,500
2014	HYUNDAI HL740-9A	031504	1,355	\$116,000
2014	HYUNDAI HL760-9A	030739	3,119	\$129,500
2014	TAKEUCHI TW65	028820	353	\$55,700

FORK LIFTS & BOOM LIFTS

2015	JLG G5-18A Telescopic Fork Lift	032615	1,691	\$51,995
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SKID LOADER



2014	TAKEUCHI TL8	041829	1,070	\$36,500
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OFF-HIGHWAY TRUCK

2012	KOMATSU HM400-3	023778	7,330	\$178,750
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FORESTRY EQUIPMENT

2005	TIMBERJACK 1110 Forwarder	039629	8,682	\$169,500
2006	ROTTNE SMV RAPID Forwarder	041984	13,046	\$119,500
2013	DEERE 1270E Wheeled Harvester	044451	5,975	\$318,200
1993	TIMBCO T425 Tracked Fellerbuncher	045032	11,655	\$66,000
2005	TIMBCO 425EXL Tracked Fellerbuncher	041437	11,195	\$152,500
2012	TIMBERPRO TL725B Tracked Fellerbuncher	038471	5,127	\$269,000

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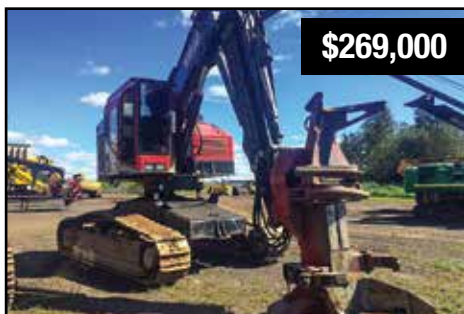
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\$289,500

2015 KOMATSU WA500-7 S/N 040808 2,883 hrs.



\$269,000

2012 TIMBERPRO TL725B S/N 038471 5,127 hrs.



\$175,000

2012 KOMATSU PC490 LC-10 S/N 047013 6,611 hrs.

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

CRAWLER DOZERS



2002	KOMATSU D37PX-21	045764	3,926	\$35,000
2009	KOMATSU D37PX-22	CON18024	2,700	\$79,000
2016	KOMATSU D39PX-24	041931	881	\$119,900
2010	KOMATSU D51PX-22	042707	4,559	\$85,000
2011	KOMATSU D51PX-22	042709	4,444	\$117,500
2015	KOMATSU D51PXi-22	043228	1,152	\$225,000
2017	KOMATSU D51PXi-22	046037	2,499	\$199,000
2017	KOMATSU D61PXi-24	045682	2,334	\$245,000
2011	KOMATSU D65EX-16	030315	8,915	\$70,000
2012	KOMATSU D65PX-17	1160GZ	3,050	\$189,000
2015	KOMATSU D65WX-17	2166gz	2,350	\$178,000
2005	CASE 1650K	044869	5,095	\$51,000

ATTACHMENTS

2002	KOMATSU PC400 D33743 Arm	33743		\$3,000
2005	KOMATSU KOAPC220 Arm	27011		\$1,000
2008	KOMATSU A/PC300LC-8 Arm	034674A		\$4,700
2008	KOMATSU Arm	033410A		\$3,400
2011	YOUNG Arm	40075		\$27,500
2003	EMPIRE PC200 Bucket, GP	315793A		\$3,400
2011	EMPIRE Bucket, GP	20472		\$26,500
2015	EMPIRE Bucket, GP	033082A		\$6,800
2016	GP GEM Bucket, GP	38389		\$5,900
2005	GP HENSLEY Bucket, GP	400846A		\$2,900
2013	HENSLEY A/PC240 Bucket, GP	025992A		\$4,600
2016	HENSLEY A/PC490 Bucket, GP	033761A		\$7,000
2013	KOMATSU Bucket, GP	027208A		\$6,450
2007	GP LEMAC Bucket, GP	7486		\$13,700
2013	PEMBERTON Bucket, GP	26177		\$16,000
2008	Bucket, GP	22453		\$610
2013	EMPIRE L220 Bucket, Other	A/L220		\$7,500
2004	SCHUFT FAB Bucket, Other	400096		\$3,000
2015	ADCO R210-7 Bucket, Rock	34460		\$7,693
2014	HENSLEY Bucket, Spade Nose	39344		\$27,500
2015	CUSTOM BUILT 10X7 Cab, Other	33098		\$7,000
2009	JRB Coupler / Quick Coupler	15998		\$6,750
2016	JRB PC490 Coupler / Quick Coupler	036534A		\$1,200
2015	GEM WA380 Fork	43306		\$5,500
2014	FLECO PC360 Grapple, GP	30346		\$9,500
2011	GENSCO PR01/5-60 Grapple, Scrap/Salvage	CON10088		\$13,900
2008	ATLAS COPCO Hammer/Breaker - Hydraulic	11697		\$14,675
2012	NPK GH6 Hammer/Breaker - Hydraulic	40445		\$22,400

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

TRUCKS

2015	KOMATSU HM400-3	030622	4,414	\$337,000
1998	CATERPILLAR D400E	046857	4,512	\$35,000

SCRAP PROCESSING/DEMOLITION

2005	VOLVO EC290B LC	13475	7,515	\$124,500
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CRAWLER CARRIERS

2014	MOROOKA MST800VD	030916	1,067	\$94,500
2015	MOROOKA MST1500	033098		\$7,000
2014	MOROOKA MST1500VD	028085	2,010	\$129,500
2014	MOROOKA MST1500VD	028086	1,918	\$129,500
2014	MOROOKA MST1500VD	030037	2,013	\$134,750
2014	MOROOKA MST2200VD	029386	1,569	\$183,870
2014	MOROOKA MST2200VD	030915	1,910	\$157,000

AGGREGATE EQUIPMENT

2014	LIPPMANN 62X24 Riprap Plant	044850		\$269,000
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MISCELLANEOUS

2006	WACKER NEUSON LTC4 Light Tower	476074	10,127	\$8,600
2012	WACKER NEUSON LTN 6L Light Tower	022432	4,394	\$4,950
2012	WACKER NEUSON LTN 6L Light Tower	023287	1,993	\$7,350
2012	WACKER NEUSON LTN 6L Light Tower	023288	4,067	\$3,995
2012	WACKER NEUSON LTN 6L Light Tower	024925	1,231	\$8,420
2012	WACKER NEUSON LTN 6L Light Tower	024937	1,901	\$9,715
2014	WACKER NEUSON LTN 6L Light Tower	031613	2,811	\$3,950
2014	WACKER NEUSON LTN 6L Light Tower	031616	3,682	\$3,950
2014	WACKER NEUSON LTN 6L Light Tower	028617	1,789	\$3,950
2014	WACKER NEUSON LTN 6L Light Tower	031624	4,335	\$3,950
2014	WACKER NEUSON LTN 6L Light Tower	028622	3	\$7,950
2014	WACKER NEUSON LTN 6L Light Tower	031614	1,841	\$4,950
2014	WACKER NEUSON LTN 6L Light Tower	031615	330	\$6,450
2014	WACKER NEUSON LTN 6L Light Tower	031617	90	\$6,950
2014	WACKER NEUSON LTN 6L Light Tower	031620	513	\$6,450
2014	WACKER NEUSON LTN 6K Light Tower	028342	3,863	CALL
2014	WACKER NEUSON LTN 6K Light Tower	028343	3,372	\$9,260
2014	WACKER NEUSON LTN 6K Light Tower	028341	4,381	\$3,950
2014	WACKER NEUSON LTN 6K Light Tower	028619	3,080	\$3,950
2016	GORMAN-RUPP PA6C60-4045T PSO Pump	036390		\$38,950
2018	GORMAN-RUPP PA6C60-4045T PSO Pump	044594		\$48,500

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