

# Road Signs

August 2020



A publication for and about Road Machinery & Supplies Co. customers

[RMSroadsigns.com](http://RMSroadsigns.com)



Lee Meyer,  
President  
and CEO

## PWS

Diversification fuels Minnesota contractor's growth, helping it build communities for now and the future

**KOMATSU®**



# A MESSAGE FROM THE CEO



*Mike Sill II*

Dear Valued Customer:

Like most every industry, construction has been affected by the COVID-19 pandemic. No one knows for sure what tomorrow will bring in these uncertain times. One thing you can count on, however, is that we at Road Machinery & Supplies Co. will continue to provide the right equipment and prompt technical solutions to allow you to manage an efficient construction project.

It's gratifying to know that we have aligned ourselves with leaders in integrated GPS and other systems, which make today's machinery more efficient and productive than ever. Innovation goes beyond the machine as well, with companies like Komatsu working to connect the entire jobsite.

This issue of your Road Signs magazine highlights the diverse lineup of Komatsu equipment that we carry. Some of it is very technologically advanced, such as the intelligent Machine Control (iMC) dozers and excavators that were introduced several years ago. Read about iMC 2.0, which has new features including Proactive Dozing Control, that can make dozing up to 60 percent more productive than previous generation models.

Komatsu's smallest standard excavator, the PC130-11, performs its role like a champion. It is a basic digging machine that fits into nearly any operation and can be hauled on a tag trailer. Find out more inside.

Komatsu builds impressive specialty machines as well, such as the new WA800-8 wheel loader – made for big applications. The WA800-8 is a great loader for quarries, and with features like automatic dig, semi-auto approach and semi-auto dump, it can make operators more effective in V-cycle loading.

As always, if there is anything we can do for you, please contact us. We're always here to help.

Sincerely,  
ROAD MACHINERY & SUPPLIES CO.

Mike Sill II, CEO

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# PWS

## Diversification fuels Minnesota contractor's growth, helping it build communities for now and the future



*Lee Meyer,  
President and CEO*



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**A**s an owner in his family's multi-generational business, it would appear to most that Lee Meyer's future was already set in place. That was until he purchased a specialty water and sewer company and set off on his own.

"We had partnered with the company on some jobs, and I knew they did good work," recalled Meyer. "When I heard there was an opportunity to buy it, I jumped on it."

Meyer purchased Pete's Water & Sewer in 2014, which goes by PWS today, and began expanding.

"We had six or seven employees when we started, and then we doubled each of the first three years. Now, we have 45 team members," he explained.

In addition to staff, the company also saw a sizable expansion of its services. The chance to

do so was one reason Meyer was interested in purchasing the business.

"I saw an opportunity with PWS because of its customers," noted Meyer, who is the President and CEO. "It had a very diverse base and filled a specific niche. I felt we could expand on that, and fortunately we have been able to."

While specialized water and sewer projects are still a main focus for PWS, the operation has introduced other services, like excavation and demolition, that Meyer carried over from his previous work.

"The move to add these services was well received by some of our larger customers – general contractors," he stated. "We still do the niche work for customers we've served for 25 years, but it has opened the door to much bigger jobs."

### Highly visible

With the growth, PWS has found its way onto some recognizable projects. A bulk of its jobsites are located in downtown Minneapolis. The ability to call back on years of challenging assignments allows PWS crews to successfully navigate the unknown associated with those urban endeavors.

"Traffic, existing utilities and the depths we work at tend to scare some other companies away," explained Meyer. "Not a lot of people want to do this work. We have the experience in these areas that allows us to be successful, despite all of the obstacles."

Those accomplishments also helped PWS earn work on one of the Twin Cities' highest-profile assignments in the Southwest Light Rail Transit (LRT) extension of the METRO Green Line. The four-year, \$2-billion project extends light rail service 13 miles from downtown Minneapolis to Eden Prairie. It features 16 stations, 24 bridges and a microtunnel.



*Using a Komatsu D65PXi dozer with intelligent Machine Control, a PWS operator grades at a jobsite near the Twin Cities.*





#### ► VIDEO

*A PWS operator uses a Komatsu PC360LCi-11 excavator with intelligent Machine Control to dig footings at the Hennepin County Medical Examiner's Office. "This excavator is set up so you can't overdig the footings," said Vice President Rich Schmid. "The equipment cost per unit for performing our work is amazing; we see a higher proficiency in production with a lower equipment and labor cost factor. It allows us to be more aggressive in our bidding."*

"Our focus is on the water and sewer for the extension," explained Meyer. "There are about 85 sites that we're working on related to the light rail, and each is different. Project management is key because nothing is very straightforward."

The company also performed water and sewer installation at Allianz Field in St. Paul, the home of Major League Soccer's Minnesota United FC.

"The big projects are cool, although we run the gamut," stated Meyer. "We also have two-person crews who take care of smaller connections. Our mission statement is that we are 'building tomorrow's communities today.' No matter the size of the job, we can handle it."

#### 'intelligent' upgrade

As the contracts began to add up, Meyer knew that finding efficient methods to improve the operation would help it become more competitive and profitable. Upgrading his fleet to include additional GPS-equipped machines was important. A conversation with PWS Vice President Rich Schmid sealed the deal.

"Rich had a lot of experience with one GPS system, so I figured we'd purchase that and add it to our machines," recalled Meyer. "But, he told me that after seeing Komatsu intelligent Machine Control (iMC) with Topcon, we had to go with it. The other option wasn't the right product."

"The systems will perform the same tasks, but the iMC is so much smoother and faster," said Schmid. "I believed it provided a better product in the end."

PWS' first demo with a Komatsu PC360LCi-11 excavator earlier this year proved Schmid's recommendation to be on-target.

"We dug footings with it in downtown Minneapolis," detailed Meyer. "We had a number we wanted to hit, and we crushed it. We dug 2,000 feet in one day. We were going so fast, the concrete guys behind us couldn't keep up. They actually asked us to slow down, and we weren't using an operator with a ton of experience. We

*Continued . . .*



knew at that point we had to have the excavator in our arsenal, so we bought it.”

“This excavator is set up so you can’t overdig the footings,” said Schmid. “You can only dig the depth the model is built for. The equipment cost per unit for performing our work is amazing;

we see a higher proficiency in production with a lower equipment and labor cost factor. It allows us to be more aggressive in our bidding.”

In addition to the PC360LCi excavator, PWS also added a D65PXi dozer this spring.

## Komatsu and RMS

While the Komatsu iMC excavator and dozer are the most recent additions to the PWS fleet, they are far from the first Komatsu machines Meyer has purchased. His relationship with Komatsu and Road Machinery & Supplies Co. Territory Manager Phil Major predates PWS.

“For almost 20 years I’ve been working with Phil, I know I can rely on him,” said Meyer. “We know we can count on the Komatsu product and RMS to back them up. That’s why we continue to work with them.”

The PWS lineup includes a variety of Komatsu equipment from wheel loaders to haul trucks. However, with 16 Komatsu excavators in varying sizes, PWS crew members have a clear preference.

“We have people who have run every machine in that market, and they really like Komatsu,” said Superintendent Jason Lauritsen. “They don’t want to run anything else. On our end, RMS is great to work with. They get us everything we need, when we need it – parts, services, repairs – they’re on it.”

## Continued development

As PWS moves forward, Meyer expects to see an uptick in the excavation and demolition services the company provides.

“Our first dirt job was a small site for a restaurant in 2015,” he said. “We’ve gone up in size from there. We recently did earthwork for a 47-acre development in Elko called Pete’s Hill. On the demolition side, we started by taking down several houses for a customer.

“Today, we’ve been able to find jobs where we can combine those two services with our water and sewer,” Meyer added. “For the Hennepin County Medical Examiner project, we demolished four existing structures and then excavated the site for construction of a 56,000-square-foot, two-story building and installed the water and sewer.”

For Meyer, projects like that are laying the blueprint for PWS’ future.

“The growth in those areas is to the point where we feel comfortable making good investments in them,” said Meyer. “It’s a very exciting time right now.” 



(L-R) Rich Schmid, Wayne Manders, Jason Lauritsen and Lee Meyer from PWS gather in front of their new Komatsu PC360LCi-11 with RMS Territory Manager Phil Major.



Komatsu equipment, like this HM400 haul truck, makes up a large part of the PWS fleet. “We have people who have run every machine in that market, and they really like Komatsu,” said Superintendent Jason Lauritsen.



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	Hup 40-30	4.4 USt	1.1 USt at 131 ft	131 ft	84 ft and 98 ft
Igo T range	Igo T 70	4.4 USt	1.6 USt at 131.2 ft	131.2 ft	114.8 ft
	Igo T 85 A	6.6 USt	1.5 USt at 147.6 ft	147.6 ft	124.7 ft
	Igo T 130	8.8 USt	1.5 USt at 164 ft	164 ft	122.4 ft
Mobile range	Igo M 14	2 USt	0.7 USt at 72.2 ft	72.2 ft	62.3 ft
	Igo MA 21	2 USt	0.8 USt at 85.3 ft	85.3 ft	63.3ft
	Hup M 28-22	2.4 USt	0.9 USt at 91.9 ft	91.9 ft	64.3 ft
Special application	Hup C 40-30	4.4 USt	1.1 USt at 131 ft	131 ft	84 ft and 98 ft

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# THE RIGHT FIT

## Manitowoc's Potain cranes from RMS Rentals give customers total access to jobsites, improve workflow and efficiency

**J**obsites can be crowded and hectic places. Multiple contractors at one location can make operating conditions tricky. To alleviate those stressors, having an equipment fleet to maximize performance with the smallest footprint possible is essential. That is why customers like Link Construction, Inc., Fager Framing, Inc. and Frana Companies, Inc. turn to RMS Rentals for Manitowoc's Potain self-erecting cranes.

"With this crane, we can avoid a lot of obstacles," explained Fager Framing President Jeremy Fager. "We set up the crane in a location that gives us access to the whole site. We don't have to worry about trying to fit a tracked machine or truck crane onto the site for a couple of hours and working the schedule around that. The crane is always there. Now if it's wet or multiple crews are on-site and space is tight, we can still do our work."

"If you place them right and cover the whole building, it maximizes your productivity," added Kelly Anderson, Equipment Manager for Frana Companies.

"The crane lets us use prefabricated walls in our residential construction," added Patrick Link of Link Construction. "We set it between two housing pads and use it to work on both. That puts us three weeks ahead of schedule."

### Multiple applications

While the most common use of the crane is to make heavy and high picks, each user has found several unexpected benefits of having a crane on-site at all times.

"A lot of our work is on multi-level buildings, so we're lifting prefabricated walls into place with the crane," said Fager. "However, that application is

*Continued . . .*



*Fager Framing Inc., uses a Potain Igo T 85 A self-erecting crane from RMS Rentals to unload a truck at a jobsite in Waterloo, Iowa. "With this crane, we can avoid a lot of obstacles," explained President Jeremy Fager. "We set the crane up in a location that gives us access to the whole site."*



*Jeremy Fager,  
President,  
Fager Framing, Inc.*

### ► VIDEO



Discover more at  
[RMSRoadSigns.com](http://RMSRoadSigns.com)



done just a small percentage of our time. We use the crane for so much else during a job, like loading and unloading trucks, moving product and more. We seem to find more uses for it on every job."

The ability of the crane to perform many tasks also has a positive impact on the companies' bottom lines.



*Patrick Link,  
Owner,  
Link Construction, Inc.*

#### ► VIDEO



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*Link Construction, Inc., uses a Potain Igo MA 21 self-erecting crane from RMS Rentals to set a wall for a home in Shakopee, Minn.*



*Kelly Anderson,  
Equipment Manager,  
Frana Companies, Inc.*



*A Frana Companies, Inc. crane operator makes a supply drop remotely with a Potain Igo T 85 A self-erecting crane. "Our operators are busy all of the time," said Equipment Manager Kelly Anderson. "They can be anywhere on the site contributing to the work."*

"We only have three full-time employees, so having the crane to set walls, roof trusses and floors maximizes our production," stated Link.

"The crane literally cuts our production time in half, and we use about five fewer machines," stated Fager Framing Project Manager Ben Mather.

### Remote and ready

One noticeable feature of the Potain cranes is remote operation. With an operator on the ground rather than in a cab, that team member can contribute in ways that traditional equipment would not allow.

"Our operators are busy all of the time," noted Anderson. "They can be anywhere on the site contributing to the work. They run forklifts, unload trucks and do multiple other tasks besides run the crane. Often they are also securing the loads before they make the lift. If there was a cab, we would need an extra person to do all of that."

In addition to efficiency, there is a safety bonus.

"I can be at the exact location of the drop," said Fager Framing Job Foreman Justin Scheff. "I don't have to rely on information from someone on a walkie-talkie or watch for hand signals. I can be right there and see what's going on for myself; I never lose sight. It makes my job safer and allows me to work with more confidence."

"I never have to do a blind pick," echoed Frana Companies Crane Operator Paul Neeley. "Not having to sit in one place is a big advantage. I can rig the load and then go right to where it needs to be delivered."


### RMS Rentals delivers... and removes

The time, material and labor savings Link Construction, Fager Framing and Frana Companies have realized with Potain cranes is enhanced by the service they receive from RMS Rentals, such as taking care of delivery and teardown of the equipment.

"RMS Rentals does it all for us," noted Anderson. "They have great support behind their products, and we appreciate that. It's one thing we don't have to worry about."

"They know what they're doing," added Mather. "We have a great relationship with them, and we trust them."

Working with RMS Rentals also helps to alleviate potential downtime through reliable service.

"If we have an issue, they are here to fix it," said Fager. "We want our cranes to be moving all of the time, and RMS Rentals knows that." 



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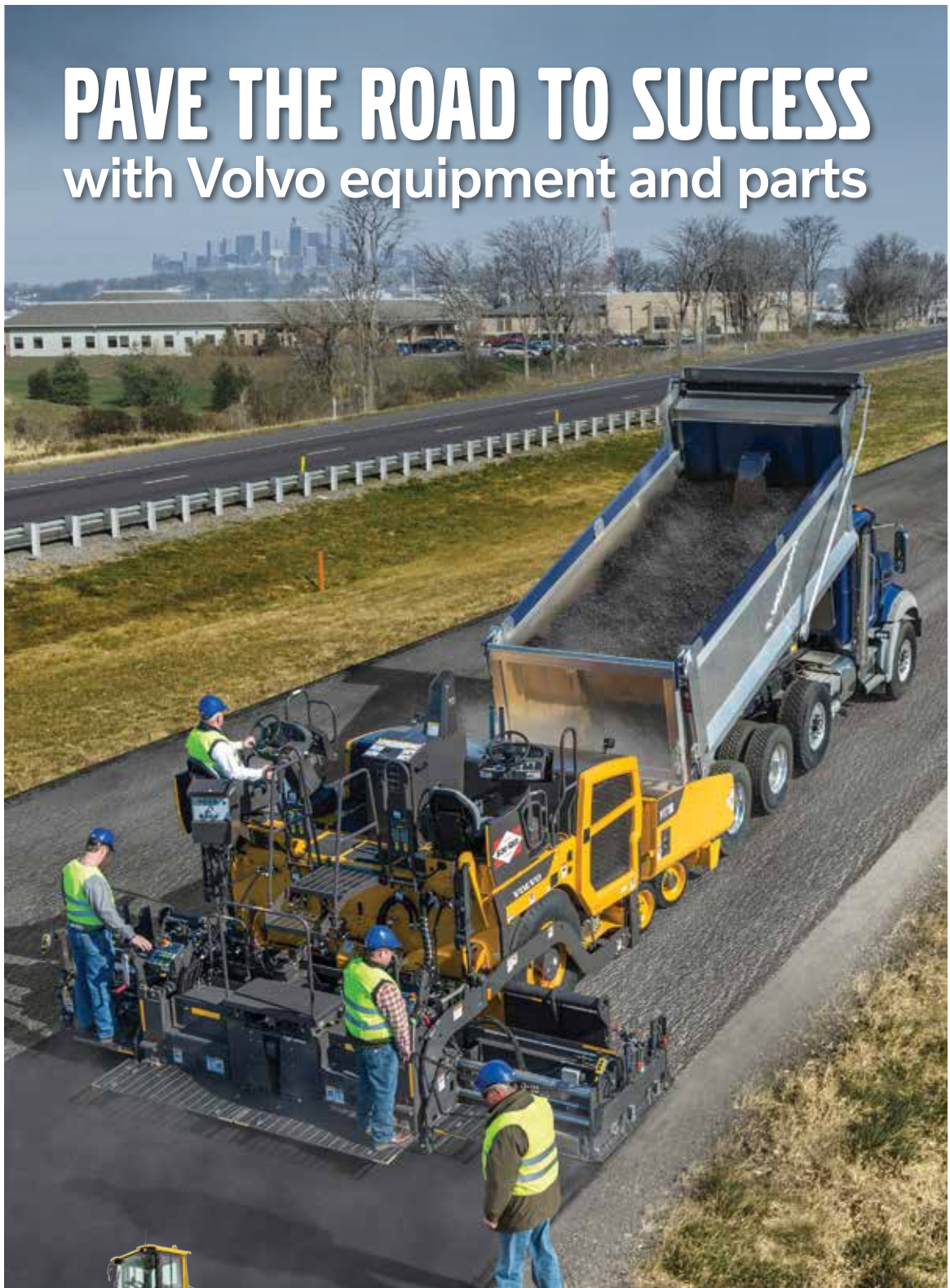
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# GROWING TO SERVE

**Organizational growth focuses on expanding service opportunities to help Road Machinery & Supplies Co. better meet customers' needs**



*Mike Sill II,  
CEO*

If it seems like Road Machinery & Supplies Co., (RMS) is adding facilities, services, employees and equipment lines at a record pace, it's because the organization is doing just that.

With 360 employees and 14 branches situated primarily throughout the Midwest, RMS CEO Mike Sill II says that the company is committed to doing everything necessary to meet customers' needs.

"RMS is a company that believes in growth," he said. "There's opportunity for us to reinvest as our company becomes healthier and stronger. We've been blessed with our fair share of opportunity, and that's helped our growth plans."

While buildings and equipment get noticed, it's people who have fueled the expansion at RMS.

"It seems like the stronger we get, the better people we attract," shared Sill. "We consider ourselves a destination employer, and our employee longevity reflects that."

## Fields of opportunities

Iowa is one area where RMS' reinvestment in its infrastructure is most-recently apparent. New state-of-the-art branch facilities will open this summer in the Des Moines area as well as in Cedar Rapids. These two new locations follow a 2018 move into a spacious 35,000 square foot shop and office in East Moline, Ill.

"We're very excited about our commitment to the Iowa market," said Sill. "We've made a pretty significant investment with two brand-new offices on the heels of the East Moline facility. It's a vital and growing area for our company, and to have functional, well-equipped service branches in three of the state's largest markets is important."

That investment ensures that RMS is able to continue to serve customers for years to come.

"One of the things we have been focused on was making sure we are thinking five and 10 years ahead," explained VP of Southern Operations Joe Schmidlein. "We will have the



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newest facilities in each of these areas, and we wanted to make sure we were positioned to expand as equipment and technology evolves.”

### Global reach

Another addition to the portfolio is the RMS Mining Solutions operation, which opened in Hibbing, Minn., in 2019.

“We recognized there was a void in the market,” said VP of Northern Operations Jon Anderson. “People want to buy used and rebuilt Komatsu and mining drill parts and components that are up to original equipment qualification standards. That’s something we can do, and we bring credibility to the marketplace.”


While RMS has longstanding relationships with the taconite operations in the Iron Range, the vision for RMS Mining Solutions is far-reaching.

“We want RMS Mining Solutions to be a global operation that touches base with mining companies around the world,” said Anderson.

### Varied offerings

Machinery, and the evolving technology inside of it, is the crown jewel of a fleet. However, for equipment to function efficiently, it requires specialized attention. RMS has added several of these niche services to its offerings through other business lines.

In addition to RMS Mining Solutions, RMS Rentals, RMS Hydraulic Services, RMS Tritec, Polar Parts Co., Atlanta Equipment and U.S. Shoring & Equipment Co. help the organization deliver a well-rounded service catalog.

“We are very proud of those divisions,” said Sill. “They operate as their own businesses without too much intervention from the mothership. The goal is to develop our capabilities so that customers can stay within the RMS family to meet all of their needs.” 



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# CONTROL WHAT YOU CAN

## Five ways your construction business can address uncertainty during COVID-19, other crisis situations

**P**erhaps the hardest part of the COVID-19 pandemic has been the uncertainty – not knowing what will happen next. The rapid spread of the virus that resulted in essentially locking down the United States is unprecedented in our lifetimes, and the inability for even the experts to predict the human toll and economic outcome causes stress and fear for everyone.

Because none of us can control the outcome, you must try to manage those things you can. Following are some areas you have control over in your business:


**1. How you communicate.** Continual, honest communication with those on your payroll and your customers is essential. Share the facts about what's happening in the industry, the community and within your organization. Don't be brutally honest but don't sugarcoat things either. Be straightforward about what's going on, both good and bad. This will help limit confusion and gossip, as well as minimize any shocks when new information comes in.

**2. The willingness to listen.** It's within your power to encourage open dialogue. Allow workers to express their concerns, share their ideas or simply vent on occasion. Listen to what they have to say and address any problem areas as quickly as possible. Also be sure tailgate talks and safety discussions continue to take place – from a social distance, of course.

**3. Showing compassion.** Recognize that this is a difficult time for everyone, whether it's your employees or customers. Work with them to address specific challenges or concerns. Put the necessary precautions in place to ensure the safety of everyone entering your sites and ask them if they feel comfortable about the steps that are being taken. Allow for time off due to stress and especially illness, if needed.

**4. Monitoring employees' mental states.** Construction workers may not be on the frontlines

of the crisis, but they are certainly close to it. The increased exposure on top of the job that already carries a certain level of risk can push some workers over the brink. The industry already has the highest rate of suicide of any sector. Train staff to recognized signs of mental distress and suicidal tendencies.

**5. Giving hope.** While the coronavirus may seem like a never-ending bad news story, there is reason to be hopeful and there are some signs that we may pull out of this mess in the near future. Find the positive news stories where you can and pass them along. Reassure your employees and customers that you're in this for the long haul. Then make sure you are by staying informed about your company's position and managing costs that are within your control. 

*Editor's note: Becky Schultz has served as editor of Equipment Today magazine since 1998. This article was excerpted from a piece that appeared at ForConstructionPros.com. To read the article in its entirety, visit [www.forconstructionpros.com/blog/21128525](http://www.forconstructionpros.com/blog/21128525).*



*Becky Schultz,  
Editor,  
Equipment Today*



*Becky Schultz, Editor, Equipment Today, offers five things you can control during uncertain times such as the COVID-19 pandemic. They include how you communicate and listen, among others.*



# MOBILE MACHINE

**New excavator offers fast cycle times, high productivity in machine designed for easy transport on tag trailer**



*Andrew Earing,  
Komatsu Senior  
Product Manager,  
Tracked Equipment*



Discover more

**W**hether you're a contractor just starting out or an established firm running multiple pieces of equipment, a basic digging machine likely suits your operation. Easy transport from job to job is an added bonus.


"Not all projects involve moving massive amounts of dirt; for instance, agriculture applications such as field tile repair to light utility and municipality work," said Andrew Earing, Komatsu Senior Product Manager, Tracked Equipment. "With fast cycle times, a maximum digging depth of more than 17 feet and high productivity, the new PC130-11 is a good fit."

Earing added that the excavator is highly portable. Komatsu's smallest conventional tail swing can be moved with a tag trailer and still have capacity to spare for additional support equipment.

"Mobility is a real asset with the PC130-11," said Earing. "When a contractor finishes one job, they can quickly load this excavator and be on the way to the next. When they get there, it's a matter of minutes to unload and start digging. That increases production time."

## Ready for the challenge

Earing added that like all Komatsu equipment, the PC130-11 is built for the long haul, as well as for versatility.

"It has steel castings in the boom foot, boom nose and arm tip," he said. "That provides durability for years to come. Additionally, the excavator is available with plus-one piping as an option, so you can run attachments, such as a thumb or hammer, providing the capability to perform multiple applications and potentially boost profits." 

### Brief Specs on Komatsu's PC130-11 Excavator

<b>Model</b> PC130-11	<b>Operating Weight</b> 28,660 lb
<b>Horsepower</b> 97.2 hp	<b>Bucket Capacity</b> 0.76 cu yd

*Komatsu's smallest conventional tail-swing excavator, the PC130-11 is a versatile digging machine for projects such as field tile installation, light utility and municipal work. It can be moved on a tag trailer with capacity to spare.*





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

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# EASIER TO FILL

## Automatic, semi-auto systems in new wheel loader assist operators during V-cycle loading



Robert Hussey,  
Komatsu Product  
Marketing Manager



Discover more

**E**xperienced operators know that V-cycle loading can be a challenging application that takes time to master. One way to speed up the learning curve is with machinery features that assist in automating the process, according to Robert Hussey, Komatsu Product Marketing Manager.

“Several factors are part of a successful loading cycle, including proper digging into the pile to get a full bucket, approaching the truck, dumping, backing up and turning,” said Hussey. “Helping new operators become proficient as quickly as possible is essential. We took that into account when designing our updated quarry, aggregate and mining loaders, including the new WA800-8.”

Hussey highlighted three key systems that contribute to productivity and efficiency, which can be used together or separately to automate the work phases when V-cycle loading haul trucks:

- **Automatic dig** optimizes bucket load, actuating the bucket tilt and lifting operations by sensing the pressure applied to the work equipment.
- **Semi-automatic approach** raises the boom automatically when reversing out of the pile. The lift arms elevate until reaching the upper setting of the boom positioner, allowing the operator to focus on the travel path of the loader.
- **Semi-automatic dump** automatically raises the lift arms and dumps the bucket with the push of a button. After dumping, it levels the bucket and returns the lift arms to the lower boom positioner setting; however, the lift arms will not lower until the bucket has cleared the truck.

### Quick Specs on the WA800-8 Quarry, Aggregate, Mining Wheel Loader


Net Horsepower	Operating Weight	Bucket Capacity	Ideal Truck Match
854 hp	254,700 lb	15 cu yd	60- to 100-ton



*With automatic dig, semi-automatic approach and semi-automatic dump systems, the WA800-8 assists operators in V-cycle loading. “Helping new operators become proficient more quickly is essential. We took that into account as we began designing our updated quarry, aggregate and mining loaders, including the new WA800-8,” said Robert Hussey, Komatsu Product Marketing Manager.*

### New bucket design, customer-requested features

The WA800-8’s bucket has a new shape that includes an increased radius and floor inclination that make it easier to fill and retain material. The spill guard was adjusted to give operators improved visibility to the pile, and sweeper wings on either side protect the front tires.

“We also responded to customer requests by introducing a modulation clutch for optimal tractive effort and throttle lock that improves cycle times by maintaining high work-equipment performance and saves fuel with auto-deceleration.” 





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# SPOT-ON ACCURACY

## Contractor keeps moving with a fleet of intelligent Machine Control and standard equipment



Kelly Fulfer,  
Owner/President



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**B**efore earning his high school diploma, Kelly Fulfer was an experienced operator who had chosen a career path in construction. As a teen, he worked part time for a contractor and was running a backhoe by his junior year.

"During my senior year I had only a couple of classes, so I worked during the day, too," recalled Fulfer. "If the project was close to the school, I would just drive the backhoe between there and the jobsite."


Today, Fulfer spends less time on machinery and more on overseeing his business, Superior Construction & Excavating, which is a full-service sitework company that also has its own gravel pits. The business typically runs 12 to 15 jobs at once. Recent assignments included a subdivision that called for excavating a pond with close to 270,000 cubic yards of dirt that was kept on site and spread for fill and grading.

### Letting it do the work

Superior Construction & Excavating operators used Komatsu intelligent Machine Control (iMC) D61PXi-23 and D61PXi-24 dozers to construct the ponds, build subgrade for roads and level lots.

"The accuracy is spot-on, no matter the application," said Operator Justin Bollinger. "I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it's a matter of getting in the machine, doing a quick calibration and letting it do the work. If you have an area to fill, it will place the materials as fast as the truck drivers can dump them. The blade holds grade no matter how fast I push or what material I'm placing."

Fulfer acquired the iMC dozers not long after he started using standard Komatsu equipment in his fleet. He now has more than 20 machines, including excavators, dozers, wheel loaders and articulated dump trucks.

"We had hydraulic component issues with another brand and that led to a need to rebuild several engines in a short time, so we took a look at Komatsu," said Fulfer. "(Our distributor) put together an impressive package of machines. Equally important is service. (They) have been excellent to work with." 

*Superior Construction & Excavating Operator Justin Bollinger fine grades dirt with a Komatsu intelligent Machine Control D61PXi-24 dozer. "The accuracy is spot-on, no matter the application," said Bollinger. "I love that there are no masts and cables to deal with. Set up is easy. Once a model is downloaded, it's a matter of getting in the machine, doing a quick calibration and letting it do the work"*



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**Hunter and Clint Shackelford**  
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"Those who embrace advancements and put them to best use tend to be more efficient, productive and profitable," said Jason Anetsberger, Komatsu Senior Product Manager. "Our Smart Construction suite of solutions can help customers digitally transform their operations to most effectively use equipment and technology in planning, management, scheduling, tracking and more. It's designed to help optimize processes and improve overall jobsite productivity."

From pre-bid through project completion, there is a solution that companies can utilize to improve their operations with digital technology, according to Komatsu Product Marketing Manager Renee Kafka.

"Smart Construction looks beyond the machine," stated Kafka. "We recognize that every contractor is unique. Some need help with bidding, others with implementing intelligent Machine Control and a third might be seeking a way to identify bottlenecks on a project or how to calculate daily production using drone technology. We have a comprehensive list of options to meet their needs."

Komatsu will start releasing the following solutions through Smart Construction over the next year:

- Design – Go from rolled-up paper plans to 3D designs and more with 3D data generation.
- Remote – Send new design data to machines in the field or remotely support operators without traveling to the jobsite.
- Dashboard – Visualize and analyze design, drone and machine as-built data to measure cut/fills, quantities and productivity.
- Fleet – Collect the data needed to optimize fleets and track production, all on a mobile app.



*Jason Anetsberger,  
Komatsu Senior  
Product Manager*

*Continued . . .*



*Komatsu's Smart Construction offers tools to optimize operations throughout the entire construction process, from pre-bid to completion. "Our suite of services can help customers digitally transform their operations to most effectively use equipment and technology in planning, management, scheduling, tracking and more," said Komatsu Senior Product Manager Jason Anetsberger.*



Renee Kafka,  
Komatsu Product  
Marketing Manager

- Drone – Provide a bird's-eye view of the jobsite, in a fraction of the time compared to a ground-based survey.
- Edge – Rapidly process drone data into a 3D terrain map without leaving the jobsite.

"There are several tools and devices for the construction phase, but customers need more. With Smart Construction, Komatsu looks beyond the jobsite at the whole construction process," said Kafka. "For example, before putting a machine in the dirt, you have to bid and win the job. From conversations with customers, we understood this was an area where we could assist. Helping customers capture data during construction gives them actionable information for use in future bids."


Kafka added that tracking production can be accomplished in several ways: you can take as-built data from Komatsu intelligent Machine Control dozers and excavators while they work and combine it with data from daily drone flyovers. She said this process, along with other Smart Construction solutions, can replace

traditional calculation methods, such as using a counter or paper tickets to keep track of loads.

"You get a very accurate view of day-by-day progress and see production quantities and stockpile volumes," said Kafka. "In working with customers, we found that a picture is really worth 1,000 words, and you can access it remotely without visiting the site. It is also an easy way to look back at the progress of the site versus a month ago."

### Contact your local distributor

Anetsberger recommends that customers contact their local distributor to discuss the suite of Smart Construction tools and which ones, or all, that may be right for them.

"Smart Construction is a mix of hardware and digital solutions as well as human-delivered services," explained Anetsberger. "The latter involves Komatsu's experienced personnel out in the field collecting feedback and knowledge from jobsites. Our goal is to redeploy that information to our customers, who can use it to positively affect practices." 

Smart Construction solutions include a dashboard that helps to visualize and analyze design, drone and machine as-built data to measure cut-fills, quantities and productivity.



Komatsu and its distributor personnel assist customers with implementing digital solutions into their operations through Smart Construction.



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**Marv Selge / Selge Construction, Inc. / Niles, MI**

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# ADVOCATING FOR YOU

## Mike Gidaspow says features and technology in today's equipment are the result of connecting with customers

**QUESTION:** During the past few years, Komatsu has emphasized talking with customers in the field. Why is that so important?

**ANSWER:** Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve. What challenges are they facing? What are their pain points with equipment? We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable.

**QUESTION:** That's surely been a challenge with COVID-19. How are you adapting?

**ANSWER:** Much like everyone else, we are doing a lot of remote video conferencing. There have been some growing pains, but also positives, such as the ability to "meet" and talk with more people each day. It's not the same as talking face-to-face, shaking hands and being on a jobsite – and we hope to be able to get back to that very soon – but it's a fair substitute.

At CONEXPO, we placed a strong emphasis on Smart Construction and its ability to increase efficiencies with technology. A big component of it is having fewer people on the jobsite and more people working remotely. That seems to have gained acceptance faster with the current situation. Customers have really embraced remote technology, such as KOMTRAX and intelligent Machine Control, to monitor and manage their machinery.

**QUESTION:** Do you see this as a long-term trend?

**ANSWER:** We were already seeing it to some degree, but it appears to have accelerated under the circumstances. Customers are asking what tools we have to help them better function in this

*Continued . . .*



*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.*

*Mike Gidaspow,  
Director, Sales and  
Marketing, U.S. Central  
and Canadian Regions*

Mike Gidaspow said that when he joined Komatsu it fulfilled a childhood wish. He started with the company as a test engineer executing performance and stress testing of equipment.

"Growing up, I had visions of working for a car-review magazine and performance testing automobiles," said Gidaspow. "Construction equipment was pretty close, so it was a bit of a dream come true."

Komatsu was Gidaspow's second job after graduating from Illinois Tech with a degree in mechanical engineering. It has since led to a 20-year career with the company and an MBA from the University of Chicago. During that time, he has held several positions in design engineering, strategy, product marketing and sales.

In his current role as Director, Sales and Marketing, U.S. Central and Canadian Regions, Gidaspow works directly with Komatsu distributors to acquire equipment and assists them in helping their customers find the right machinery to fit their needs.

"There are new challenges and opportunities every day in this industry," Gidaspow stated. "When you work with an individual or a company to come up with solutions that make their business more efficient and potentially more profitable, that's a real win for everyone. And, the equipment is fun. That's what makes this career so enjoyable."

When he's not in the field with distributors and customers, Gidaspow enjoys spending time with his family traveling, biking and doing other outdoor activities. He and his wife, Julie, have two sons.

situation, and we believe they will continue to do more and more going forward.

**QUESTION: Will technology continue to play an ever-increasing role?**

**ANSWER:** It certainly will, and the faster equipment users accept and implement it, the faster they will see the positives.




*Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions, says technology will continue to play an ever-increasing role in construction machinery, including GPS grading systems, such as Komatsu's Intelligent Machine Control.*

Technology is transforming construction. It's giving companies the ability to get results in less time. Drone surveys provide actionable data that can be acted on much more quickly than with traditional surveying methods. Remote file transfer to an intelligent machine delivers real-time information about changes to plans. That replaces driving to the jobsite. Those are just a couple of the numerous ways technology is changing the landscape.

**QUESTION: Komatsu Chairman and CEO Rod Schrader serves on the board of the Associated Equipment Manufacturers (AEM) and you are on its I Make America committee. Why is this involvement important?**

**ANSWER:** These groups are comprised of individuals and companies who advocate for common causes. For instance, AEM has all types of manufacturers, including our competitors, who want to bring awareness to issues such as increased infrastructure investment. We know we have a stronger voice, and, if we work together, we can hopefully get Congress to pass meaningful legislation that has a positive effect on the country, such as better roads, bridges and utility systems.

Another area we are supporting is increased investment in workforce development, so we can get the word out that manufacturing and construction are great, well-paying career choices. 



*In-the-field conversations provide Komatsu with first-hand feedback on what customers seek to make their operations more efficient and productive. "Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve," said Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions. "We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable."*



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# ALL IN ONE PLACE

## MyKomatsu web-based solution simplifies fleet management and e-commerce



*Rizwan Mirza,  
Komatsu Manager,  
Telematics, Products  
& Services Division*



*Tom Hergenreder,  
Komatsu Marketing  
Manager, Parts*

**F**leet management is essential to machine health, ensuring maximum uptime and, in turn, production. Keeping track of data across multiple jobsites and ordering maintenance items through various online platforms can make it a challenge.

“Quick access to critical information is vital,” said Rizwan Mirza, Komatsu Manager, Telematics, Products & Services Division. “Customers told us they wanted to be able to access their fleet data at any time, from a single site where it’s organized in a standard way. We responded with MyKomatsu, a complimentary web-based solution that integrates many legacy systems to deliver intelligence that assists customers in running their businesses.”

### Actionable resources at your fingertips

MyKomatsu enables users to visualize and evaluate their assets with fleet-wide or equipment-specific information from any device


and order Komatsu Genuine Parts. “Combining parts ordering capabilities and telematics allows customers to monitor machine conditions and quickly order parts when needed,” said Tom Hergenreder, Komatsu Marketing Manager, Parts.

Hergenreder added that ordering parts is easy with checkout similar to that of online shopping sites. “Customers receive a tracking number to keep tabs on the order. With flexible shipping options, they can conveniently have their parts delivered virtually anywhere, including directly to their jobsites or have them waiting at their local distributor’s parts counter.”

Fleets can be viewed on a map or list and highlighted with quick statistics from the past day, week or month. “Starting from a fleet view, users can easily check the performance of their fleet or an individual machine,” Mirza explained.

“Working hours, fuel, idle time, working modes, CARE reports, standard and extended warranty details, recommended parts lists based on machine hours and more are available,” added Hergenreder. “The parts recommendation feature makes it easier to quickly identify the maintenance items that are coming due for service, without the need for extensive searching.”

Customers can register for a complimentary account on the MyKomatsu website (MyKomatsu.komatsu). After inputting some details, a notice is sent to the local distributor who provides the customers with access. Once activated, users can begin to reap the benefits.

“We are working to add customers’ competitive machines to be able to track them, too,” said Mirza. “This really does simplify fleet management, marrying it with a simplified e-commerce. We are also working on a mobile app with the same features, which will be available in the near future for both Android and Apple devices.” 





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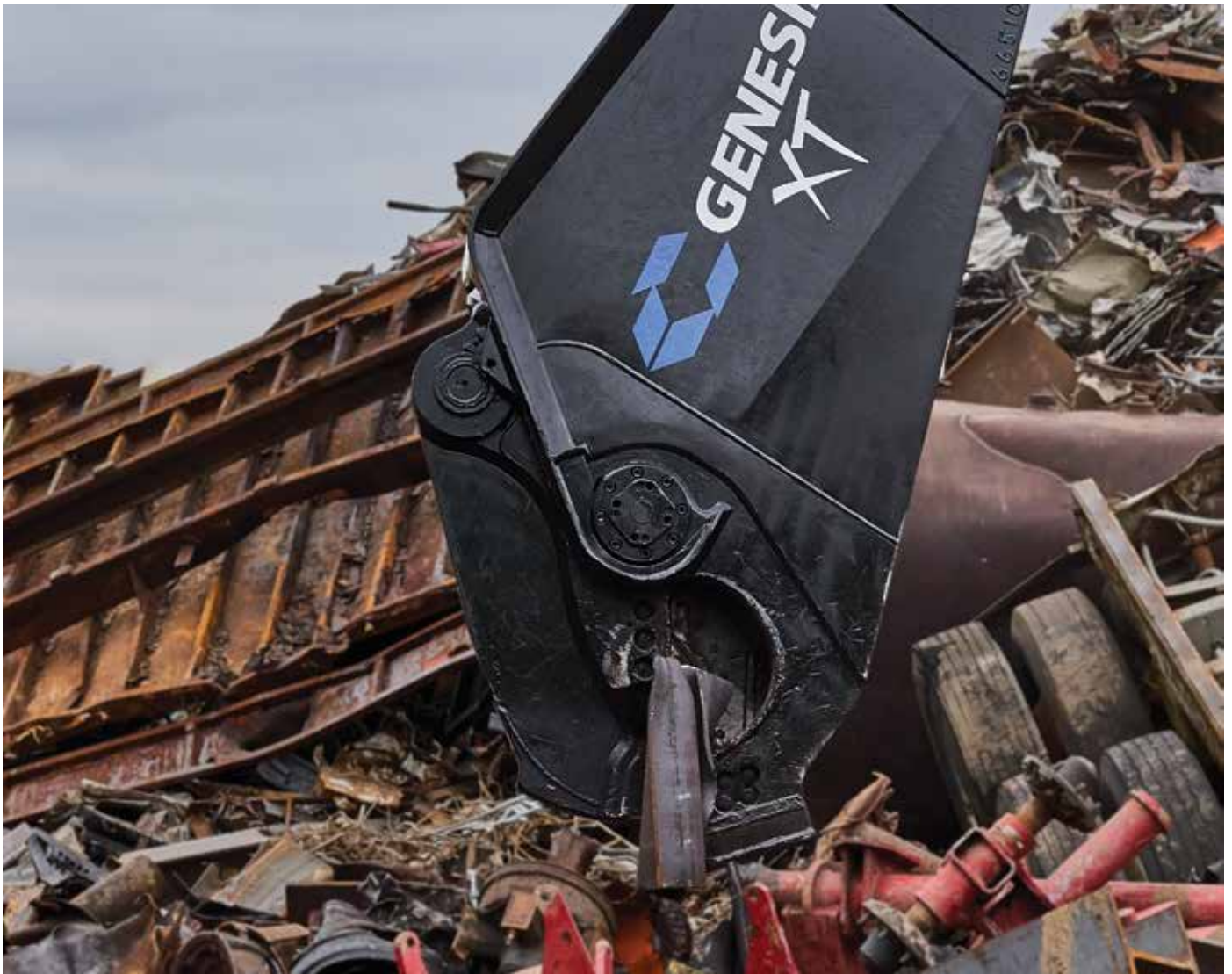
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# NEXT GENERATION

## intelligent Machine Control 2.0 increases dozer productivity with grass-to-grade automatics

**C**onstruction companies are always seeking ways to boost production. The combination of today's equipment and technology elevates the ability to do so like never before.

"Aftermarket GPS add-on systems started the trend toward automated grading, and we built on that with the first generation of our integrated intelligent Machine Control (iMC) dozers," said Derek Morris, Komatsu Product Marketing Manager, intelligent Machine Control. "Now, we're introducing the second generation with products that deliver iMC 2.0."

Morris describes iMC 2.0 as a suite of productivity features that utilize advanced machine technology to improve dozer production. It debuted at CONEXPO and was previewed on the D71PXi-24, Komatsu's newest and largest hydrostatic dozer to date. The D71 will be available later this year, and iMC 2.0 will be available on other dozers later this year as well.

One of the key attributes of iMC 2.0 is the previously introduced patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator, 100 percent of the time. During operation, the dozer measures the terrain it tracks and uses the track-level data to plan the next pass, making it 60 percent more productive than previous-generation iMC models, according to Komatsu.


### Improved automation

New features of iMC 2.0 include patent-pending lift layer control, which automatically spreads fill from existing terrain with one press of a button. Much like proactive dozing control, this option also tracks the terrain and uses that data to plan the next pass, which

doubles production and achieves consistent layers for quality compaction.

Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80 percent.

Quick surface creation creates a temporary design surface with one press of the button. When combined with other iMC 2.0 functions, operators can begin stripping or spreading using automatic without waiting – or the need – for a complex 3D model.

"iMC 2.0 uses a new system architecture to deliver automatics from grass to grade," said Morris. "It really is the next evolution of iMC and further enhances operators' ability to increase production." 



*Derek Morris,  
Komatsu Product  
Marketing Manager,  
intelligent Machine  
Control*



*Komatsu introduced intelligent Machine Control 2.0 during CONEXPO and previewed the D71PXi-24, which features the second-generation technology. The system allows operators to run fully automatic from first-to-last pass with key features that boost productivity by up to 60 percent.*

# ENSURE PROPER GREASING

## Adding automatic lubrication system can sustain vital components' performance, longevity



*Scott Ruderman,  
Komatsu Product  
Marketing Manager*



*Dan Varon,  
Graco Market  
Specialist*

**P**roper greasing completed at recommended intervals is vital to the performance and longevity of components. Komatsu Product Marketing Manager Scott Ruderman emphasized that one way to stay on schedule is with an automatic lubrication system.

“Equipment has several grease points, and it takes time to manually hit them all,” said Ruderman. “In some cases, those tasks are done multiple times a day. The chance of missing one can potentially be very costly. An automatic lubrication system eliminates that possibility by dispersing a metered amount of grease to each individual point at set intervals during operation.”

### Easy to use


Ruderman said systems from Komatsu-allied vendors, such as Graco, should be considered and are available for trucks, wheel loaders and excavators. They are

pre-installed on new machines or come as a field-install kit for equipment already in the field. Working together, the two companies ensured that a Graco automatic lubrication system meets Komatsu's recommended grease intervals.

“Ideally, once it's set to Komatsu's recommendation, no additional adjustment is needed,” said Dan Varon, Graco Market Specialist. “However, you can manually regulate the amount of grease. For example, if operators notice that they are raising the dump body more than usual, they can increase the interval for that individual point.”

Varon added that newer Graco systems, such as the one used with a Komatsu HD605 haul truck, have enhanced features. Its GLC X controller and Auto Lube™ app are Bluetooth-enabled for remote condition monitoring and data logging. Information can be tracked via the smartphone app and exported to a common data file for maintenance records. Additional components include the new Compact Dyna-Star® pump that reduces weight, increases platform space and has continuous level monitoring.

Wheel loaders and excavators use a GLC™2200 controller to control the pump and monitor the level of grease and system performance. Working in conjunction with the controller is Graco's G3™ pump, featuring an 8-liter translucent reservoir with stir paddle and a low-level monitoring switch. The series progressive system feeds a set of divider valves to deliver the predetermined volume of grease to each point.

“Both systems have convenient ground-level ports for refilling the reservoir quickly without the need to climb on the machine,” Ruderman noted. “Using auto lube is highly recommended for keeping vital parts moving and preventing premature failure.” 



*Automatic lubricating systems for trucks, wheel loaders and excavators are pre-installed or come as field-install kits for equipment already in the field. The systems ensure greasing at recommended intervals to maximize component performance and longevity.*



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# BEN SCHMIDTLEIN

## Providing a complete solutions package for customers is the goal for Road Machinery & Supplies' new Aggregate Division Manager

**R**oad Machinery & Supplies Co. (RMS) has a proud history of serving aggregate customers. As the industry has grown, RMS has evolved as a solutions provider. This led to the development of RMS' new Aggregate Division, which was designed to bring together its existing sales, rental and product support for aggregate equipment in order to deliver a complete package for customers. Ben Schmidtlein joined RMS earlier this year to manage the division.

"When RMS reached out to me, I knew it was a great opportunity," said Schmidtlein. "My brother (Vice President Southern Operations, Joe Schmidtlein) really sold me on RMS as a company, based on his experience and how it operates. To be able to join the team was very exciting."

Excitement turned to improvisation soon after Schmidtlein arrived in Savage, Minn., in late February. With the spread of the Coronavirus pandemic forcing most of the country into lockdown, Schmidtlein had to acclimate to his new position quickly.

"It wasn't ideal," he laughed. "However, we have an amazing team here at RMS. If anything, this quarantine put an emphasis on improving communication."

### One-stop shopping

Schmidtlein is confident that the department – which features new equipment, aftermarket sales, parts availability and other specialized services – will allow RMS to continue to provide trusted support.


"The goal is to develop an offering that best meets all of our aggregate customers' needs," explained Schmidtlein. "We have a department that is a full solutions provider in the aggregate industry. Our main equipment lines include, KPI-JCI, Astec Mobile Screens, Sandvik, All Mineral and Epiroc Drills. We also carry Luff rollers, Dodge gearboxes, belting, Flexco and

screen cloth to support the aftermarket needs of our customers."

Schmidtlein – who has 10 years of sales experience with the KPI-JCI product line – is very excited about the opportunities that the Aggregate Division will provide for customers.

"Grouping these services together under an Aggregate Division allows us to work together in a more efficient way," shared Schmidtlein. "Having everything in one place like this is ideal. Customers don't have to source anything from anywhere else."

In addition to getting familiar with his new job, Schmidtlein and his wife, Lisa, are also comfortably settling into their new surroundings with their four kids.

"The move has been great," he said. "The kids haven't skipped a beat. The family has enjoyed exploring the outdoor adventures that Minnesota offers." 



*Aggregate Division Manager Ben Schmidtlein is excited for the opportunities that having a dedicated Aggregate Division will provide for RMS customers. "Having everything in one place like this is ideal (for customers)."*

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Stk# 045825, 641 hrs., 3 cu yd . **\$110,077**

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**2002 KOMATSU PC150LC-6K**  
Stk# 049947, 11,241 hrs, bucket . **\$27,600**

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**2015 KOMATSU D65PXi-18**  
Stk# 051402, 2,605 hrs, 6 Way . . **\$259,000**

ay17us



**2016 KOMATSU PC170LC-10**  
Stk# 048687, 1,115 hrs . . . . **\$135,500**

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**2016 KOMATSU PC360LC-10**  
Stk# 046722, 2,694 hrs. Hyd Thumb,  
Aux hyd. . . . . **\$198,500**

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**2015 KOMATSU PC210LC-10**  
Stk# 048689, 4,736 hrs . . . . **\$99,977**

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**2015 KOMATSU PC360LC-10**  
Stk# 049390, 3,780 hrs . . . **\$158,895**

aw42ra



**2016 KOMATSU PC360LC-11**  
Stk# 046165, 2,560 hrs . . . . **\$215,000**

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**2015 KOMATSU PC170LC-10**  
Stk# 049742, 4,988 hrs . . . . **\$115,077**

ba73uu



**2016 KOMATSU D61PXi-24**  
Stk# 050641, 5,023 hrs., 168 hp,  
EROPS Tier 4 Final. . . . . **\$169,500**

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**2017 KOMATSU WA380-8**  
Stk# 050773, 2,173 hrs., Coupler,  
4.25 CY GP bucket . . . . . **\$174,977**

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**2018 KOMATSU D37EX-24**  
Stk# 048377, 1,608 hrs . . . . **\$89,500**

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**2017 KOMATSU D61PXi-24**  
Stk# 045682, 2,367 hrs., 168 hp **\$239,000**

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**2014 KOMATSU WA470-7**  
Stk# 048382, 833 hrs. . . . . **\$269,000**

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**2015 KOMATSU WA500-7**  
Stk# 040808, 2,883 hrs . . . **\$269,000**

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**2014 KOMATSU PC240LC-10**  
Stk# 050364, 4,335 hrs. Aux Hyd with  
Rotation. . . . . **\$115,000**

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**2017 KOMATSU PC210LC-11**  
Stk# 050643, HRS 2686, 36" Bucket,  
Hyd Thumb . . . . . **\$135,000**

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**2012 EAGLE CRUSHER 1200-25**  
Stk# 049140, 5,486 hrs. . **\$279,000**

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**2016 KOMATSU PC360LC-10**  
Stk# 046722, 2,694 hrs., Aux hydraulics  
Hyd Thumb . . . . . **\$203,377**

ba34ev



**2012 METSO LT1213**  
Stk# 049851, 6,700 hrs., S/N: 77181, **\$239,000**

au36eu



**2014 LIPPMANN 62X24**  
Stk# 044850, S/N: 2014-1184, Riprap  
Plt . . . . . **\$269,000**





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