

Road Signs

May 2021



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

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Jessica Robbins,
Executive Vice
President

David Silverstein,
Owner

Scrap Processors Inc.

Iowa scrap metal recycling firm spurs four generations of operation

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A MESSAGE FROM THE CEO



Dear Valued Customer:



Mike Sill II

We hope your year is off to a good start. With renewed optimism, we look forward to better things in 2021 and beyond.

There are always questions whenever the term 2.0, 3.0 or any other update is mentioned. Is this new version really an upgrade? Will it improve my operations and make us more productive? When it comes to Komatsu's intelligent Machine Control (iMC), the answer is a resounding, "Yes!" Komatsu was the first to bring integrated GPS grade control to the market, and we are excited to show you how iMC 2.0 dozers and excavators build on the originals. Look inside this issue of your RMS Road Signs magazine to learn more.

The first iMC 2.0 dozers, the D51i-24 and D61i-24, were recently recognized as top products; however, they were not the only Komatsu machines to earn that designation. Several standard and specialty products also made the list. Look for the article that highlights them and how they were designed and manufactured with input from customers like you.

If you are working in tight quarters, such as a lane of traffic or against a building, a compact excavator is a great choice. Check out the new PC88MR-11 which has several updated features that increase productivity and efficiency – including a swing boom that moves independently of the cab. This allows operators to get right next to what needs to be dug without worrying about the counterweight swinging into something.

As always, if there's anything we can do for you, please call one of our branch locations.

Sincerely,
ROAD MACHINERY & SUPPLIES CO.

Mike Sill II, CEO

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SCRAP PROCESSORS INC.

Des Moines, Iowa, area scrap metal recycling firm uses family atmosphere to spur four generations of operation



*David Silverstein,
Owner*



*Jessica Robbins,
Executive Vice
President*

Rarely do generational companies resemble their original business plans. Most take winding journeys until they find their niche. Des Moines, Iowa-based Scrap Processors Inc. (SPI) is no different.

“When my grandfather, Myer Silverstein, started the business in 1948, they did a bunch of everything,” said Owner David Silverstein. “They handled furs and car parts – we had three auto parts stores. Scrap metal was always a part of it. Fortunately, they got away from the other stuff and focused on scrap metal recycling.”

Four generations and 73 years later, that decision seems to be the correct one. The company expanded from its birthplace in Webster City, Iowa to open a new location in Des Moines in 1985, when Myer and his son, Ben, purchased a scrap yard. David came on board in 1990 after graduating from West Virginia University. David’s niece, Executive

Vice President Jessica Robbins, joined the operation when she moved to Iowa from Maryland in 2013.

“I grew up in this company, working summers,” recalled David.

“It’s cool to see something your family has built over time continue to thrive,” Jessica stated.

Today, SPI has 19 employees with three locations in Iowa – two in Des Moines and one in Webster City. The company focuses on ferrous and non-ferrous scrap metal. The second Des Moines location specializes in demanufacturing appliances.

Recipe for success

Success and longevity require growth to survive, and SPI has achieved both since David took over the company in 2009, after his father’s retirement.

“When I took over for my dad, I knew there was opportunity for growth,” said David. “He was a little stuck in his ways, but he was successful. Still, I thought I could make some changes to help the company continue to grow and expand.”

Those changes included upgrading equipment and moving one of its Des Moines facilities to a larger location. While those decisions have driven growth, it’s what didn’t change that has kept the company successful.

“We are a family business and having that family feel is important to our success,” said David. “We have employees who have been here longer than me. So, even though we’ve grown, we still treat everyone like they are family. You have to treat your employees right, and it’s more than pay. I think companies can forget that sometimes.”

That approach extends to SPI’s customers as well.



Using a Komatsu PC390LC with a Genesis GXT mobile shear attachment, a Scrap Processors Inc. operator cuts a piece of sheet metal.



► VIDEO

Scrap Processors Inc. (SPI) opened a new, 10-acre facility in Des Moines, Iowa in 2020. SPI uses SENNEBOGEN 825 and 835E material handlers in addition to Komatsu PC210LC and PC390LC excavators to process material at the yard.

“One thing my great-grandfather, Myer, was adamant about was customer service,” added Jessica. “He wanted to treat each customer like family. I think the way we work with customers is what sets us apart from the competition. We really want to build relationships, and because of that, we have people who have been coming to us since before I was born.”

Preparing for growth

In June of 2020, SPI moved into a new 10-acre location in Des Moines, Iowa. The new facility provided a significant upgrade in space over its existing 2-acre Des Moines site. While David has plenty of ideas for how to utilize the location, he says implementing them will be a slow process.

“It’s kind of like when you move into a new house; it takes you some time to realize which room is for what and where things should go,” he joked. “Some ideas we had have already changed, so we’re slowly settling into this place.”

One of the immediate changes the new facility brought was a makeover of SPI’s equipment fleet.

“We have a hard surface, so we needed machines that were suited for that – excavator tracks are not great for concrete,” noted David. “When we started the process of building this new facility, we knew we were going to need different equipment, so we started looking around. Jessica and I went to multiple scrap conventions, and we were able



At Scrap Processors Inc.’s new Des Moines, Iowa location, an operator uses a SENNEBOGEN 825 with a magnet attachment to separate a pile of scrap metal.

to meet with SENNEBOGEN and get a good feel of their machines.”

Even though the new facility was not yet open, SPI purchased a SENNEBOGEN material handler and put it into action at its existing site.

“It was a completely different type of surface – old dirt and mud – which the machine isn’t really designed for, but we knew we would be moving,” said David. “The crews ran it and liked it. However, as we got more used to it, we knew we were going to need something bigger at the new facility, so we purchased an 835E and had it delivered to the new site. Using the 825 made our decision much easier on going with an 835E,” he added.



Discover more at
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Continued . . .

The right fit

While the size and rubber tires are an ideal fit for the new facility, the SENNEBOGEN material handlers also provide several other benefits for SPI.

"We can get from one side of the facility to the other much quicker with the wheeled material handlers, which is important in a larger facility," explained David. "We also have more reach with the material handler as well. We have grapple and magnet attachments that allow us to load and unload trucks a lot faster. We can sort loads as they come in."



Scrap Processors Inc.'s third-generation Owner David Silverstein (right) meets with Road Machinery & Supplies Co. Territory Manager Bob Newman in Des Moines, Iowa. "We have a great relationship with Bob that goes back to when my father was here," said Silverstein. "My grandfather even purchased equipment from Herman M. Brown Co. My family has had a relationship with RMS for more than 50 years."



A Scrap Processors Inc. operator uses a SENNEBOGEN 835E material handler to load a shipping container with aluminum at its Des Moines, Iowa yard.

The SENNEBOGEN's raised cabs are also beneficial features. Operators can raise the cab to gain a better vantage point, and the cab tilts as it raises to provide better visibility.

"We've tried to put aftermarket cabs on excavators in the past, but they aren't the same," noted David. "In the SENNEBOGENs, the operator can look down into a load and pick his spots and load or unload without wasting time or damaging trailers. When you're loading 15-20 trucks a day, that helps operators get it done quicker, which increases our efficiency."

Overall, the SENNEBOGENs have proven themselves.

"I'm very happy with the 825 and 835E," said David. "They are a great fit for what we're doing. They run all day and keep us moving."

"I love the SENNEBOGENs," exclaimed Jessica. "We can do our jobs more efficiently with the SENNEBOGENs than we can with traditional excavators."

Sticking with RMS


Fortunately for David, when he added SENNEBOGEN material handlers to the fleet, he didn't also have to add a new equipment distributor. He was able to turn to longtime Territory Manager Bob Newman and Road Machinery & Supplies Co.

"There are other machines out there we could have gone with, but our relationship with Bob steered us to SENNEBOGEN," said David. "We have a great relationship with Bob that goes back to when my father was here. My grandfather even purchased equipment from Herman M. Brown Co. My family has had a relationship with RMS for more than 50 years."

While the material handlers have added a new dimension to SPI's yard, Komatsu still has a presence.

"We just purchased a PC210LC excavator and put rubber tracks on it so we can move it safely around the new yard," stated David. "We still need excavators to run the shear attachment and to operate at our facilities with dirt yards, so Komatsu excavators are still present."

SPI uses a Komatsu PC390LC excavator with a Genesis GXT mobile shear attachment to manage material piles. Both were purchased from and serviced by RMS.

"We trust Bob," said David. "He has been great for us, and we really appreciate all he does. That's the biggest reason we continue to go with RMS." 



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IMPROVE OUTCOMES

Value engineering should empower project teams to optimize designs by examining all functions and their associated costs

Completing construction projects on time and within budget can seem like a daunting task. With additional pressures like fluctuating material costs, skilled labor availability and operational costs, clear and creative planning from the start become even more crucial. This is where value engineering can offer several benefits.

When value engineering is referenced in our industry, our minds may immediately go to a process that reduces project cost by slashing the scope or decreasing the quality of materials used. However, that is not necessarily what the definition should be.

In construction, value engineering empowers project teams to improve value by examining the function of each element and its associated cost. By examining the cost-benefit ratio, integrated design and construction teams can make suggestions for alternate delivery methods, designs or materials that enhance project value.

It's critical to note that boosting the value of projects does not mean reducing costs. It means optimizing project components through an analysis of all factors – cost, upkeep, wear and tear, aesthetic value, etc. To provide truly advantageous value engineering, design and construction teams must first understand the project as a holistic effort. Every project is different, as is every business' definition of value.

Live and breathe entire project life cycle

Value engineering assesses the functionality of a product, good or service in relation to cost. With this service, consideration is provided right from the beginning of the project regarding availability of materials, labor and material costs, construction delivery methods, construction site constraints and more. By evaluating these factors upfront and limiting possible difficulties that could arise during the project, owner expenses may be reduced, and the schedule can be tightened.

In combination with value engineering, the best way to achieve successful results during a project is to have a fully integrated design and construction team that lives and breathes the entire project life cycle. The design, construction and, ultimately, the end user need to be joined together on every decision, from design inception through training and turnover. This allows the team to not only suggest innovations and value propositions during the project, but also to offer solutions for the most efficient yet reliable results for years to come.



*John Maranowicz,
Regional
Construction/Design-
Build Group Manager,
Burns & McDonnell*

Author bio: John Maranowicz oversees design-build projects ranging from major airport expansions to work involving industrial manufacturing, food and consumer products, aerospace, and surface transportation at Burns & McDonnell. He is experienced in every facet of construction management, including preconstruction, estimating, design management, value engineering, scheduling and direct supervision of self-perform projects.

Editor's note: This article is excerpted from a blog by John Maranowicz at Burns & McDonnell. To read the piece in its entirety, visit: <https://blog.burnsmcd.com/optimizing-construction-projects-with-value-engineering>.



John Maranowicz, Regional Construction/Design-Build Group Manager with Burns & McDonnell, says, "Value engineering empowers project teams to optimize designs by examining the function of each element and its associated cost. By examining the cost-benefit ratio, integrated design and construction teams can make suggestions for alternate delivery methods, designs or materials that enhance project value."

ELITE EQUIPMENT

Six machines named to magazine's list of best products deliver improvements driven by in-the-field customer conversations

What does a new intelligent dozer, two excavators of vastly different sizes, a specialty pipelayer and two mid-to-large-size wheel loaders have in common? For one, they were named among the Top 100 products by Construction Equipment magazine. More importantly, they were built with new efficiency and production features driven by customer input.

Among the prominent machines on the list are intelligent Machine Control 2.0 D51i-24 and D61i-24 dozers with integrated GPS technology that is proven to boost production by as much as 60%. They feature proactive dozing control that lets operators cut and strip like an experienced operator from first pass to last. (See related article on page 15 for additional features.)

Large, small excavators

Earthmoving companies of all sizes appreciate a basic digging machine that's easily transported from job to job. They like it even better when the machine offers fast cycle times, deep digging capabilities and high production, such as the new PC130-11, according to Andrew Earing, Komatsu Senior Product Manager.

"Mobility is a real asset with the PC130-11," said Earing of the 28,660-pound excavator that digs more than 17 feet deep. "When a contractor finishes one job, they can quickly load this excavator and be on the way to the next site. When they get there, it's a

matter of minutes to unload and start digging. That increases production time."

It is available with plus-one piping as an option, so you can run attachments for a wide range of applications and potentially boost profits.

The much larger 200-ton class PC2000-11 mining excavator is built for high-volume digging and can move up to 17.9 cubic yards of material in a single scoop.

"Customers told us they want better multifunction performance and productivity than the previous model and the competition," said Joe Sollitt, Komatsu Senior Product Manager, Mining Support Equipment. "With more available engine horsepower, we were able to increase pump absorption and re-engineer the engine-pump-control logic. In combination with a more efficient hydraulic system, the PC2000-11 can load out more material per shift."

Sollitt emphasized that Komatsu designed the 1,046-horsepower excavator for greater reliability and durability with thicker, stronger boom plates and castings that are highly resistant to bending and torsional stress. The center and track frame were strengthened, and it has larger diameter carrier rollers for extended service life. He added that a ground-level service center is standard, and the power module that service personnel grew to love was maintained.

Loaders prove more productive

Komatsu incorporated next-generation technology with considerable benefits to make its new WA475-10 wheel loader an ideal fit for quarry, waste, infrastructure, forestry and non-residential applications. Feedback received in the field guided improvements, which made it 30% more fuel efficient than its predecessor, leading to savings that can potentially make you more competitive and profitable.

Earthmoving companies of all sizes appreciate a basic digging machine that's easily transported from job to job. They like it even better when the machine offers fast cycle times, deep digging capabilities and high production, such as the new 28,660-pound PC130-11.



Continued on Page 12 . . .



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The WA475-10 has 18% greater horsepower but achieves increased fuel efficiency with its Komatsu hydraulic mechanical transmission. Contributing to better economy and productivity is the independent work equipment control that simplifies operation by separating the accelerator pedal from the speed of the work equipment.

To further boost productivity, the boom lift force was bolstered by 20% and breakout force increased by 8%. A new bucket design improves pile penetration and better retains material in load-and-carry applications.

“Additional conversations with equipment users also led to an improved operating environment that includes an updated cab with floor-to-ceiling glass, ergonomically designed switch layouts and a fully adjustable five-axis console for enhanced operator comfort,” noted Bruce Boebel, Komatsu Senior Product Manager.

The WA800-8 wheel loader also has a new bucket shape that incorporates an increased radius and floor inclination to 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. In larger quarry, aggregate and mining applications, the 254,700-pound machine is an ideal match for 60- to 100-ton trucks.

The loader features new, key automatic and semi-automatic systems that assist operators and contribute to productivity and efficiency. The three features can be used together or separately to automate the work phases when V-cycle loading, one of which is automatic dig to optimize bucket load. This actuates the bucket and lifting operations by sensing the pressure applied to the work equipment.

A 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 raises the lift arms automatically 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.


“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 saving fuel with auto deceleration,” said Komatsu Product Marketing Manager Robert Hussey.

New pipelayer designed for exceptional stability

Komatsu worked closely with pipeline companies to develop its new D155CX-8 pipelayer that has an oval design nine-roller track with 12 feet, 10 inches of track on ground for stability. It also features 32-inch track shoes.

Heavy final drive components are close to the ground, which lowers the center of gravity. The rollers are fixed suspension and don't oscillate like a dozer for greater ground contact.

With a 170,000-pound lift capacity, the D155CX-8 can handle up to 36-inch steel pipe. It has a K170 pipelayer package with a standard 24-foot boom length. An optional 28-foot boom is available.

“It's essential that we get feedback from the contractors who will ultimately use a pipelayer like our new D155CX-8,” said Chuck Murawski, Product Manager, Dozers. “One item they recommended was a larger steering motor, so we incorporated one into the machine to give it better displacement and more torque.” 

Komatsu incorporated next-generation technology with considerable benefits to make its new WA475-10 wheel loader an ideal fit for quarry, waste, infrastructure, forestry and non-residential applications. It's 30% more fuel efficient, has 18% greater horsepower, 20% more boom lift force and a breakout force increase of 8% compared to its predecessor model.



The new D155CX-8 pipelayer has an oval design nine-roller track that features 12 feet, 10 inches of track on ground for stability. With a 170,000-pound lift capacity, the D155CX-8 can handle up to 36-inch steel pipe. It offers a K170 pipelayer package with a standard 24-foot boom length.



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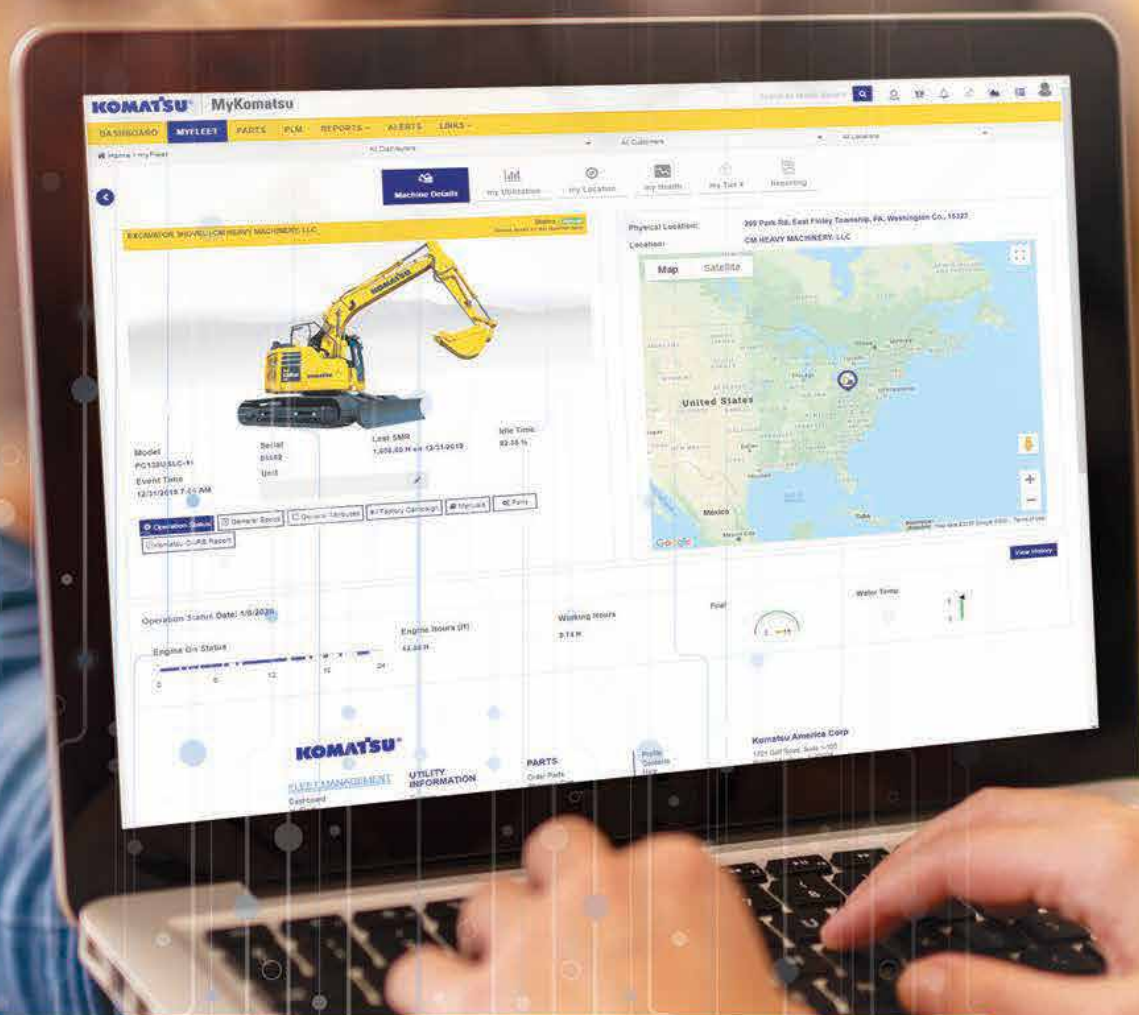
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New iMC 2.0 dozers increase production up to 60% with the ability to use automatics from grass-to-grade



Intelligent Machine Control 2.0 D51i-24 and D61i-24 dozers feature patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator – 100% of the time, from grass to grade. The dozers also have improved automation with patent-pending lift layer control, tilt steering control and quick surface creation.

Jon Jennings,
Komatsu Product Marketing Manager

When experienced operators retire, they take with them their knowledge about how to move dirt as productively and efficiently as possible. That could potentially slow down your operations. What if it could be faster for your new or less-experienced operators to become as productive as those who left? It's possible.

One of the key attributes of Komatsu's new intelligent Machine Control (iMC) 2.0 dozers is patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator – 100% of the time, from grass to grade. This technology increased production by as much as 60% compared to the first-generation dozers, according to Komatsu Product Marketing Manager Jon Jennings.

"The ability to use automatics from first pass to last, instead of just during the finish grading, significantly reduces the time it takes to reach target elevation," said Jennings. "Proactive dozing control logic decides the appropriate action, such as whether to cut and carry material, spread or fill that material or whether it should finish grade."

The system provides the real-time position of the dozers to the job site to create a highly accurate elevation for it to drive the blade to the precise grade needed. During operation, the dozers measure the terrain as they track and use the track-level data to plan the next pass.

New automation, satellite systems

Improved automation is also part of iMC 2.0, including patent-pending lift layer control, which automatically spreads fill from


existing terrain with the press of a button. Much like proactive dozing control, this feature tracks the terrain and uses the data to plan the next pass, which doubles production and achieves consistent layers for quality compaction.

Additional automation features include tilt steering control that automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80%. Quick surface creation produces a temporary design surface with one press of a button without the need for a complex 3D model.

Other upgrades include a second GPS antenna, which Jennings noted will aid in side-slope work. The new machines also gain access to three additional satellite systems.

"The biggest advantage is greater overall accuracy," he said. "More satellite systems increase production through the ability to use GPS in places where it may have been a big challenge before, such as at the edge of a wooded area or close to buildings on an urban project."

In addition to the new D51i-24 and D61i-24 models recently touted by Construction Equipment magazine as top products, the D39i-24 and the highly anticipated D71i-24 that was introduced last year at CONEXPO will soon be available.

"We had numerous orders for these machines before they were available because customers realized how much the new dozers will increase their production," said Jennings. "We encourage anyone looking for the same in their business to contact their distributor for a demo, more information or to add one to their fleet." 

POWERFULLY COMPACT



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Do bigger jobs always require larger or multiple machines? What if you could get the same amount of work done with a mid-sized dozer that allows you to push large loads while also giving you the ability to get to finish grade? How much savings in time, owning and operating costs would that give you?

"These are considerations you should take into account when approaching every project," said Jon Jennings, Komatsu Product Marketing Manager. "Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage."

Jennings added that technology such as GPS systems can make the dozer and the operator even more effective at moving dirt productively and efficiently. These systems decrease the time it takes to get to grade, which reduces staking

and surveying costs, and virtually eliminate overcutting and the need for expensive fill.

"GPS systems and additional technologies continue to reduce owning and operating costs," stated Jennings. "They are also helping new operators become productive faster. With a shortage of skilled operators, that's a tremendous help."

Continued . . .

Quick Specs

Model	Net horsepower	Operating weight	Blade capacity*
D71EX-24	237 hp	49,824 lb	5.8 cu yd
D71PX-24	237 hp	50,927 lb	6.1 cu yd
D71 PX-24 Wide	237 hp	52,690 lb	6.6 cu yd
D71EXi-24	237 hp	50,045 lb	5.8 cu yd
D71PXi-24	237 hp	51,147 lb	6.1 cu yd
D71PXi-24 Wide	237 hp	52,911 lb	6.6 cu yd

** Power angle tilt blade*



Discover more

The new D71i-24 intelligent Machine Control 2.0 dozers feature the super slant nose design that offers outstanding visibility to the cutting edges. "Seeing the front of the machine with reduced blind spots increases awareness of the job site," said Jon Jennings, Komatsu Product Marketing Manager.

Manufacturers such as Komatsu are factoring in all of these needs as they design and build new machines, according to Jennings. Komatsu introduced its first intelligent Machine Control (iMC) dozer with factory-integrated GPS about eight years ago and has developed several new models with additional technology since. This includes their new iMC 2.0 models with added satellite systems to improve satellite coverage – which gives operators the ability to work in more challenging areas, such as near woods or on urban job sites.

New technology features

The newest iMC 2.0 D71EXi-24, D71PXi-24 and D71PXi-24 Wide dozers combine several features designed to further increase production. Among them are:

- Lift layer control that optimizes earthwork productivity with the press of a button. It maintains compaction quality by automatically controlling lifts to the desired height. Excess fill is eliminated as automatic blade control follows the finished surface once lifts have reached finished grade.
- Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing and reduces operator steering input by up to 80%.
- Quick surface creation lets operators create a temporary design surface with the press of a button. Combined with other iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.



New technology combined with integrated intelligent Machine Control allows automatic grade control from rough cut to finish grade on a wide range of job sites. “Choosing the right machinery makes a significant difference in production, efficiency and profitability. A single dozer that can push, side cut, finish and work in soft ground gives you a real advantage,” notes Jon Jennings, Komatsu Product Marketing Manager.

“The D71i-24s also have our patent-pending Proactive Dozing Control logic that enables even less-experienced operators to cut/strip automatically from existing terrain,” said Jennings. “The dozer measures the terrain while tracking over it and uses that data to plan the next pass, improving productivity by up to 60% compared to previous-generation models. The ability to use automatics from first pass to last, instead of just during finish grading, significantly reduces the time it takes to reach target elevation. Proactive Dozing Control decides on the action of the blade — such as whether to cut and carry material, spread or fill that material, or whether it should finish grade.”


Better visibility for more efficient grading

Jennings said visibility plays an important role in operator productivity. Being able to see the blade’s cutting edges increases production, especially during fine grading work near curbs. The D71i-24 is now the largest of Komatsu’s hydrostatic dozers, and it maintains the unique super slant nose design.

“Seeing the front of the machine with reduced blind spots increases awareness of the job site,” said Jennings. “That’s important when running a large machine such as the D71, which has the biggest standard blade in its class size. It increases operator confidence and, in turn, their ability to be more productive.”

In addition to the iMC 2.0 D71i-24 models, base D71-24 dozers are also available. EX dozers have a ground pressure of 6.3 psi. With a ground pressure of 5.8 psi, the PX models work well in soft conditions; and for highly sensitive areas, PX Wide models with a ground pressure of 5 psi are available.

“With the D71-24s, we specifically matched the track shoes’ width to the blade length to ensure optimal performance,” said Jennings. “Additional new performance features include improved steering response and maneuverability. In the new Fast Mode during turns, the outside track speeds up while the inside track slows down.”

“From golf course construction to highway projects, the D71-24s are all-around crawler dozers,” said Jennings. “Equally adept at both precise, high-speed grading and at rough dozing, they are designed to provide outstanding wearability and functionality with a high-capacity, wear-resistant dozer blade. We encourage anyone looking for a solid mid-sized dozer with the versatility to perform on practically any job site to contact their distributor to set up a demonstration.” 

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COMPACT CONSIDERATIONS

Are you looking for an excavator that can get close to structures, traffic without the worry of a large counterweight?

Tight job sites present unique challenges. In order to be the most productive in those instances you have to carefully consider the type of equipment to use. For instance, an excavator with a large counterweight could swing into an obstruction or into a lane of traffic.

“Tight-tail-swing and compact excavators continue to gain popularity because they are a great solution for these kinds of sites,” said Jonathan Tolomeo, Komatsu Product Manager. “On projects where space is at a premium, such as urban areas or during highway reconstruction where you can only work in a single lane, they deliver outstanding production results in a small package. They are also great for tasks that require you to place the machine very close to a house or other type of building.”

Tolomeo added that not all tight-tail-swing and compact excavators are right for every limited-space situation. Take foundation repair for example. He emphasized that the best fit for the job is a machine with a swing boom that can work independently of the cab.

“The operator positions the tracks very close to the structure, then only moves the boom,” Tolomeo explained. “This allows for digging at various angles while the cab stays in a fixed position. There is virtually no chance of a counterweight swinging into the house or other building as you dig and pile dirt.”

Attachments increase versatility


Komatsu recently introduced its latest model, the PC88MR-11, with a host of new features that improve production and fuel efficiency with a viscous fan clutch.

“An improved design of the standard blade rolls material better for more efficient dozing or backfill work, which increases the PC88MR-11’s versatility and may provide costs savings by not having to use an additional

machine,” said Tolomeo. “You can further increase versatility with attachments such as hammers and grapples.

The excavator has two-way auxiliary control with a dual-stage relief valve, as well as a thumb mounting bracket – so it will run practically any tool in the industry. That capability increases its availability and gives you additional applications and potentially better profitability and return on investment.”

He added that productivity increases when you can set hydraulic pressure and flow from inside. The PC88MR-11 lets operators do that, which is a change from the previous model. Additional upgrades include better serviceability with larger service doors and centralized ground-level access to filters located within a common area.

“The list of enhancements, improvements and upgrades is long, and we encourage anyone who is looking for a productive compact excavator that increases versatility to contact their distributor for a comprehensive list and a demonstration,” said Tolomeo. 



*Jonathan Tolomeo,
Komatsu Product
Manager*



Discover more



Quick Specs

Net horsepower
68 hp

Operating weight
18,739-19,224 lb

Bucket capacity
0.12-0.26 cu yd

The new PC88MR-11 with a swing boom lets operators position the tracks very close to the structure, then only move the boom. “This allows for digging at various angles while the cab stays in a fixed position,” said Jonathan Tolomeo, Komatsu Product Manager. “There is virtually no chance of a counterweight swinging into the house or building as you dig and pile dirt.”



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TOM BURROWS

New PSSR Sales Manager aims to bring development and growth to the PSSR network

Tom Burrows has been hired as Road Machinery & Supply Co.'s PSSR Sales Manager. In this newly created position, Burrows will manage the networks of RMS PSSRs, focusing on customer support and aftermarket parts sales.

"RMS has an amazing reputation among people I respect in this industry, and I am very excited to be here and be a part of this team," said Burrows. "The thing I like most about this industry is seeing what a small group of people with a combined goal, plan and mindset are capable of through the use of teamwork and heavy equipment."

Burrows brings 13 years of extensive experience in the ready-mix and mining industries, holding managerial roles in each. The Twin Cities native also served in the Navy for four-and-a-half years and has a bachelor's degree in construction management from the University of Minnesota, an MBA from Hamline University, and a master's certificate in mining from the University of Leicester in England.

Burrows' blend of managerial background and experience as a heavy equipment customer, in addition to his passion for the work, will be an asset for him in this position.

"I was in the customer's shoes just a few months ago, so I have a unique understanding of their needs," said Burrows. "I also bring a lot of enthusiasm and energy along with a willingness to learn, work hard and be a team player – which I think is very important in a role like this."


"My goal is to help our PSSRs develop skills that allow them to continue to grow and provide solutions for our customers," said Burrows. "I want our team to be knowledgeable about our products, communicate effectively and always be ready to assist customers."

The PSSR Sales Manager position was designed to increase the efficiency of the PSSR network and aid in aftermarket parts sales.

"This position will bring a focus and dedication to our PSSRs' efforts," said President Russell Sheaffer. "Tom is a great fit for this role because he brings a lot of experience and enthusiasm. He will be a great contributor to RMS."

"Our goal is to be recognized as an industry leader in product support and sales," said Vice President of Product Support and Southern Operations Joe Schmittlein. "Tom has a unique perspective from the consumer side and has great goals for the department."

Outside of work, Burrows likes to spend time with his wife, Marie, and their three children.

"Three kids under the age of 5 keeps me busy, but I enjoy doing anything outdoors – hiking, hunting, swimming – and helping others; service is in my nature," Burrows said with a smile. 



Tom Burrows (right) was hired for the newly created position of PSSR Sales Manager in March. "My goal is to help our PSSRs develop skills that allow them to continue to grow and provide solutions for our customers," said Burrows.

S3 SITEWORK

Residential, commercial contractor sees sizable savings with intelligent Machine Control excavators



David Smith II,
Owner



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Like his father, David Smith II went straight to work after graduating from high school. At 17, he ran residential crews in the family business, which performed site work for developers on subdivisions as well as single lots for private homeowners.

"When the markets crashed in 2008, housing pretty much dried up," recalled Smith, who along with his father owns and operates what is now S3 Sitework. "Dad sent me to do a commercial job. He figured the project would take around six weeks, but I did it in three. The experience of working in close quarters near houses was a big help because it's where I learned speed and efficiency."

That project spurred additional commercial work and served as the catalyst for a move toward more automated excavating for the Smiths and S3 Sitework.

"I knew how to run a machine – period. Dad sent another guy to set and check grade and drive stakes," said Smith. "I was really good at wiping them out, which meant resetting. I thought it was inefficient and costly, so we bought a base and rover. Now, GPS technology plays a big role in our operations."

He added that S3 Sitework is saving time and money by using Komatsu intelligent Machine Control (iMC) PC360LCi-11 and PC490LCi-11 excavators. The Smiths put them in their fleet about a year ago and appreciate the factory-integrated GPS grade control.


Flawless transitions

S3 Sitework builds models, uploads them to the machines and cuts to grade using the iMC excavators' semi-automatic features.

"They prevent overdigging. Once the teeth contact the set design grade, no matter how much you push the joysticks, the excavators will not let you go deeper," explained Smith. "That saves time and material expenses in subgrade preparation."

He noted a particular job where the excavators stood out. "On one subdivision we had to cut a road, house lots and bar ditches. The ditches had three-to-one slopes, so there were sizable transitions from the bottom of those to the pads and onto the street subgrade. Using the models, the operators and machines made the changes flawlessly without stakes. We only needed to check grade occasionally, and it was spot-on."

Smith said he knew the iMC excavators were the right machines for S3 Sitework from the first time he demonstrated a PC360LCi-11 on a channel cut.

"It had one-to-one slopes and had to be concrete lined. There was no way to cut that with a dozer," said Smith. "We dug the channel extremely fast with no overrun on the materials." 



▶ VIDEO

An S3 Sitework operator digs a ditch with a Komatsu intelligent Machine Control PC360LCi-11 excavator. The company also has a PC490LCi-11. "We don't need someone constantly checking grade or setting stakes because the machines know where they are in relation to the design elevation," said Owner David Smith II. "That saves us time and labor costs."

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STAY POSITIVE

Komatsu offers a wide range of genuine batteries proven to perform and last in tough conditions

When you turn the key on a machine or a vehicle, you expect it to start. Several systems play a role in whether this does or does not happen, but one of the most important factors is the battery.

"It is essential to use one that's proven to perform under all circumstances," emphasized Dimitra Balafoutis, Komatsu Product Manager, Consumables. "We recommend using genuine Komatsu batteries in our machines because they are manufactured to stand up to challenging conditions such as extreme temperatures and high vibrations, which are common on our customers' job sites. They were designed and built to ensure durability and reduce downtime."

Balafoutis noted that Komatsu genuine batteries undergo more than 300 quality-control checks throughout the manufacturing process. With proper maintenance, they typically last three years or longer. Komatsu supports all batteries with its standard parts warranty, which is one or two years depending on part number.

"A wide range of 6- and 12-volt sizes are available," said Balafoutis. "Our distributors stock the most common ones, so they are easily available. If a less common type is needed, you can order it through your distributor or on the My Komatsu web application (www.komatsuamerica.com/mykomatsu) and have it shipped to the distributor or your location."


Power your vehicles too

With Komatsu's all-makes program, customers can also order OEM batteries for their Komatsu equipment and its competitors through their local Komatsu branch, explained Balafoutis. This includes construction, agriculture, mining, forestry and forklift products.

"Those OEM options are available if customers want them; however, Komatsu genuine batteries work in most brands of machinery," Balafoutis

pointed out. "Distributors can assist customers in determining the right fit for their needs."

She noted that Komatsu genuine batteries are ideal for cars, pickups or other vehicles.

"If you think they are great in your equipment, consider them for other uses," said Balafoutis. "They power class 1 through class 8 on-highway trucks, boats, recreation vehicles, power sports products such as four-wheelers, golf carts and more. Your Komatsu distributor can be a one-stop shop for all of your battery needs. They will even install them if you like." 



*Dimitra Balafoutis,
Komatsu Product
Manager,
Consumables*



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STREAMLINE SERVICE

SENNEBOGEN's commitment to uptime goes 'beyond the machine' with new pre-packaged Uptime Kits

It's been said that "80% of everything is showing up." That's certainly true in the scrap-handler industry, where yard managers depend on their swing machines to keep the rest of their operation producing, every single day.

SENNEBOGEN became America's leading name in purpose-built material handlers by building on a reputation for "showing up," according to President Constantino Lannes. The dependability of SENNEBOGEN equipment is rooted in the company's commitment to maximizing uptime, delivering the products and services required for consistent productivity throughout the life of the machine, he notes.

"At the core of SENNEBOGEN is our unrelenting focus on building customer success," Lannes stated. "All our people and all our resources are dedicated to understanding and responding to the unique needs of each customer. We look 'beyond the machine' to deliver the complete material handling solutions that will help them achieve success, on their own terms."

Lannes emphasizes that it's more than talk. SENNEBOGEN has invested heavily to support its customers. Its 100,000-square-foot head office facility is home to the nation's largest inventory of material handler parts and serves as a technical training center for dealers and customers. The warehouse stocks every component that goes into every model of SENNEBOGEN machines currently in service, from seals to booms to engines and cab assemblies. It boasts 98% availability on all its parts orders, ready for delivery in 24 hours.


Uptime Kits save time for techs

When a SENNEBOGEN machine goes down, Lannes' goal is to get it back into service as quickly as possible. To streamline service calls, the company created a series of pre-packaged parts kits designed to simplify the ordering and picking of parts for specific service tasks. In these Uptime Kits are hundreds of assorted parts, connectors, fittings,

extensions and electrical components organized into custom containers, each matched to the customer's machine model, series and engine. Each kit is delivered in its own custom-designed organizer. If the service department gets a call for a hydraulics issue, the technician can simply pick up the pre-packaged SAE Uptime Kit to have all the required fittings ready to go. Additional kits are packaged for electrical service, autolube systems, air conditioners, plugs & connectors, O-Ring seals and more.

Uptime Kits also save time and money in the parts department. With a single part number to order, Uptime Kits make it easy to stock hundreds of related service parts with time saved sorting loose parts or stocking service trucks.

In one of SENNEBOGEN's most recent developments, the concept of Uptime Kits goes a step further. The new Preventive Maintenance Kits start with a checklist of service parts for each of your machine's scheduled service intervals. The parts are sorted and pre-packaged for easy ordering, matched to the specific needs for the initial 250-hour servicing, then the 500-hour, 1,000-hour and 2,000-hour intervals.

"We are true believers in preventive maintenance," said Lannes. "Uptime makes us look good, makes money for the customer, and gives us a foundation to build long-term relationships." 



SENNEBOGEN invested heavily in a 10,000-square-foot parts and training facility to ensure customers have ready access to ongoing support. Uptime Kits are pre-packaged with all the parts required to complete a wide range of specific service tasks based on machine model and series.

Astec expands Road Machinery & Supplies Co. coverage into Dakotas

Road Machinery & Supplies Co. (RMS) has announced an expansion of coverage area for its Astec-owned equipment lines into North Dakota and South Dakota.

In North Dakota, RMS will represent mobile, portable and stationary Astec lines including KPI/JCI, Astec Mobile Screens (AMS) and Telsmith. In South Dakota, it will represent mobile KPI/JCI and AMS products, in addition to Telsmith.

“We are proud that Astec turned to us to cover this territory,” said Andy Schwandt, RMS Vice President, Sales and Marketing. “We have a great relationship with Astec, and this agreement is reflective of that. We are very excited to have the opportunity to provide sales and service solutions to our new customers in North Dakota and South Dakota.” 

RMS to carry Tandem Products

It's official: the distributor for Tandem Products Inc.'s Rhino Hyde urethane wear product line will be RMS. The Minneapolis-based company has specialized in abrasion-resistant products for the concrete, aggregate, grain and mining industries since 1965.

“With Tandem, we are able to bring high-quality products to a lot of the industries we serve. We are excited to partner with a local company to provide solutions to our customers,” said RMS Aggregate Division Manager Ben Schmidlein. 


Epiroc awards RMS with Commitment to Service Award



Employees at Road Machinery & Supplies Co. show off the Epiroc Commitment to Service Award, which RMS earned through meeting several sales and service goals in 2020.


The 2020 Epiroc Commitment to Service Award was presented to RMS. The recognition is largely based on parts and service sold by distributors, in addition to the following criteria:

- Ramping up to support PV351 fleet in Iron Range.
- Increasing technician competency through joint training; crawler and surface drills.
- Substantially growing parts inventory; including a crawler drill service center.
- Meeting adjusted RigScan target for 2020.

In addition to the award, RMS achieved Gold Level – the highest level offered – for its 2020 Parts Incentive Rebate KPIs. 

Bestorq Power Transmission Belts join RMS product offering

RMS has been named the official distributor of Bestorq Power Transmission Belts. The Nebraska-based manufacturer specializes in v-belts and timing belts, in addition to other belts suited for the aggregate industry.

“We are excited to begin this partnership with Bestorq. They produce a high-quality product that our customers will benefit from using. Plus, with their location in Nebraska, they are a natural fit for our territory,” said RMS Aggregate Division Manager Ben Schmidlein. 



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2017 KOMATSU D39PX-24 Stk#
055163, 3,335 hours, S/N: 95196 . . .
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2015 KOMATSU D61PX-23 Stk#
054585, 2,891 hours, S/N: 31678 . . .
.....\$157,000



2014 KOMATSU PC170 LC-10 Stk#
055094, 4,604 hours, S/N: 30017 . . .
.....\$85,000



2018 KOMATSU PC290 LC-11 Stk#
053018, 2,602 hours, S/N: A27804 . . .
.....\$179,500



2017 KOMATSU PC490 LC-11 Stk#
055954, 5,991 hours, S/N: A41671 . . .
.....\$158,500



2016 DYNAPAC CC6200 Stk#
055244, 1,000 hours, S/N:
10000349CGA018367 \$92,000



2019 KOMATSU D61PX-24 Stk#
055156, 3,137 hours, S/N: B60613 . . .
.....\$185,000



2015 KOMATSU PC170 LC-10 Stk#
049742, 4,988 hours, S/N: 30070 . . .
.....\$109,500



2017 KOMATSU PC290 LC-11 Stk#
054592, 2,919 hrs., S/N: A27616
.....\$160,000



2011 KOMATSU HM300-3 Stk#
050465, 4,505 hours, S/N: 3414
.....\$194,500



2013 VOLVO SD115DX Stk# 025627,
1,171 hours, S/N: 245036
.....\$69,500



2017 KOMATSU D61PXi-24 Stk#
045682, 2,367 hours, S/N: B60210 . . .
.....\$210,000



2016 KOMATSU PC170 LC-10 Stk#
048687, 1,115 hours, S/N: 30834
.....\$129,800



2013 KOMATSU PC360 LC-10 Stk#
055216, 8,777 hours, S/N: A32662
.....\$89,500



2018 KOMATSU HM400-5 Stk#
051394, 4,598 hours, S/N: 10883
.....\$367,500



2018 KPI-JCI GT440CC Stk# 055197,
2,573 hours., S/N: 417432
.....\$425,000



2017 KOMATSU D51PXi-22 Stk#
055948, 2,353 Hours, S/N: B13668 . . .
.....\$145,000



2018 KOMATSU D61PXi-24 Stk#
055167, 2,196 hours, S/N: B60656 . . .
.....\$242,250



2015 KOMATSU PC210 LCi-10 Stk#
054949, 4,779 hours, S/N: 452663 . . .
.....\$132,000



2018 KOMATSU PC360 LC-11 Stk#
055952, 2,205 hours, S/N: A36311
.....\$199,500



2018 KOMATSU HM400-5 Stk#
051450, 4,488 hours, S/N: 10871
.....\$367,500



2013 SCREEN MACHINE 5256T Stk#
054011, 558 hours, S/N: E-AC2658 . . .
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