

Road Signs



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

RMSroadsigns.com



Verlyn Schoep,
President and COO



Mark Conte,
Vice President



MistyLee Quast,
Vice President



Meyer Contracting Inc.

Minnesota company finds creative solutions for its customers

A message from the CEO



Dear Valued Customer:



Mike Sill II

As technology in the construction industry continues to expand, the benefits are becoming increasingly obvious — improved efficiency and production, cost savings, and increased safety. Want to implement a change to an active job site? Technology allows you to do that from the office, so you don't have to travel to the job site to deliver the new plan. Want to track your projects digitally, and reduce paper consumption? With technology, you can.

Komatsu has a suite of Smart Construction customer support solutions designed to help companies digitally transform their operations throughout every phase of a project. You can read about Komatsu's new intelligent Machine Control (iMC) 2.0 technology, which introduces additional features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators, including the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.

Technology, such as BOMAG's BOMAP Connect, is bringing compaction into the digital age. It prevents unnecessary passes while saving time, fuel and money. Learn more about the intelligent app that uses GPS to document roller passes and draws an intuitively readable map of compaction progress in real time.

Plus, after enduring the hottest summer on record last year, protecting workers from the heat should be a top priority. We offer some tips to help you get prepared for the hot summer days ahead.

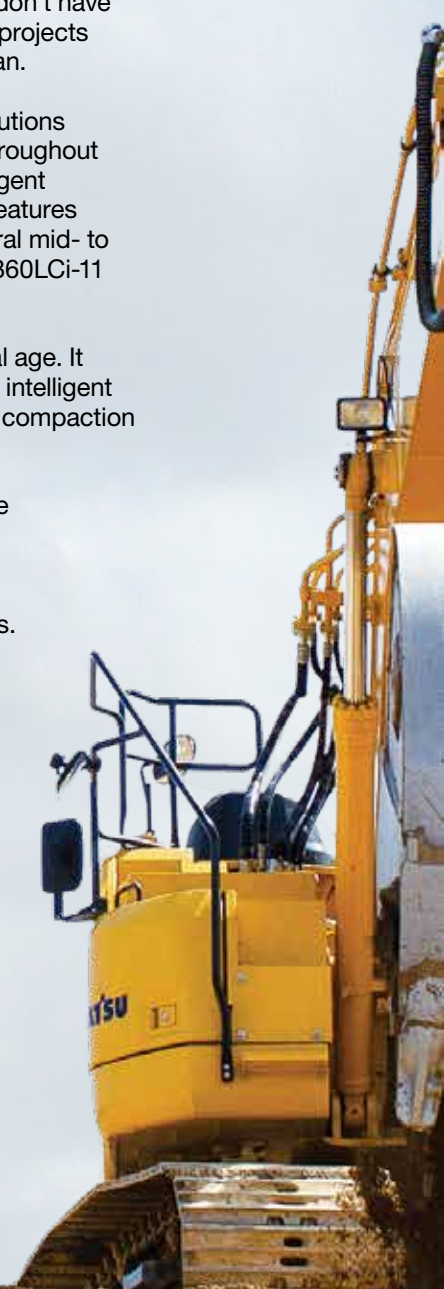
As always, if there is anything we can do for you, please call one of our branch locations.

Sincerely,
Road Machinery & Supplies Co.

Mike Sill II
Mike Sill II, CEO

KOMATSU

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Take these steps to ensure your equipment and personnel are ready for the upcoming busy season.



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Meyer Contracting Inc.

Finding creative solutions for customers is a shared priority for this Maple Grove, Minn., company and RMS



*Verlyn Schoep,
President and COO*



*Mark Conte,
Vice President*



*MistyLee Quast,
Vice President*

Completing projects requires more than manpower and diesel fuel. Every job site poses unique obstacles that must be dealt with. Some of the solutions are as simple as adding a machine to the fleet, but others require real ingenuity. The constant challenge to provide those solutions for its customers is what drives Meyer Contracting Inc.

“Once you understand the customer’s needs — and then meet them — you’ll have a successful project and a satisfied customer,” said President and Chief Operating Officer Verlyn Schoep. “In order to do that, we adopt our clients’ values and make them extremely important to us.”

Those values change with each project. Schoep says Meyer Contracting has developed a knack for identifying a customer’s main value for a project and understanding how

to best meet it, whether it’s track time for rail customers or strict timelines for cities and municipalities.

For example, it needed to complete a \$33 million renovation of Nicollet Mall in downtown Minneapolis before thousands of fans, media and other attendees descended on the area for Super Bowl LII in February of 2018. As a prime contractor on the project, the firm performed removals, grading and underground work at the 12-block site that serves as the centerpiece of downtown Minneapolis today.

“I don’t think a stick of pipe that was installed went in as per plan,” laughed Schoep. “We had to come up with some creative work-arounds to accommodate all the pre-existing infrastructure in the area.”

Last summer, Meyer Contracting undertook a massive project that included building two roundabouts, redesigning traffic patterns, installing crosswalks and performing utility work on the main road in front of a school on CSAH 30 in Eagan, Minn. The catch? The project needed to be completed between the last day of school in June and the first day of school in September.

“The project came about after a student was killed in a traffic accident on that road,” said Vice President Mark Conte. “We had a lot of people and resources on the job. We built both roundabouts concurrently. We had several crews on there, and we had a lot of heavy equipment in a very confined space, which is not something we would have typically done.”

Meyer Contracting followed that job up with the Mina Lake spillway project in Mina, S.D. Working through the winter months required its crews to preheat rebar at the site and use thermal couplers to monitor temperature during the curing process as it poured a 2-to-1 slope.



Identifying and meeting the customer’s main need on a project is what makes Meyer Contracting successful. In 2018, the company completed its Nicollet Mall project in downtown Minneapolis by Super Bowl LII.



▶ VIDEO

Komatsu intelligent Machine Control (iMC) excavators like this PC490LCi allow Meyer Contracting to complete pipe jobs efficiently. “We can have all the plans in the excavators, set our limits, and we’re good to go,” said Vice President Mark Conte. “We dig just the right amount. We back fill exactly what we need to. We save time and material, and we can use our crews more effectively.”

“Originally, we were supposed to install a siphon to drop the lake’s water level by 10 feet to install our pipe,” explained Schoep. “The lake association didn’t want us to do that because it would affect the recreational use of the lake during construction. So, we got creative. We figured out a way to lay pipe underwater and transition into the landside without disrupting the flow. We broke ice, set machines on mats on the ice, installed the pipe, and kept the homeowners happy.”

Problem solving not only helps Meyer Contracting win more bids, but also gain recognition. The company won an award for the Nicollet Mall project, and Meyer Contracting is thanked on a plaque at Mina Lake.

Accountability drives success

For Meyer Contracting, finding solutions that work for its customers is at the company’s core, but it hasn’t always been a smooth process. Five years ago, the company realized it had an issue.

“We had a company meeting where we set out to develop an estimating system,” recalled Schoep. “It was a great meeting with lots of participation and feedback. Everyone left super excited about it. Then a year later, we took score of what changed... and nothing had. Everyone went back to their old habits. There was no accountability.”

The company set out to define its core values and developed a flywheel model that hangs in its building today.



Meyer Contracting set out to define its core values a few years ago and developed this flywheel design that guides the company’s practices today.

“Integrity. Coaching. Teamwork. Problem solving. Grit. These five values were picked because they are the traits we want to have as a company,” said Schoep.

“We placed them in a circle on purpose,” he continued. “They all work together, creating momentum. Integrity leads into coaching to develop ourselves. That flows into teamwork and working together. If we’re trying to solve a problem, we need lots of ideas and people to then help build off of them — that’s problem solving. Through it all, you need to have grit in this business. You have to have an intense desire to succeed.”

All five values working together lead to Meyer Contracting’s mission: “Developing exceptional people to provide distinct value to our clients.”



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RMSRoadSigns.com

Continued . . .

Additionally, Meyer Contracting replaced its organizational chart with an accountability chart. It developed small groups in which accountability is tracked internally, and ideas and concerns are shared.

"People are held accountable, but also feel more empowered to speak and share," said Vice President MistyLee Quast. "It has really helped us improve productivity, develop more leaders in our company, and strengthen our workforce."

Solutions partner

Creativity and accountability are two important factors in Meyer Contracting's problem solving equation. Equipment is another. In order to work as efficiently as possible, crews need to be able to dig, grade, and fill accurately and quickly.



Meyer Contracting uses a Komatsu PC360LCi iMC excavator to work quickly and efficiently. "We can get to the bottom of the cut and dig footings much faster. We get exactly to grade, and we don't waste any material. Using iMC has been a huge savings for us operationally," said Vice President Mark Conte.



Meyer Contracting President and COO Verlyn Schoep (left) and Vice President Mark Conte (right) value the relationship they have with RMS Territory Manager Phil Major (center). "RMS, and especially Phil Major, have always been there to help us when we need it," said Conte. "They helped us understand how to make the machines work for us."

Komatsu intelligent Machine Control (iMC) equipment with integrated GPS technology from Road Machinery & Supplies Co. allow Meyer Contracting to do just that. The firm's fleet includes three D51PXi dozers, two D61PXi dozers, two PC490LCi excavators and a PC360LCi excavator.

"During mass site grading, it's much easier to use an iMC machine," said Conte. "We can get to the bottom of the cut and dig footings much faster. We get exactly to grade, and we don't waste any material. Using iMC has been a huge savings for us operationally."

The iMC excavators also enable Meyer Contracting to get even more creative as it did a project in which it designed a file that allowed it to precisely place riprap and bedding underwater.

Pipe installation is another application where the iMC technology stands out.

"We can have all the plans in the excavators, set our limits, and we're good to go," said Conte. "We dig just the right amount. We backfill exactly what we need to. We save time and material, and we can use our crews more effectively."


As for winning over the operators and integrating the machines, Conte says that was a quick process.

"We have operators who have been doing this for 30 years, who typically wouldn't like new technology. But, after 15 minutes of operating an iMC excavator, they're all smiles. It's very user-friendly."

Conte also credits RMS Technology Solutions Expert Chris Potter with making the training process effortless. It's the latest example of the two companies working towards a productive outcome in their relationship of more than 20 years.

"RMS, and especially Phil Major (Territory Manager), have always been there to help us when we need it," said Conte. "They make things easy to do, and that has also been the case with integrating technology. They helped us understand how to make the machines work for us. Now, we're basically plug and play."

Much like Meyer Contracting does for its clients, Conte says that RMS has worked to make Meyer Contracting's values its own.

"GPS is important to us, and it's important to RMS. We really value that." 



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'The only way to go'

Helm Civil uses intelligent Machine Control technology to complete grinding project underwater

No two job sites are alike, but they usually have one thing in common: they are above water. That wasn't the case for Helm Civil when it tackled a lock and dam rebuild for the U.S. Army Corps of Engineers on the Mississippi River in Rock Island, Ill.

Lock and Dam 15 was built in 1931 on wood cribbing and wood piling. Over the years, consistent barge traffic caused the old foundation to fail on the lower guide wall that the barges use to come in and out of the lock chamber.

Helm Civil, a firm based in East Moline, Ill., won a best-value contract with the Army Corps of Engineers, Rock Island District, to remove 12 30-foot monoliths and install 63 drilled shafts.

"The section we had to grind was 360 feet long and 5 feet tall," noted Clint Zimmerman, Senior Project Manager, Helm Civil. "All of it was about 7 to 8 feet underwater, which obviously posed a unique challenge."

To complete the job, Zimmerman had to get the proper equipment. First, he needed a grinder that would work underwater. Second, he required technology that allowed the operator to accurately maintain grade when grinding underwater. He turned to Road Machinery & Supplies Co. for help.

The solution was to use a Komatsu PC490LCi-11 intelligent Machine Control (iMC) excavator with integrated GPS technology and an Antraquip AQ-4XL grinder. This would allow Helm Civil to use a 3D model to control its depth and maintain accuracy while grinding, even as the river levels fluctuated.

"Derek Welge and Bryan Stolee really did a good job of bringing this together, and Chris Potter was instrumental as well," said Zimmerman.


With a model in hand, and the excavator securely positioned on a barge on the river, Helm Civil was ready to get to work. As the machine was grinding underwater, the operator was able to look at the screen inside the excavator's cab and know exactly where he was at and how far he needed to go.

"The depth of grinding changed with the water level of the river," said Zimmerman. "The advantage of the technology was that we had a consistent picture of where we needed to grind, regardless of the water level. The operator always had an exact location to operate from. It was very impressive."

Helm Civil had used 3D modeling before, but not in this capacity.

"We had never used 3D modeling underwater," laughed Zimmerman. "We would have been operating blind, but the iMC technology allowed us to know exactly where we were at all times. I really don't know how we would have gotten this done with conventional equipment."

The use of Komatsu intelligent Machine Control allowed Helm Civil to complete the project in nearly half the time it expected.

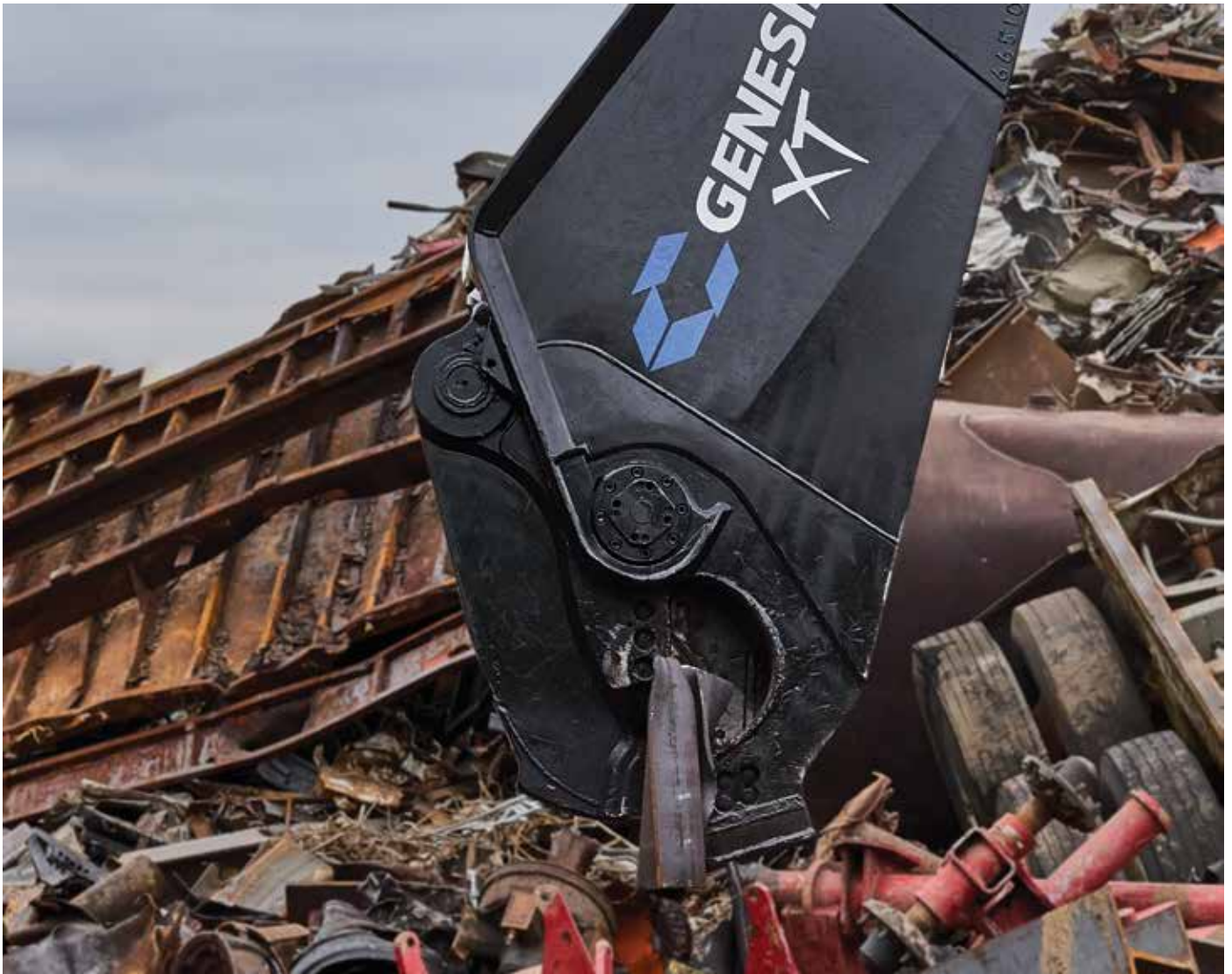
"The grinding was scheduled for two weeks," recalled Zimmerman. "We brought the PC490 in on a Thursday, then we attached the grinder on Friday and shot control points around the job site. We started grinding that Monday, and on Tuesday alone we did 60 feet, which was very impressive. We were basically done that Friday. This was the only way to go." 



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RMSRoadSigns.com



Road Machinery & Supplies Co. Technology Solutions Expert Chris Potter observes as a Helm Civil operator uses a Komatsu PC490LCi-11 iMC excavator with an Antraquip AQ-4XL grinder on a barge on the Mississippi River in Rock Island, Ill.



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A flurry of firsts

Purchasing a Komatsu excavator and Genesis shear marked several milestone accomplishments for Tournier's Recycling Inc.

When Dean Tournier and his son, Cody, were looking to boost efficiency at their Independence, Iowa, scrap yard, they didn't realize they were about to break new ground on multiple levels. A year earlier, Genesis Attachments representative Matt Overdahl made a stop by the yard to talk about how a new shear attachment could boost productivity.

The Tourniers weren't ready to make a purchase at that time, but they were intrigued. After some research and number-crunching, Cody called him back — ready to buy. The timing couldn't have been more opportune for new Road Machinery & Supplies Co. Territory Manager Joel Werthmann.

"I had just moved to sales from my position as a PSSR," recalled Werthmann. "Matt called me to let me know what the situation was. Cody let me know what they were looking for, and we got to work."

The process ended with Tournier's Recycling Inc. purchasing a new Genesis GXT 555R mobile shear and a Komatsu PC290LC excavator. The package was a first on many levels: the first Komatsu excavator the company had purchased; the first shear it had ever used; the first time Tournier's Recycling — a fourth-generation, north-central Iowa company — had purchased from RMS; and it was Werthmann's first sale as Territory Manager.

"It's kind of crazy how it all worked out," laughed Werthmann. "To be able to sell to a first-time customer and really show them what we can do and earn their trust and respect was awesome."

"Working with RMS was great," said Dean, President of Tournier's Recycling. "We had no issues, and they were always there for us throughout the process. We had a minor issue at the beginning with the excavator, and RMS was here right away and got it fixed as soon as the part came in."


With the new equipment, Tournier's Recycling increased its productivity and efficiency.

"We used to cut the scrap by hand with torches," said Cody, Vice President of Tournier's Recycling. "We couldn't keep up. We figured adding the Komatsu and shear would help us save on time and workforce. With the shear and excavator, we can do the work of three to four guys at once."

"We have a significant pile in our yard now," he continued. "It will probably take me two weeks to cut it all down with the shear. Before, it would have taken three guys cutting by hand four months to do it."

"We sheared a hay bailer the other day in 35 minutes. Normally, that would have taken six hours to cut it down to 3-foot pieces," added Dean. "The excavator and shear have met and exceeded my expectations. I'm still getting used to it, but it has definitely sped the process up."

Though it has taken four generations for the Tourniers to turn to RMS, it is safe to say the next call will come significantly sooner.

"The next piece of equipment we buy, RMS will be the first people we call. Guaranteed," stated Dean. 



*Dean Tournier,
President*



*Cody Tournier,
Vice President*



Discover more at
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Road Machinery & Supplies Co. Territory Manager Joel Werthmann (right) goes over the finer points of a Genesis GXT 555R mobile shear with Tournier's Recycling Inc. President Dean Tournier (left) and Vice President Cody Tournier.

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BOMAP Connect

BOMAG's app provides greater efficiency with less passes to reach target compaction

Meeting compaction requirements is essential on earthwork and asphalt projects. Testing that ensures you have met proper density often involves stopping the machine and waiting for results, which slows productivity and increases downtime.

Technology, such as BOMAG's BOMAP Connect, is bringing compaction into the digital age. It prevents unnecessary passes while saving time, fuel and money. The intelligent app uses GPS to document roller passes and draws an intuitively readable map of compaction progress in real time.

The operator knows exactly what needs to be done and where to achieve results, without the need to stop and wait for tests. It digitally documents compaction output and makes it immediately apparent where optimum compaction has been achieved or whether further passes are necessary.

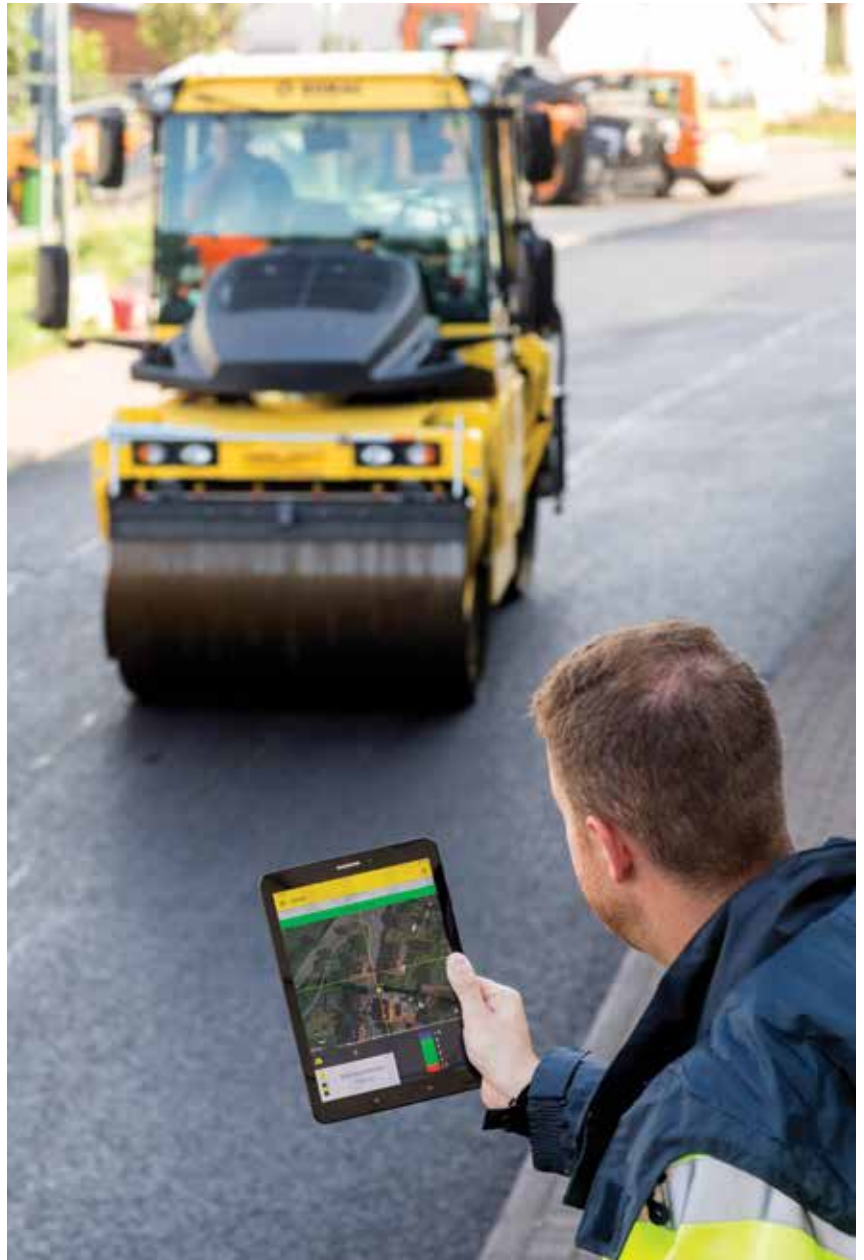
The BOMAP app is available on regular Android 7.0 and higher smartphones and tablets. It does not require special hardware, and you can download it for free from the Google Play Store. It is immediately ready to use on all earthwork and asphalt construction sites, and no training is required.

"The introduction of the BOMAP app in 2019 was a giant step forward for soil and asphalt compaction," said Bert Erdmann, a compaction industry veteran with more than 25 years in the business and a leading expert for BOMAG Americas. "Now, BOMAP Connect represents the next level of intelligent compaction, as it offers cloud storage and additional features."

Live maps display real-time progress

Next level CCC (Continuous Compaction Control) can be monitored from your smartphone or tablet with BOMAP Connect. The entire compaction process of a construction project can be planned, controlled and documented for true Intelligent Compaction. After activating the smartphone or tablet in the roller, the app connects to the BOMAG JOBLINK Bluetooth interface and registers the machine parameters. The machine wirelessly

Continued . . .



With BOMAP Connect, the entire compaction process of a construction project can be planned, controlled and documented. It shows site managers and every operator on the project the current compaction status of the entire job site.

transmits all relevant information, such as soil stiffness or temperature, to BOMAP Connect.

Continuous documentation and visualization mean operators are less likely to make one pass too many or too few. BOMAP Connect offers operators reassurance that they are consistently achieving excellent quality and optimizing time management as BOMAP Connect displays live maps of the construction site. A color scale marks compaction progress at all times.

"Fewer passes translate into less wear on your equipment and improved on-site management," said Erdmann. "An added bonus is that it reduces your carbon footprint."

The operator passes over green and red areas until the target density has been reached, which is indicated by the map turning blue, eliminating guesswork and minimizing downtime. The color scale display can be adapted to any construction site. The number of passes and other values, the

degree of compaction, and/or temperature can also be displayed.

"Think about it like this: in asphalt compaction, there is a narrow window of time once the material is laid to gain optimal compaction because the material is cooling," said Erdmann. "Using the app, a foreman can assess the material at a glance by color and then direct, for example, a finish or intermediate roller to an area before it cools off to help ensure the best compaction results are being achieved – and BOMAP Connect documents everything. This interconnectivity creates the ideal conditions for next-level intelligent compaction."

Projects are stored in BOMAP Connect and can also be archived there and viewed at any time. When the work is finished, you can save your documentation in a PDF file or export it in various formats for detailed analysis, including in VETA format. Highly qualified analysis and/or further processing of the results in your own IT system is possible.

Compatible with other manufacturers


BOMAP Connect can be used on all compaction equipment, including competitive machines. It shows site managers and every operator on the job the current compaction status of the entire job site.

When using the optional open interface BOMAG JOBLINK Bluetooth connection on BOMAG equipment, BOMAP Connect enables access to all process-related data such as EVIB or ECONOMIZER value, frequency, amplitude, temperature, speed and direction.

With the optional BOMAP antenna, the map display of the compaction process achieves GPS positioning with "track-to-track" precision accuracy of up to 20 centimeters (7.8 inches). This guarantees exact results on all sites even in poor visibility and weather conditions. Even on complex and inner-city job sites where space is at a premium, you receive highly accurate compaction results and documentation.

The antenna is simple to use and connect to BOMAP via Bluetooth. It can be mounted on BOMAG and competitive rollers alike with a magnetic base and is supplied with a universal wire harness, which provides 12V power to the antenna.

Third-party machines in the fleet also interconnect and help to generate a compaction record across the construction site for pass counting and mapping, meaning you have the ability to meet any future tender requirements such as Continuous Compaction Control. BOMAP Connect can also interface directly with systems such as VETA for reporting requirements.

"Mixed fleets can be monitored and tracked without extensive equipment or added costs," said Erdmann. "BOMAP Connect offers everything in one solution for maximally efficient soil and asphalt compaction, providing all the data you need when you need it, on-site or in the office." 



Smartphones and tablets with the BOMAP Connect app can be mounted inside the machine's cab, and operators can see real-time compaction data.

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Busy season is coming

Make sure equipment and personnel are ready for maximum production

During the winter months, your machinery may have sat for a long period of time, or you may have kept working and just had routine services done during that time. Either way, it is vital to take steps to ensure your equipment is ready for the busy summer days that lie ahead.

Don't wait

If you have any outstanding work orders or operator repair tickets, finish them as soon as possible. Thoroughly inspect machines a few weeks before the schedule really heats up, and if you find any issues, address them right away. Remember, larger items such as undercarriages take more time to repair, so inspecting them well ahead of time is vital.

Buckets, blades, cutting edges and ground engaging tools such as teeth require attention, too. Make sure there are no cracks, chips or excessive wear that could affect safety and performance; replace if needed. Check that your attachment hoses and connectors are in good working order and ready for hydraulic fluids. Hook them up briefly, and run them to see if they are working properly.

Prepare staff members

Make sure employees are aware of schedules, procedures, emergency protocols, and the dangers and signs of heat-related illnesses. Employees should also know how to report maintenance items, the functions of new

Continued . . .



Thoroughly inspect your machinery before the busy construction season starts to ensure it is ready for maximum performance. Make sure everything is in working order and fluids are at their proper levels. Don't forget to check technology.

machines, and how to use them to maximize production and efficiency. Plus, make sure they have all the necessary personal protective equipment and that it is in good condition.

Stock up on parts

You should have an easily accessible store of basic maintenance items on hand such as grease, fluids, filters and belts. Having these on hand will save you from making frequent trips to the store, and decrease your overall downtime.



During the busy season, your machinery and personnel work hard, so make sure both are ready ahead of time. Check your equipment's undercarriage, ground engaging tools, fluids, components and other critical items. Make sure staff members have all necessary personal protective equipment and that it is in good condition.

Clean the machine

Have you heard the adage that a clean machine runs better? True or not, you should wash your equipment to remove any dust and/or dirt buildup from storage or from use during the winter months. Cleaning can help you spot potential issues. Remove any debris, including from the engine compartment. Look out for rodent and/or bird nests.

Don't overlook the inside of the cabs — clean the glass, and dust the consoles and dashes. Replace missing or damaged safety decals.

Charge batteries

If you stored batteries, be sure to check them. Before using them, ensure proper water acid levels and fill, if necessary. Batteries that were not charged during storage should be. Coating battery connections with an anti-corrosion spray can prolong system life. Replace batteries if you believe there is any doubt about their safety or reliability.

Check fluid levels

It is essential to keep fluids at proper levels. Make sure there is an operating and maintenance manual available in your machine year-round, and refer to it for guidance. Be sure to grease any points that require it.


As temperatures rise, you should switch to fluids that properly match the ambient temperatures. If the machine requires diesel exhaust fluid, draining it and refilling it with new fluids to maintain purity and concentration is highly recommended, regardless of if you used the machine during the cold winter months or not. Switch fuel to a summer blend such as No. 2 diesel, and drain the lines of any condensation.

Pay attention to hoses and filters

If fluids are the lifeblood, hoses are the arteries that carry it. Check them for abrasions and leaks; replace immediately if any are found.

Cold can affect filters, so consider replacing them with new ones, including air filtration and air conditioner filters, so operators have a cleaner, more comfortable environment. Dust and contaminants affect filter performance, so keep a close eye on them, and change them as often as necessary.

Don't overlook technology

Check the connections on your aftermarket GPS systems, as well as those that go with removable monitors. Turn the machine on, and test telematics systems to make sure you can monitor machines through your computer or smart devices. 



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The heat is on

Here are some tips to prepare for the hot summer days ahead

Working with Komatsu means being part of a culture of zero harm where everyone is responsible for each other's safety. Learn more about Komatsu's drive to zero harm by visiting <https://www.komatsu.com/en/our-commitment/driving-to-zero-harm/>



Hot weather is particularly challenging to the construction industry because workers are often exposed to the elements, including high temperatures and humidity. After enduring the hottest summer on record last year, protecting workers from the heat should be a top priority.

Ounces of prevention

Hydration plays a significant role in reducing heat illnesses and keeping your body properly conditioned for the job. Fluid intake is essential before, during and after work. Recommendations call for drinking water or electrolyte drinks such as Gatorade every 15 minutes, even if you are not thirsty — at least 6 to 8 ounces every hour. In extreme heat, it's even more important to replenish fluids lost to perspiration.

Choose the right clothes

Appropriate clothing makes a big difference in hot environments. Choose lightweight clothing made of synthetic fabrics that wick sweat from the skin. For outdoor work, light-colored clothing is often recommended because it reflects the sun's rays. Looser-fitting clothes will also allow air to circulate and cool the body. However, job sites present hazards


with equipment and machinery that can catch baggy clothing, so be mindful.

Sunscreen is very important

Clothing is a great help in warding off the sun's rays, but it's essential to put sunscreen on any exposed skin. Pay attention to the sun protection factor (SPF) in your sunscreen. The Skin Cancer Foundation recommends using a broad-spectrum sunscreen with an SPF of 15 or higher every day. An important fact to remember: UV rays pass through glass, so even if you are operating a machine or sitting in a pickup, use sunscreen.

Working times

All job sites get hot during the summer months, especially those in urban areas where concrete and asphalt trap heat, and can send temperatures soaring. Since the sun is directly overhead at noon, the hottest part of the day is typically between 10 a.m. and 4 p.m.

Try to avoid scheduling work during those times if you can. If that's not possible, plan for more frequent breaks, and seek shade where the temperatures are cooler, such as under an awning, an umbrella or a tree. 

Keeping workers safe in the summer heat is essential, so try to avoid scheduling work during the hottest hours of the day. Employees should have access to water, sunscreen and frequent breaks.



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PC290LCi, PC360LCi, PC390LCi

Proprietary iMC 2.0 promotes significant productivity gains for Komatsu's mid- to large-sized construction excavators

Productivity is the key to success on the job site, and the faster a crew can reach maximum productivity, the better. As part of Komatsu's suite of Smart Construction products, services and digital solutions, its intelligent Machine Control (iMC) 2.0 gives contractors the opportunity to take advantage of sophisticated, productivity-enhancing automation.

"Aimed to quickly lessen the skill gap between new and experienced operators — and improve the bottom line for contractors — our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, Senior Product Manager, Tracked Products, Komatsu.

Developed with input from leading construction companies, Komatsu's iMC 2.0 offers additional new features such as auto tilt bucket control and bucket angle hold control on several mid- to large-sized construction excavators: the PC290LCi-11, the PC360LCi-11 and the PC390LCi-11.


"They are an excellent match for footing excavation, trenching and slope work, with factory-integrated systems to help minimize over-excavation and empower operators to dig straight to grade quickly and accurately," said Earing.

Exclusive iMC 2.0 productivity features

Auto tilt bucket control assists operators by aligning the bucket parallel with a slope, so finish grading can be accomplished without needing to align the machine with the target surface.

Bucket angle hold control helps operators reach finish grade quickly and accurately. It automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Both new features build upon the semi-automatic functions that were maintained from the first generation of iMC excavators, including the ability to switch from manual to semi-automatic modes.

"Existing and new technology in the iMC 2.0 excavators has proven to increase production and efficiency while reducing costs," said Earing. "We encourage anyone looking for those attributes to test one for themselves." 



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



Watch the video

Quick Specs

| Model | Horsepower | Operating Weight | Bucket Capacity |
|-------------|------------|--------------------|-----------------|
| PC290LCi-11 | 196 hp | 70,702-72,091 lbs. | 0.76-2.13 cu yd |
| PC360LCi-11 | 257 hp | 78,645-80,547 lbs. | 0.89-2.56 cu yd |
| PC390LCi-11 | 257 hp | 87,867-90,441 lbs. | 0.89-2.91 cu yd |



▶ VIDEO

Auto tilt bucket control and bucket angle hold control are exclusive new features of Komatsu's iMC 2.0 excavators, including the recently introduced PC290LCi-11, PC360LCi-11 and PC390LCi-11. "Our excavators with iMC 2.0 technology can help contractors transform their job sites into highly efficient, highly productive operations," said Andrew Earing, Senior Product Manager, Tracked Products, Komatsu.

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'It will pay off'

From time, fuel and maintenance savings to less paper, job site connectivity provides profit potential

Why is job site connectivity such an important consideration for your construction business? Because technologies that support connectivity facilitate better and faster communication between your field personnel and those in the office.

"The potential cost savings of connectivity are quite large," said Komatsu's Jason Anetsberger, Director of Customer Solutions. "With connectivity comes the ability to digitally send files, pull data directly from machines without driving to the site and more. The old saying that 'time is money' really applies because connectivity saves both."

Here are six reasons job site connectivity could potentially pay off for you.

1. Faster responses and adjustments

Few things are worse for project managers than finding out their job site is behind schedule. In the past, they relied on field personnel to phone in daily or weekly load counts, amounts of material moved and other critical information. However, by the time they received such information, the project could be losing money.

2. Less paper

Historically, superintendents, foremen and other field personnel would take a set — or multiple sets — of plans to the job site, while another set would be in the office. Today, digital plans are more the norm. With a connected job site, plan changes can be sent directly to a tablet, smartphone or a machine.

Paper timecards can also be virtually eliminated. With a connected job site, field personnel electronically log and send hours via email or with several timecard apps available through smartphones and other devices. A bonus is that this is done in near-real or real time, so your office staff doesn't have to wait for timecards to be turned in and spend hours going through them.

3. Time and fuel savings

In the old days, if there was a change in plans, it meant a trip to the job site. Depending on how far away the job site was, that could mean hours in a vehicle and burning several gallons of gas or diesel. When you can transfer files electronically, there is no need to drive to the job site.

4. Reduced equipment service, maintenance and repair costs

A connected job site gives fleet managers the ability to track machine hours more closely than ever. Hours can be accessed directly from the machine, which lessens the potential for



*Jason Anetsberger,
Director of Customer
Solutions, Komatsu*

Continued . . .



Job site connectivity allows field personnel to send information such as load counts, amounts of dirt moved, hours worked and more directly to the office, which reduces paper costs. Project managers can save travel time and fuel by sending design changes directly to connected machines and on-site personnel.

going past scheduled service intervals. Missing scheduled service can be potentially problematic and lead to costly catastrophic failures that take big bites out of the bottom line.

A clear, up-to-date picture of machinery's current hours and a better ability to track them lets fleet managers be proactive about scheduling service, maintenance and repairs, and ensures needed parts and fluids are on hand ahead of time. Fleet managers can take equipment out of service at times when it is not needed or after hours to limit downtime, stay productive and increase profitability.

5. Maximized manpower

Intelligent machines have a modem that connects to the cloud via cellular, according to Anetsberger. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar.

"It virtually eliminates the need for a grade checker, so that person can be utilized somewhere else in a more productive manner such as installing pipe," Anetsberger continued. "Project managers have almost immediate information about where a machine is in relation to target elevation, and they don't have to wait for someone to phone in or drop off that information. With no guesswork, they can send personnel to perform other tasks sooner."

6. Increased safety = lower premiums

Connectivity goes much further than linking the office and the job site. Connectivity is also available through wearable technology. Smart


helmets and safety vests that have enabled tracking and remote communication capabilities can help keep your workers safer. Smart work boots with sensors can automatically alert others if workers enter an area that has been designated as unsafe.

Safety is always a top priority for any job site, and prioritizing safety may also have side benefits including the reduction of potential costs associated with accidents. A better safety record can also lead to more work, as many entities — including governmental projects — take safety records into account when awarding contracts.

An additional advantage is that a positive safety record could also lower your insurance premiums.

"When determining your premiums, insurance companies consider the likelihood that they'll have to pay out a claim on your behalf. If the risk is lower than normal, you'll pay a lower premium and vice versa," according to Safety Management Group, a privately held safety management company.

"If you have a smartphone, you may have already made the most significant investment in hardware that you need to become connected," added Anetsberger, who also noted that if you have an intelligent machine, you already have the hardware you need to be digitally connected on the job site. "You don't have to invest in huge infrastructure. You just have to be willing to take the first step and identify a solution that will begin to transform your operations."

Anetsberger concluded, "The first step can be tough, but more than likely, it will pay off." 

Learn more about the connected job site by contacting your RMS representative or nearest branch location and by exploring Komatsu's Smart Construction suite of solutions at <https://www.komatsu.com/en/site-optimization/smart-construction/>.



Intelligent machines have a modem that connects to the cloud via cellular. As they track around the job site, they are essentially functioning as a high-precision GPS rover that allows you to record as-built data and show progress from afar, virtually eliminating the need for a grade checker who could be used for a more profitable task.



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ASTECC launches a rebrand

All subsidiary companies will now be united under the ASTEC name in order to improve efficiency and drive growth




Discover more

Astec Industries Inc. is launching a new, modern look with a rebranding initiative to coincide with its business model. The rebrand includes a new logo, color palette and website. The launch comes while the organization streamlines its internal structure and operations to improve efficiency and drive growth.

The organization's former brands — Astec Inc., Astec do Brasil, Astec Australia, BMH Systems, Breaker Technology, Carlson Paving, Con-E-Co, Heatec, KPI-JCI and Astec Mobile Screens, Osborn, Peterson, RexCon, Roadtec, and Telsmith — will no longer operate as separate subsidiary companies and will all take on the ASTEC name.

The unification is a significant part of the company's OneASTECC business model, including its "Simplify, Focus and Grow" strategy.

"We made the decision to unify to make it easier for our dealers and customers to do business with us. By coming together as one organization, we can offer greater customer service and drive innovation," said Barry Ruffalo, President and CEO of Astec Industries Inc. "The rebrand enables us to build our strength together under one common name and purpose. We can better leverage our growth as one ASTEC team rather than individual brands."

The logo represents the company's "Built to Connect" motto and highlights its vision to connect people, processes and products. The new website, www.astecindustries.com, replaces the previous subsidiary websites. Dealers, customers, suppliers and consumers will be able to find information about the company, its product offerings and other resources in one location. 



Astec Industries Inc. is launching a rebrand, which includes a new logo, color palette and website. The new logo represents the company's "Built to Connect" motto and highlights its vision to connect people, processes and products.

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D71i-24

Want a single mid-sized dozer that saves you time, lowers your costs and makes your new operators more effective?

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*



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.



Discover more

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,” noted 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

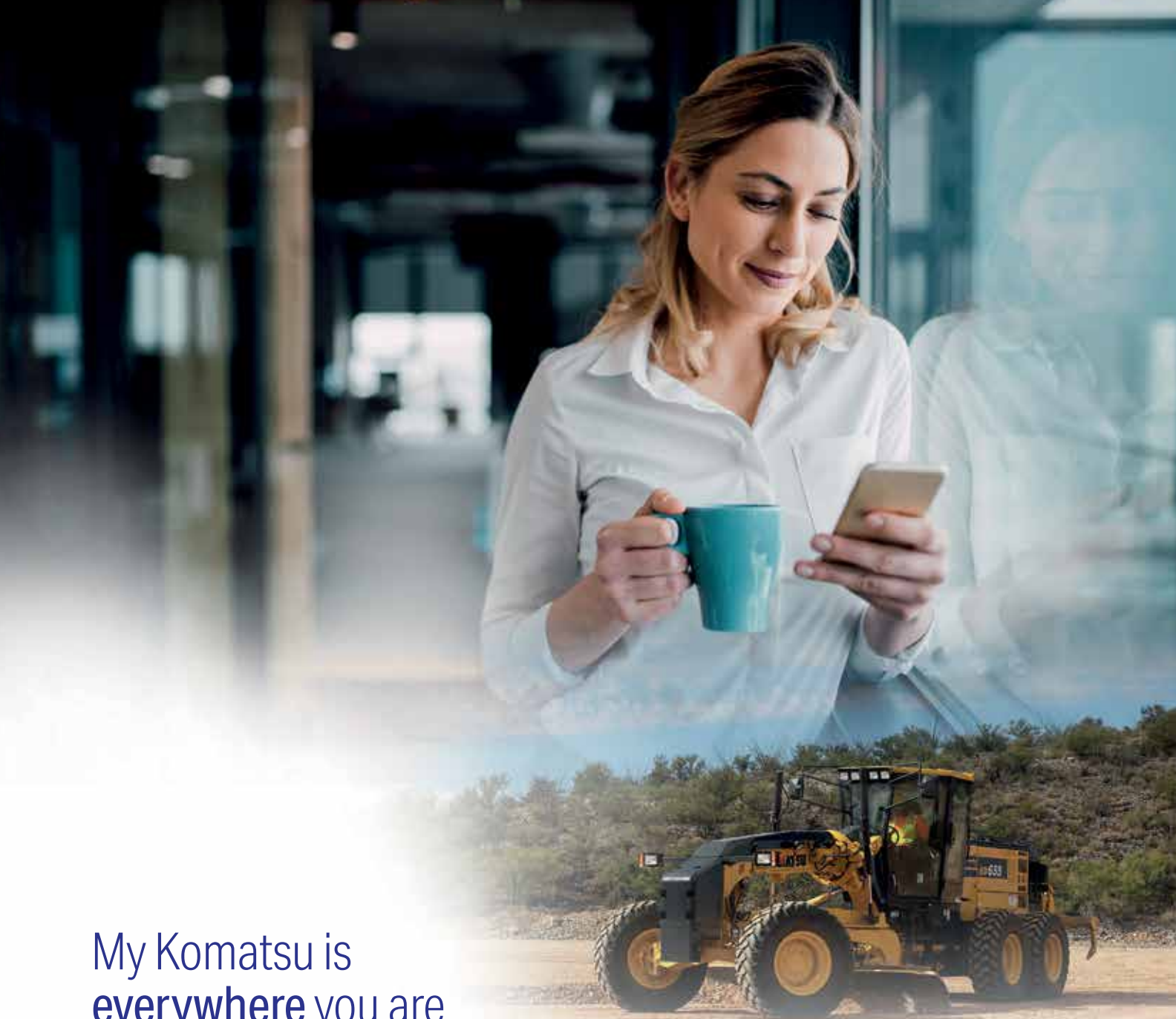
Jennings said visibility plays an important role in operator productivity. Being able to see the blade’s cutting edges increases production, especially during fine grading work near curbs. The D71i-24 is now the largest of Komatsu’s hydrostatic dozers, and it maintains the unique super-slant nose design.

“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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Smart Construction

How to integrate tech to overcome job site challenges



Jason Anetsberger,
Director of Customer
Solutions, Komatsu

Job site challenges are nothing new, but today's technology lets you overcome them more quickly. Whether by providing real-time data, tracking productivity, or helping you remotely visualize a job site, implementing some of the latest equipment and management technology can help you advance solutions like never before.

Start Smart

Construction has increasingly become more digital. Building information modeling (BIM) allows various stakeholders to collaborate throughout the course of a project using a 3D model of a site or structure. All parties involved — engineers, architects, contractors and their personnel, and project owners — have access to the digital plans. Everyone can

see and track progress, and make updates much more quickly than in the old days with paper plans, job site visits and phone calls.

That's a definite advantage for project managers who may be overseeing multiple jobs and can't always get to those sites but still need reliable, accurate data and the ability to communicate design changes quickly.

Komatsu already has a suite of Smart Construction customer support solutions designed to help companies digitally transform their operations throughout every phase of a project. Among them is **Smart Construction Drone**, which provides survey technology that builds an accurate topography of a site safely, quickly and easily.

"High-precision drone mapping is faster than traditional surveys, so you save time and costs," said Jason Anetsberger, Director of Customer Solutions, Komatsu. "Preconstruction flyovers let you see things you can't with paper plans. Consistent drone flights throughout a project give you information about progress across the entire site and assist with progress tracking."

Anetsberger added that Komatsu's Smart Construction experts can work with you to get a 3D model built and help with drone flight.

"Using **Smart Construction Dashboard**, you can calculate takeoff quantities for bids, move from 2D to 3D for optimized machine data, and eliminate the need for paper plans," said Anetsberger. "The 3D design plans can be uploaded directly into Komatsu's Smart Construction intelligent Machine Control (iMC) excavators and dozers with the use of Smart Construction Remote, including new iMC 2.0 models that have technology upgrades to further automate earthmoving operations."



A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. Komatsu intelligent Machine Control (iMC) dozers with automated features enable operators to cut/strip from existing terrain, regardless of skill level. 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.



Accurate slope digs and changes in elevation present challenges for excavators. Komatsu iMC 2.0 excavators let you dig straight to grade using one machine with integrated GPS and uploaded 3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

Automate dozing

A lack of skilled operators is a huge challenge for earthmoving companies right now, but with automation, new operators can become productive faster. 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.

Komatsu's iMC 2.0 dozers with integrated GPS feature proactive dozing control that enables operators to cut/strip from existing terrain, regardless of their experience level. This is because the machine's GPS technology decides on the action of the blade, such as whether to cut and carry, spread, fill or finish grade. The dozer measures the terrain as operators track over it and then uses the data to plan the next pass — which can improve productivity by up to 60% compared to the previous generation.

The iMC 2.0 dozers have additional technology features:

- Lift layer control helps eliminate excess fill as the automatic blade control follows the finished surface once lifts have reached target elevation. A simple press of a button optimizes earthwork productivity.

- 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 iMC 2.0 functions, crews can begin stripping or spreading using automated input while waiting for the finish grade model.

Virtually eliminate over-excavation

For construction companies, over-excavation on trench, footing and basement digs have long been an issue. This leads to extra work and more costly materials to replace what didn't need to be removed in the first place.

Accurate slope digs and changes in elevation also present challenges. Those are costly in terms of time, surveying, staking, grade checking, and the need for multiple machines such as an excavator to get close to grade and a dozer to finish.

Contractors can significantly reduce such costs using Komatsu iMC 2.0 excavators, because they can dig straight to grade using one machine with integrated GPS

For more information about Smart Construction solutions, My Komatsu, Komtrax, and iMC 2.0 dozers and excavators, contact your local RMS representative and visit www.komatsu.com.



Continued . . .

and uploaded 3D data models. The latest generation (PC210LCi-11, PC290LCi-11, PC360LCi-11 and PC390LCi-11) can help improve production by up to 33% and efficiency as much as 63% compared to conventional excavation and grading methods.

Komatsu iMC 2.0 excavators have unique features such as auto tilt bucket control that automatically aligns the bucket parallel with a slope, so finish grading can be accomplished without needing to align the machine with the target surface.

Another feature is bucket angle hold control, which helps operators reach finish grade quickly and accurately because it automatically holds the bucket angle to the design surface during arm operation, enabling operators to perform finish grading using only arm input.

Remotely exchange information

Because job sites often evolve and rarely end up finishing exactly as planned, smart businesses are increasingly performing the task of updating plans digitally and remotely with technology such as **Smart Construction Remote**.

Now, you no longer have to travel to the job site with a USB drive. You can send updates directly to connected iMC machines and field personnel from practically anywhere.


“You can also remotely support operators,” said Anetsberger. “If they have an issue with

their machine or a question on the digital plans, Smart Construction Remote lets GPS managers and project managers connect with the machine and see exactly what the operator does on their monitor. That eliminates a trip, saving time and money.”

Getting updates from the job site is also more convenient with **Smart Construction Field**, which can eliminate the wait for phone calls or field personnel to drop off information. It allows you to digitally track job site activities as well as aggregate personnel, machine and material costs to compare progress status in terms of schedule and costs.

See your fleet data anytime, anywhere

Fleet managers know the challenges of getting the information they need to maintain machinery and make important decisions related to service. What if all the utilization data, parts ordering capabilities, service manuals and more were available in one platform?

“My Komatsu enables users to access and evaluate their assets,” said Komatsu’s Gabe Saenz, Digital Experience Manager. “It can save countless hours of trying to track down machine information and help you be more proactive about service and repairs, when to order parts, and other critical factors related to fleet management.” 

Editor's Note: This article is excerpted from a longer piece that appears on Komatsu's blog. To read the full article, visit <https://www.komatsu.com/blog/2022/how-to-integrate-tech-to-overcome-job-site-challenges/>.



Job sites evolve, and plans change. Instead of driving to the site to deliver updates, you can send design changes directly to connected iMC machines with Smart Construction Remote. Fleet managers can also remotely support operators and see exactly what they see on the monitor in their machine.

Tyler Sherrill

Technology Solutions Expert uses passion to become a resource for Iowa customers and sales team

Tyler Sherrill's time at Road Machinery & Supplies Co. has been anything but typical. He joined RMS in 2019 as a Territory Manager in Virginia, Minn., but just 10 months into the role, Sherrill was attending a motocross race when a bike flew off the track and collided with him.

"I suffered a traumatic brain injury and was in an induced coma for about a week," recalled Tyler. "For the next five months, I was doing physical therapy and undergoing surgeries. I didn't know what was going on for a while; it was difficult. Through a lot of hard work, I was able to recover."

The process back was a tedious one. In addition to relearning how to do basic motor skills and undergoing physical therapy, Tyler still had to build his stamina as he was returning to work.

"I would have to take a nap during the day because I was so exhausted," he noted. "I also had light sensitivity and other injuries that were still healing as well. It wasn't easy."

Through it all, Tyler notes that RMS was there for him.

"They were great," he said. "I was out for a long time, and they were patient with me. They knew the injury was serious, and they also understood that the recovery part was going to take time. They trusted that I was doing what I needed to do to get back."

Now that he's at nearly 100%, Tyler's path at RMS is again experiencing another seismic change, as he accepted a position as the Technology Solutions Expert (TSE) for the state of Iowa. This change, however, is much more positive.

"Ever since intelligent Machine Control equipment has been on the market, I've been really interested in it," said Tyler. "I was an operator when the first D61PXi came out, and the company I was with put me in charge of figuring out how to get it set up and running. I fell in love with it. I thought it was one of the coolest things at the time."


"The idea of becoming a TSE started in 2020 when I sold a PC490LCi. It was the first intelligent

excavator sold in northern Minnesota, and Chris Potter (an RMS TSE) was up frequently to help with the training and set up of the machine. We talked a lot, and he said RMS was looking to add a TSE in Iowa. I'm from Iowa and have a lot of family there, so I seriously started looking into the position."

Last summer, the plan finally came to fruition — he moved to Iowa and officially started as a TSE working out of the Bondurant branch. Tyler says his familiarity operating, selling and using the technology will serve him well in this role.

"My background has enabled me to be a great resource for customers and the sales team in Iowa," he said. "I am confident about my knowledge of the technology, and I'm also passionate about it."

So, how did Tyler follow up a two-year span that included a serious injury and a major move all during a pandemic? By getting married, which he and his fiancée, Jessica, will do this June.

"We planned on having a wedding before the move; we had the venue and everything, but we decided to wait until we got through the process," he said. "It will be a nice way to wrap up a pretty eventful few years." 



Iowa Technology Solutions Expert Tyler Sherrill trains an operator during a demo of the new Komatsu intelligent Machine Control D71PXi dozer.



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Customer appreciation

**RMS Rentals hosts first open house since 2019,
'This event really meant a lot to everybody'**

RMS Rentals in Savage, Minn., welcomed nearly 200 customers, vendors and employees to its Customer Appreciation Open House in March. It was the first big event for RMS Rentals since 2019 as COVID-19 canceled any plans for a similar gathering during the past three years.

"We started planning this in October of 2021," said Inside Sales Manager Larissa Indrebo. "We had a feeling the worst of the pandemic was finally behind us, and we were going to have an opportunity to welcome people back into our facility. We really wanted it to be a big deal. Customers were really excited about it, and we had a great turnout."


The event featured booths for several of RMS Rentals' manufacturers, treats, lunch catered by the food trucks Northwoods Smokehouse and Peppers & Fries A-Go-Go, a welcome bag, and 30 door prizes that were given away.

"It was fun to try something new as far as the food trucks and giveaways," said

Rental Manager Sarah Ostroviak. "The goal was that every customer would walk away with something. Our manufacturers and local businesses really stepped up for the giveaways, which was awesome."

After a long hiatus, the event was well-received and much appreciated by those in attendance.

"I think this event really meant a lot to everybody," said General Manager Steven Klatt. "Our customers were excited to get a chance to come in and talk with manufacturers and our staff, and we were looking forward to getting an opportunity to meet with customers. It's been awhile, so I think everyone was looking forward to it."

Some of the vendors participating in the event were LeeBoy, Allmand Manufacturing, Allen, Potain, Haugen, MBW, EDCO, Furukawa, Cratos, JLG, Wacker Neuson, Husqvarna, Multiquip, Nu-Star, Gar-Bro Manufacturing, and Canycom. 



Customers check out Potain's booth at the RMS Rentals Customer Appreciation Open House in Savage, Minn.

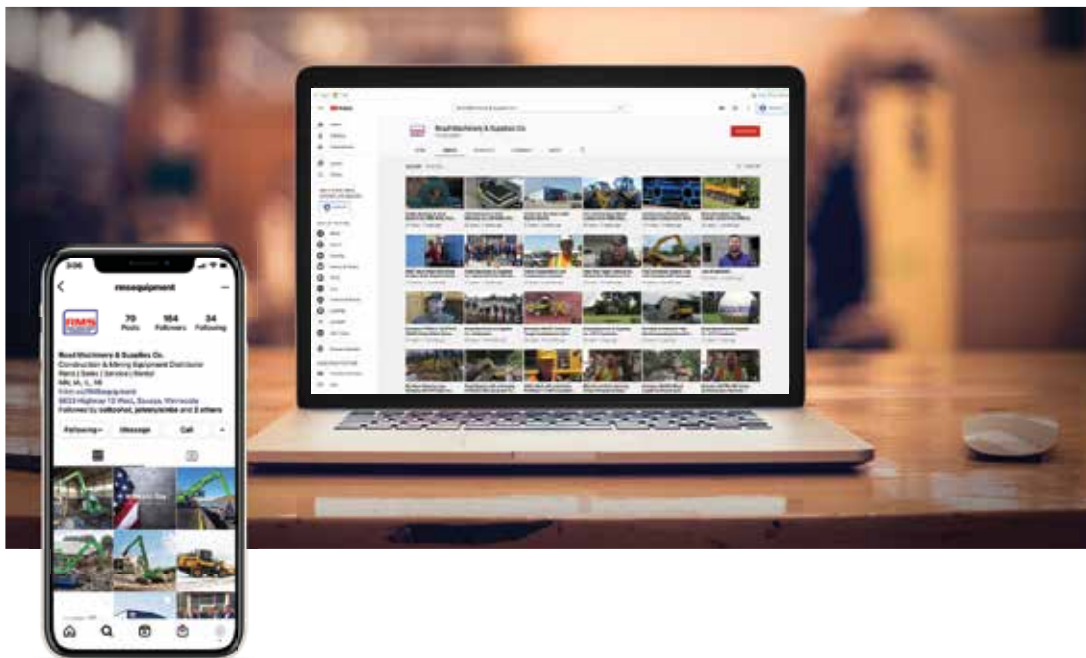
On the light side



Photo courtesy of CTI in Grimes, Iowa.

Do you have a photo you think is Road Signs worthy?

Send it to jsandin@rmseq.com. If selected, your photo will appear in the magazine, plus we'll send you a framed photo in addition to a Road Machinery & Supplies Co. care package.



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RMS makes organizational changes to position for future growth

Recently, Road Machinery & Supplies Co. announced multiple role changes that position the company for growth and allow it to better meet its customers' changing needs.

Andy Schwandt's title is now Vice President of Marketing and Technology. Schwandt will retain the corporate marketing functions he managed as Vice President of Sales and Marketing, along with an expanded role to lead the digital transformation of RMS. Schwandt will accelerate the use of existing platforms while evaluating new and innovative technologies to help RMS improve how it engages with customers in a rapidly developing e-commerce environment. He will remain responsible for the new and used machine inventory.

Joe Schmidlein assumes responsibility for construction equipment sales and rentals in addition to continuing to lead the Product Support group in his new role as Vice President of Sales and Product Support. Schmidlein will be responsible for the management of RMS's companywide non-mining sales efforts while developing and implementing common performance metrics.

Matt Tapper has been elevated to the role of General Service Manager. In his position, he takes a more active leadership role in defining and implementing common service processes, policies and procedures across all RMS branch service operations and divisions.

Dillon Murray joined RMS as the Technology Development Manager in March. In this newly created role, he is responsible for identifying areas where technology can be applied to leverage productivity, efficiency, effectiveness and sophistication of RMS's daily operations. Additionally, the position will be involved in looking for ways to improve customers' experiences and meeting their evolving expectations with new technology, such as e-commerce.

"These organizational changes are intended to better position the company for growth, capitalize on ever-evolving technologies, and continue our journey towards driving common processes across RMS," said President Russell Sheaffer. "These moves will help us be more efficient internally while allowing us to provide the best service possible as our customers' needs continue to change and evolve."



*Andy Schwandt,
Vice President of
Marketing and
Technology*



*Joe Schmidlein,
Vice President of
Sales and Product
Support*



*Matt Tapper,
General Service
Manager*



*Dillon Murray,
Technology
Development
Manager*

Epiroc names RMS Dealer of the Year

Road Machinery & Supplies Co. was named Dealer of the Year by Epiroc for its performance in 2021.

"We have a great relationship with Epiroc, and we are proud to carry and service its products," said Andy Schwandt, Vice President of Marketing and Technology. "Being named Dealer of the Year is a great accomplishment, and it shows that

we are succeeding at being a trusted partner to our customers and manufacturers. It also shows that we are providing the equipment, support and technology solutions that enable our customers to build infrastructure and industries in the communities we serve. This is a very big accomplishment for our entire organization. A big 'thank you' goes out to everyone involved."

Northern branches team up to rebuild a Komatsu PC4000

The team at Road Machinery & Supplies Co.'s Virginia, Minn., and Hibbing, Minn., locations did a complete rebuild of a Komatsu PC4000 mining shovel in the summer of 2021. The service team disassembled the machine at one location, completed any service that was required — from hose replacement to

component replacement — and reassembled it at the new location.



Watch the video



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bo79qu
2018 MOROOKA MST2200VD Stk#
047435, 931 Hrs., SN: A2202103
Crawler Carrier w/ Dump Box **\$189,500**



bo69qv
2020 KOMATSU PC360LCi-11 Stk#
060022, 1,503 Hrs., S/N: A38367, 33.5"
Triple Grouser Shoes. **\$335,000**



bo54vn
2020 KOMATSU PC360LC-11 Stk#
059021, 986 Hrs., 13' Arm, AUX hyd,
Bucket **\$315,000**



bo59dg
2020 KOMATSU WA270-8 Stk#
056956, 282 Hrs., EROPS, Hydro-
static, Bucket, Q/C **\$154,900**



bo79qv
2014 KOMATSU PC88MR-10 Stk#
059892, 3,666 Hrs., S/N: 7007, 18"
Track Shoes, Aux Hydraulics . . **\$72,500**



bo79qw
2018 KOMATSU PC240LC-11 Stk#
059737, 2,707 Hrs., S/N: A22378, 31.5"
Triple Grouser, Bucket. **\$194,500**



bo88re
2016 MOROOKA MST1500VD Stk#
041071, 1,456 Hrs., S/N: 156019,
. **\$114,500**



bo69qu
2007 KOMATSU PC200LC-8 Stk#
060370, 6,245 Hrs., SN: C60859
. **\$69,000**



bo59di
2011 KOMATSU PC450LC-8 Stk#
056495, 9,592 Hrs., S/N: A10375
. **\$67,500**



bo88rh
2018 MOROOKA MST800VD Stk#
046229, 556 Hrs., S/N: 80308
. **\$110,000**



bo88rj
2004 CASE SV208 Stk# 060319,
3,423 Hrs., S/N: DDD0000652, Single
Smooth Drum Roller **\$39,500**



bo69qw
2007 KOMATSU PC400LC-7E0 Stk#
060090, 12,409 Hrs., S/N: A87709,
35.5" Triple Grousers **\$64,500**



bo59dk
2019 KOMATSU GD655-7 Stk#
049213, 195 Hrs., 17.5R25 Michelin
XTLA radials, Push plate . . . **\$342,300**



ba89jp
2015 KOMATSU PC170LC-10 Stk#
049742, 4,988 Hrs., S/N: 30070 . . .
. **\$109,500**



bo88rf
2017 MOROOKA MST2200VD Stk#
042600, 1,270 Hrs., SN: A2202033
. **\$166,000**



bo88rk
2012 LINK-BELT 250 X3, Stk#
059478, 4,043 Hrs., S/N: ELDK2-6172
. **\$74,500**



bo88rm
2020 KOMATSU WA270-8 Stk#
060580, 478 Hrs., ROPS Enclosed,
S/N: A84198. **\$154,900**



bo59dj
2006 INGERSOLL-RAND SD77F Stk#
059638, 1,050 Hrs., OROPS, S/N:
187663, 66" Pad Foot **\$29,500**



bo88rg
2018 MOROOKA MST700VD Stk#
046045, 462 Hrs., Open ROPS, S/N:
65513. **\$78,500**



bm07zk
2015 LEEBOY 8515C Stk# 051487,
3,782 Hrs., Kubota Tier 4i diesel en-
gine, 8' - 15' paving width . . . **\$63,177**



bn95wu
2016 LEEBOY 5300 Stk# 039229, 124
Hrs., 60hp Kubota T4F, 4' to 7' paving width,
Propane heated screed **\$125,899**



bn95wv
2017 ROADTEC RP195E Stk#
040951, 574 Hrs., 39,220-lb Operating
Weight, 230hp Tier 4F **\$CALL**

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