

# Road Signs

Spring 2025



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

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



## Douds Stone LLC

Community staple continues to strive for success after 100 years

**KOMATSU**



# A message from the CEO



Dear Valued Customer:



*Mike Sill II*

I hope 2025 is off to a great start. Forecasters predict a positive construction industry outlook and expect increases in most sectors.

As always, we are proud of our partnership with Komatsu, which continues to make innovative products and solutions that are shaping today's and tomorrow's equipment industry landscape. Komatsu's Demo Days gave customers the chance to see and operate machines across the construction sector, such as the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck. Komatsu's Smart Construction and Smart Quarry solutions were also on display, including 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine.

With many Smart Construction solutions available, check out the article that offers recommendations for determining which one makes the most sense for your operation. It can help you figure out what solutions you need and when is the right time to add them.

As the busy construction season begins, fuel savings should be considered. In addition to using a hybrid machine, there are other ways to reduce fuel usage such as limiting idle time. We offer several fuel-saving tips inside this issue.

If you are looking for a more fuel-efficient large wheel loader, Komatsu's new WA700-8 may be a solution. It has up to 8% more fuel efficiency than its predecessor while giving you up to 8% more gross power and 15% more torque. It's great for demanding work.

We wish you success in 2025 and beyond, and know that we are here to help with all your equipment, parts, service and technology solutions needs.

As always, if there is anything we can do for you, please feel free to contact us.

Sincerely,  
Road Machinery & Supplies Co.

Mike Sill II, CEO

## KOMATSU

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# Douds Stone LLC

## Community staple continues to strive for success after 100 years



*Dan Roberts,  
President*

**A**s America was growing in the early 1900s, a mine, quarry or other natural resource-based company would be an anchor for a town to develop around. Those enterprises played an integral role by providing not only employment, but a sense of identity for the residents. That was the case for Douds, Iowa.

In the 1920s, a company looking for a source of ag lime and construction began underground mining in the small southeast Iowa town. In 1947, extreme flooding caused the nearby Des Moines River to break its levees and flood the mine. Faced with a flooded underground operation and a submerged equipment fleet, the controlling company walked away from the mine.

The residents of Douds did not.

"The community still wanted to have a source of rock, the jobs and all that kind of stuff," explained General Manager Chuck Manson. "They got together and started pumping out the mine. They pumped 24/7 for two years — 150 acres with

small pumps. Then, they got all the equipment back running and reopened Douds Stone in 1949."

The effort was a testament to the importance of the mine for the town.

Eventually, the mine needed more money to continue to grow and upgrade equipment. In the 1950s, Merrill Norris, J.C. Yates and Leon Yates purchased the location and continued its production. Over the years, it has grown and acquired other locations. In 2012, Douds Stone joined into an ownership agreement with Norris Asphalt — the company founded by Merrill Norris — and is now part of the Manatt's Family of Businesses.

Today, the original Douds Mine location is still used as a quarry, and the company has 100 employees and 16 locations in southeast Iowa that bear the Douds Stone name.

"The Douds Mine has been an employer there for 100 years; it's a staple of the community," said President Dan Roberts. "I bump into people all the time who tell me their grandpa worked at the mine. There's a sense of pride. That's why we carry the name on."

### Mobility, availability and history

Douds Stone employs a mobile strategy to manage its crushing operation across its locations.

"We move in, crush the pile of rock we need to, and move on," said Equipment Manager Matt Finch. "This allows us to cover a larger footprint by being mobile. We can just set up and go."

That strategy is made possible in part due to Astec aggregate equipment from Road Machinery & Supplies Co. Astec's lineup of mobile KPI-JCI units enables the plan to work.

Crushing different materials and multiple locations requires a crushing fleet that is ever-changing, which is why Douds Stone relies on rentals from RMS to get the specific machines it needs, when it needs them.



*Chuck Manson,  
General Manager*



▶ VIDEO

*The Douds Mine in Douds, Iowa, has been in operation since the 1920s. After the original owners walked away from the mine due to a massive flood in 1947, the community pumped the 150-acre underground mine dry and reopened it.*





*Douds Stone Truck Driver Wendell Dorothy dumps a load with a Komatsu HD325-8 haul truck. "The computer stuff is handy to have, they've got power, ride great, dump nice, and the cab is very quiet," said Dorothy.*

"RMS has the inventory we need," said Finch. "We can literally call RMS, have it delivered, unload it, and we're off and running. Whether it's a track crusher, conveyor belts, or a wash plant, it's about uptime. We know RMS has it in inventory, they can get it to us right now, and it's ready to perform."

### Old Faithful sets standard

In 2010, Douds Stone was looking to upgrade its fleet to meet the regulations and restrictions of underground mining — specifically emissions and size limitations.

"We had a lot of rebuilt trucks, but we were wanting to update our fleet, so we were looking to buy new trucks," said Roberts. "We had some Komatsu trucks in our fleet, so we asked the crew running them what they thought of them. One superintendent said, 'Old Faithful? Yeah, it runs great!'"

Roberts laughed, "We kind of forgot about it since we never had to do anything with it. So that's how it got its nickname. It just always performed."

From that conversation, Komatsu haul trucks have become a constant presence in the fleet.

While the underground mine is closed at Douds, Komatsu HD325-8 haul trucks are still the truck of choice for the quarry operators.

On a typical day, the trucks will move about 5,000 tons while running five-minute cycles.

"It's all about reliability with the Komatsu trucks," said Finch. "They perform every day. We have one truck that has about 28,000 hours on it, and we have never done any major work to it. They just perform."

Productivity is one thing; comfort is another. The Komatsu trucks also deliver on that aspect.

"The computer stuff is handy to have, they've got power, ride great, dump nice, and the cab is very quiet," said Truck Driver Wendell Dorothy. "I'm getting ready to retire, and I wish I had this truck the whole time!"

"Our drivers comment on the drivability and consistent load," added Crew 1 Supervisor James White. "Our trucks have the scales in the cab to give us a clear idea of what we are hauling. All around, they're good trucks."



Watch the video



Watch the video

*Continued . . .*





*Matt Finch,  
Equipment Manager*



*James White,  
Crew 1 Supervisor*

## Strong partnership

A century of operation leads to a lot of strong relationships. Douds Stone's history with RMS goes all the way back to when Herman M. Brown was the equipment dealer in Iowa.

"We had a lot of Hough wheel loaders from Herman M. Brown when I started back in the '80s," said Manson. "And now that we are in the Manatt's Family of Businesses, we all have a strong relationship with RMS and their manufacturers."

Douds Stone turns to RMS Territory Manager Derek Welge for its Komatsu trucks and RMS Aggregate Sales Specialist John Miller for Astec pieces.

"They know their products and represent RMS very well," said Manson.

"When we need something, we know we can call RMS, and they'll do it for us," said Finch. "That's why we continue to work with them."

## Small town, big success

For Douds Stone, continued success is a way to strengthen and support the community that saved it back in the '40s.

"We're small-town Iowa — in Van Buren County, we don't even have a stoplight," Manson laughed. "If I'm hiring someone, I can call someone I've known since kindergarten to get a recommendation."

He added, "We deal with 50 to 60 independent contractors. They're all local. They live in our neighborhoods, and we all know each other. Our success fuels their success and helps to strengthen our communities. It's generational."

That's why a commitment to maintained growth will remain a focal point for Douds Stone.

"There's a sense of community pride with Douds Stone. We always have our eyes and ears open for opportunities that can help us grow," said Roberts.

If Douds Stone's approximately 100-year history is any indicator, the community that it serves will continue to play a large part in its future growth.

*"The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary."*

*Renting mobile Astec KPI/JCI aggregate equipment from Road Machinery & Supplies Co. allows Douds Stone to efficiently crush across its 16 locations. "RMS has the inventory we need," said Equipment Manager Matt Finch. "We can literally call RMS up, have it delivered, unload it, and we're off and running."*



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# Real-time data

**Smart Quarry Site offers a comprehensive analysis of production and helps you unlock efficiencies that lead to better production**

**Y**ou're constantly challenged to be more productive and profitable in the quarry industry. Meeting these challenges means incrementally improving every aspect of your operation. Precisely tracking, digitizing and analyzing every detail of your mobile fleet can unlock the efficiencies you need to meet your targets. That's the goal of Komatsu's Smart Quarry Site.

"From a Smart Quarry standpoint, we have two solutions: Study and Site," explained Craig McGinnis, Senior Manager, Customer Solutions, Komatsu. "Smart Quarry Study is a one-time snapshot or benchmark on an operation, whereas Smart Quarry Site offers a more comprehensive tracking over a longer period to provide a more in-depth understanding of a quarry and ways to improve it. We want to reduce total per-ton costs by maximizing and optimizing your equipment and operation."

## Hardware and software that tracks

Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve. It delivers a real-time animated overview of every production machine's movement and the materials they are loading, hauling and dumping. Dashboards provide real-time and historical information in insightful and intuitive ways, and each dashboard can generate custom reports.

Smart Quarry Site can help your operation:

- View routes, idle times and locations, so you can remove bottlenecks and waits, increase payloads, reduce fuel consumption and decrease emissions
- Compare operator or shift performance to reward your best operators and coach those needing improvement



*Komatsu's Smart Quarry team can help you set up and monitor Smart Quarry Site.*





*Smart Quarry Site is a software and hardware solution that tracks your machines, then transmits and presents data for you to take action to improve.*

- Know how full your haul trucks are, so you can optimize payloads to increase efficiency
- See—in real time—your production against your target and make adjustments to meet shift goals
- Ensure your machines stay productive with comprehensive inspection reporting, issue tracking and maintenance management

“The hardware is wired into your machines, and it’s pulling data such as payload from the truck and reporting back to the loader operator, so they know exactly how many tons per pass they have done,” said McGinnis. “Data is communicated via the cloud and shows exactly where the material was picked up, where it was dropped off, how that machine got from A to B, and what speed they were traveling.”

### **What’s included with Smart Quarry Site**

A Smart Quarry Site subscription includes:


- A site readiness investigation and report
- Initial site master data site setup
- Cloud hosting and server maintenance
- Software and firmware remote updates
- Installation of hardware to each machine
- On-site commissioning for each machine
- One-day operator training for each vehicle and ongoing support

“Smart Quarry Site is brand agnostic, so it’s effective on mixed fleets with any combination of trucks, loaders, excavators, graders and dozers,” noted McGinnis. “We have a dedicated team that’s ready to deploy to the site, monitor and work with customers to optimize their operations.”

### **Prime example**

McGinnis used an example to show how Smart Quarry Site can help maximize efficiency and lower overall costs. The solution was employed on a large quarry, but McGinnis said Smart Quarry Site can benefit operations of all sizes.

“One customer realized they were underloading, so they saw an uptick of 7% to 8% in their trucks’ payloads, which equated to about eight additional tons per truck,” McGinnis stated. “If you’re running 100-ton trucks, and each has that much more on every load during a 10- to 12-hour day, it adds up significantly. That’s a big bottom-line improvement.”

McGinnis added, “Something like that could also change practices because if you hit a production target faster, you don’t have to run as many hours. That saves wear and tear on the machines, reducing maintenance and further increasing savings. We recommend that you contact your distributor for more information about getting started.” 

# Expanded capabilities in Iowa

**Sioux City branch ribbon cutting officially opens the doors of fourth new RMS facility in five years**

**R**oad Machinery & Supplies Co. held a ribbon cutting to officially open its new Sioux City, Iowa, branch facility at 5700 Al Haynes Drive on Tuesday, Feb. 18.




*Road Machinery & Supplies Co. CEO Mike Sill II cuts the ceremonial ribbon to officially open the new Sioux City, Iowa, branch location.*

Located in Sioux City Expedition Business Park on the southern end of Sioux City, conveniently near the Sioux Gateway Airport and Interstate 29, the 12,000-square-foot branch features two large drive-through bays, a wash bay, a parts warehouse, a conference room, a break area, and offices for staff.

In addition to size, the facility greatly enhances the service and repair capabilities that were possible in the original Sioux City branch, which was built in 1946, with high ceilings, larger workspaces, cranes, and technology advancements.

At the ceremony, RMS CEO Mike Sill II noted that the investment in the new facility speaks to the growth of the company and its investment in western Iowa, Nebraska and the Dakotas. He thanked the many people who helped make the branch project a success, including the city of Sioux City, AB Systems, RP Constructors, and the many employees, customers and manufacturers who help support the project.

Sioux City Mayor Pro-Tem Dan Moore also spoke at the event and thanked RMS for investing in the area and continuing to be a solutions provider for the area businesses.

Sioux City is the fourth new-build project RMS has completed since 2020. Bondurant, Iowa, and Cedar Rapids, Iowa, opened new facilities in 2020. The Byron branch, located just outside of Rochester, Minn., opened in 2024. The Sioux City opening also completes RMS' goal of updating all of its southern locations as it moved its Quad Cities location from Milan, Ill., to a renovated facility in East Moline, Ill., in 2017. 



*The new 12,000-square-foot Sioux City branch features two large drive-through bays, a wash bay, a parts warehouse, a conference room, a break area, and offices for staff.*



Watch the video

▶ VIDEO



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**Optimized Cost.** There's nothing more frustrating than an unexpected breakdown – especially if you think you have to replace the equipment outright or pay for new replacement parts. We offer more options because we want to fit more budgets. Whether you only want to squeeze a few more months out of your mining equipment or invest in something that will keep you running for years to come, we have a solution for you.

**Ultimate reliability.** You know firsthand how important experience is in an industry like mining. RMS has been in the business for nearly a century, and we're bringing that experience, knowledge, and creative problem-solving to customers down the road and around the globe. If the equipment doesn't work, you can't work, and our job is to get you back up and running.



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# Positive outlook for construction

**Rate cuts and economic growth have forecasters predicting sizable industry increases in 2025, with expansion across most market sectors**

In late 2023, the Federal Reserve indicated it was done raising rates, which led to a positive outlook for 2024 by construction industry forecasters. Not only did the Fed pause rates, but it also cut rates, promoting growth and giving the forecasters an even rosier picture for 2025.

“On the economic side, the U.S. economy posted healthy growth in 2024 and is expected to continue in 2025,” according to Dodge Construction Network’s “Outlook 2025” published in November.<sup>1</sup> “Perhaps most significant for the construction outlook is the Federal Reserve’s changing stance on interest rates. In September, it initiated an aggressive 50 bps (basis points) cut in its policy rate. This rate change will begin to positively impact the economy, particularly in interest-rate-sensitive industries such as construction, during 2025.”

Dodge, North America’s leading provider of data and analytics for the construction industry, forecasts:

- A 9% increase in the value of total construction starts, up to \$1.3 trillion<sup>1</sup>
- Residential starts rising by 12% to \$441 billion<sup>1</sup>
- Non-residential rising up 6% to \$467 billion<sup>1</sup>
- A 9% bump in infrastructure to \$368 billion<sup>1</sup>

Dodge predicts an increase in each segment of every category with the exception of warehouses and other non-residential in the non-residential sector, where it sees a drop of 0.5% and 10.5% respectively.<sup>2</sup> Other segment data from Dodge:

- Stores and shopping centers lead non-residential with a predicted increase of 16.6%<sup>2</sup>
- Hotels and motels follow closely with a 16.2% increase<sup>2</sup>
- In residential, multifamily housing leads the way with a forecasted increase of 15.7%<sup>2</sup>

## Highway and bridge boost

The highway construction and bridge construction outlooks appear positive as well:

- Dodge sees a 14.2% and 11% growth, respectively<sup>2</sup>
- The American Road & Transportation Builders Association (ARTBA) expects a big bump in infrastructure with an 11.5% boost in highway construction<sup>2</sup> and 8.9% in bridge work<sup>2</sup>

“Several states increased their own revenues to match federal funds and make additional transportation investments, using a combination of General Fund transfers, bond issues, business taxes and other user-fee increases,” said Alison Black, ARTBA Senior Vice President and Chief Economist, in an article by Engineering News-Record (ENR), “2025 Forecast: Rate Cuts Expected to Boost Construction.”<sup>2</sup>

Longtime forecaster Fails Management Institute (FMI) also sees an increase in highways and streets, though not as big of a jump. It told ENR it saw:

- A 3% growth in highways and streets as part of an overall increase of 5% in the non-building structures category<sup>2</sup>
- The water supply sector as the prime mover in non-building at 7.8%<sup>2</sup>



*New residential construction starts will be in positive territory in 2025, according to construction industry forecasters.*





*Construction industry forecasters predict significant gains for road and bridge construction in 2025.*

- Forecast of an increase in the power sector of 6.4%<sup>2</sup>
- An increase in sewer systems of 5.3%<sup>2</sup>

### Strong government spending

ConstructConnect Chief Economist Michael Guckes' forecast, "US Construction Starts: 2025 Growth Forecast by Sector,"<sup>3</sup> sees:


- An 8.5% rise in total construction starts, led by residential construction with a 12% increase compared to 2024<sup>3</sup>
- Growth within the residential sector at 13.1% for single-family housing and 9.5% for multifamily<sup>3</sup>
- Positive numbers for the non-residential sector (8% increase) and civil engineering (5.3% increase)<sup>3</sup>

"The growth forecast is driven largely by the positive economic outlook, strong government spending, and falling interest rates, which help to support growth in the residential and non-residential building sectors," Guckes stated. "After two years of large declines, we expect total residential building to return to growth in 2025."

### Tariff impact

According to the National Association of Home Builders, President Trump's proposed new tariffs on China, Canada and Mexico are projected to

raise the cost of imported construction materials by \$3 billion to \$4 billion, depending on the specific rates, which will raise construction costs and harm housing affordability.<sup>4</sup>

As of Feb. 4, 2025, Guckes stated that "ConstructConnect maintains its positive outlook for the US and Canadian construction economies for 2025."<sup>5</sup> 

### By the numbers

- Total construction: Dodge **+9%**, ConstructConnect **+8.5%**, FMI **+2%**
- Residential: Dodge **+12%**, ConstructConnect **+12%**, FMI **+1.3%**
- Non-residential: Dodge **+6%**, ConstructConnect **+8%**
- Highways: Dodge **+14.2%**, ARTBA **+11.5%**, FMI **+3%**
- Bridges: Dodge **+11%**, ARTBA **+8.9%**

1. [https://success.construction.com/l/844283/2024-11-19/c2l7bh/844283/1732045851UzyfWz8l/Outlook\\_2025\\_ebook\\_2.pdf](https://success.construction.com/l/844283/2024-11-19/c2l7bh/844283/1732045851UzyfWz8l/Outlook_2025_ebook_2.pdf)

2. <https://www.enr.com/articles/59861-2025-forecast-rate-cuts-expected-to-boost-construction>

3. <https://www.constructconnect.com/construction-economic-news/us-construction-starts-2025-growth-forecast-by-sector>

4. <https://www.nahb.org/advocacy/top-priorities/material-costs/how-tariffs-impact-home-building>

5. <https://www.constructconnect.com/construction-economic-news/tariffs-and-the-outlook-for-the-construction-economy>

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# Keep operating costs down

## Find lower fuel costs with five timely tips

**F**uel is a necessity and a major expense item for construction companies. As prices spike, so does the possibility that your profitability might take a hit, but there are ways to help lower your fuel bill and operating costs.

### Reduce your idle time

Idling is necessary in certain situations, such as warming up a machine and before shutting down at the end of the day. It could also be justified when you are in high-production activities that involve near-constant movement, such as loading trucks with an excavator and charging crushers with a loader, where restarting would negatively affect productivity.

Telematics helps fleet managers easily track idle time by machine and for their entire equipment lineup. If they see excessive idling, they can

then address that with operators and other on-site personnel.

An easy way to help control idle time during unproductive periods is to use the auto idle shutdown function, a feature available on most Tier 4 Final machines. Your machines' operations and maintenance manuals can guide you on how to set it—the minimum is five minutes before the shutdown begins in most cases—and your local dealer can help, too.

### Heed Eco Guidance and choose the right mode

Komatsu's ECO Guidance provides information to operators on energy-saving operations that help control fuel consumption. It is a feature on most Komatsu machines introduced during the past 10 years. Idling stop guidance is among

*Continued . . .*



*A hybrid machine such as Komatsu's HB365LC-3 excavator can help conserve fuel significantly.*

the suggestions that may be available with ECO Guidance. With this option, typically if no operation is performed for more than five minutes and the engine is idling, the idling stop message is displayed on the monitor.

ECO Guidance is most useful when you choose the most effective mode. ECO Guidance might also suggest operating in “economy” instead of “power” mode.

- The “economy” mode promotes enhanced fuel efficiency but maintains working equipment speed for light-duty work, similar to the “power” mode
- Excavators and dozers are mainly used to dig and move naturally compacted soils, and in most instances, “economy” mode will get the job done while controlling fuel burn
- The “power” mode is advantageous in heavy-duty applications, such as when a wheel loader must climb a 10% ramp with a full bucket or when an excavator moves hard material like heavy clay

### Consider a hybrid

Another thing to consider is purchasing or renting a hybrid excavator, such as the Komatsu HB365LC-3. Hybrid excavator technology is designed to provide a fast and responsive swing, and when swinging, to have all available hydraulic power sent to the boom, arm and bucket to help improve cycle time and enhance production.


### Properly size and match equipment for the task

Bigger is not always better, and using a large machine to do a job that a smaller one could do can increase fuel usage and your overall operating costs. Fleet managers need to consider several factors when using equipment, including choosing the right size for the job.

An important component of rightsizing is matching equipment that will be working together in the same application. For example, loading and hauling equipment need to match in order to drive optimum efficiency. If a loader is too large for a truck, or vice versa, the project will likely not be as efficient.

### Use advanced technology

GPS-based grading helps promote productivity and control per-yard costs to move material. During the past two decades, GPS technology has advanced significantly, with integrated machine control helping to drive lower costs associated with replacing cables, masts and additional satellites.

Many of today’s machines with integrated GPS grade control also feature additional technologies, such as Komatsu’s proactive dozing control, that help operators get to grade more efficiently and at lower costs, including better fuel usage. Technology is also helping new operators become proficient at moving dirt faster than ever before. 

*There are easy ways to control fuel usage, such as using technology, choosing properly sized machines and running them in the right mode.*



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# Hands-on happenings

**During Demo Days, customers learn about equipment and solutions that can help drive efficiencies from preplanning to final closeout**



*Paul Lundquist (left) with S.M. Hentges & Sons Inc. and Road Machinery & Supplies Co. Sales & Business Analyst Mack Byers check out the excavators.*



*Komatsu's Smart Quarry team can help you set up and monitor Smart Quarry Site.*

**G**aining general insights into how equipment and technology provide value can benefit your operations. The ability to experience a machine for yourself from the operator's seat takes it to another level. Komatsu gave attendees plenty of both during Demo Days, which took place over three days at Komatsu's Cartersville Customer Center in Georgia.

More than 40 products, ranging from compact excavators to large construction, demolition, forestry and mining machines, were available for customers to see up close and operate. Representatives from Komatsu and Komatsu affiliates, such as Montabert, Lehnhoff, and Hensley Industries, provided insights on implementing equipment and attachments within jobsite operations.

Komatsu Smart Construction and Smart Quarry representatives set up display areas to provide information on solutions available for jobsite management, such as Smart Construction Remote, Office, Field and Drone, as well as Smart Quarry Site and Smart Quarry Study. My Komatsu representatives also provided information about Komatsu's central hub for fleet management.

"We have lots of gear to run, but Demo Days is about more than just the gear; it's about the solutions we can bring to you to aid in your optimization and efficiency from preplanning a project to its finish," said Peter Robson, Senior Director of Product, Komatsu. "Demo Days gives customers a complete picture of what we have to offer in helping them with equipment and the digital transition of their operations."

## Informative presentations

Each day began with informative presentations about equipment and Smart Construction and Smart Quarry solutions






► VIDEO

*Demo Days attendees operate equipment.*

that Komatsu offers to help drive productivity, efficiency and customers' sustainability goals. Hands-on operation followed, letting customers operate a mix of standard, Intelligent Machine Control (IMC), hybrid and electric machinery in working environments across the 38-acre site.

Customers could operate the new 70-ton Komatsu HD605-10 rigid-frame mechanical haul truck, which offers a tight turning radius designed for easy navigation on narrow haul roads. New solutions included 3D Machine Guidance Flex, which adds the capability to collect as-built data from nearly any machine, such as a scraper, loader or pickup.

"One of the highlights for us during Demo Days is listening to customers because that moves us forward and helps us develop the features and benefits for future machines and solutions," commented Robson. "We hope customers go back to their businesses with great memories and all their questions answered. It's great that they take time to come down here, and we thank them and their distributors for making the trip." 

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*Komatsu Smart Construction experts explain how to use Smart Construction solutions designed to promote jobsite efficiencies.*

### By the numbers

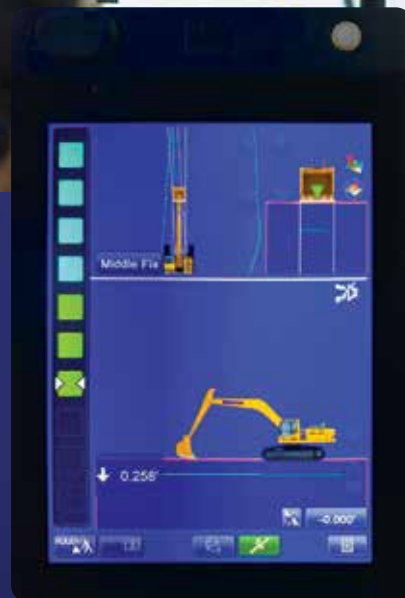
- 3-day event
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- 300+ attendees
- 5 industries represented: construction, quarry, aggregate, demolition and forestry



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# Data-driven solutions

**Smart Construction suite can help you increase productivity, track it and make critical decisions that affect it faster**

**D**ata is a driving force behind making critical decisions that can potentially have a major impact on construction companies' bottom lines. With new machinery and technology, data is more accessible and faster to get than ever before.

"Machine intelligence that collects data and software that gives users the ability to access it via the cloud from practically anywhere and at anytime continues to increase exponentially," said Jason Anetsberger, Director, Customer Solutions at Komatsu. "Users can visualize production, collect as-built data and update plans remotely in real or near-real time. That promotes a more proactive approach to decision-making that factors into project-scheduling adjustments and affects profitability."

## A good example

Anetsberger used an example that included multiple Komatsu Smart Construction solutions

such as Intelligent Machine Control (IMC) dozers and excavators with factory-integrated GPS grade control and 3D Machine Guidance, which can be added to traditional excavators and is now a factory-install option on some newer machines.

"Those machines are collecting data in real time, and that is aggregated into our Smart Construction Dashboard solution that gives users a clear picture of the current as-built," noted Anetsberger. "You can easily track information such as how much material has been moved, length of trench dug and more. In addition to making adjustments that affect productivity, you can use that information to document the project and prove it was built to plans with little to no surveying. If a change in plans occurs, Smart Construction Remote lets you send the plan update directly to the machine without the need to drive to the site, saving time and expense."

*Continued . . .*



*Implementing Komatsu Intelligent Machine Control (IMC) dozers and excavators is a good introductory step in adopting Smart Construction solutions.*

Anetsberger continued, “We recently had a first-time technology user on a project utilizing a PC490LCi-11 IMC excavator and Dashboard. The project involved digging underwater and was on a site where drone flights to survey weren’t allowed. The contractor did a daily as-built and reported it to the site’s owner and the state department of ecology. It proved a huge success to all, especially the contractor who completed what was scheduled to be a 45-day excavation in 20 and had an accurate representation of the finished job. They will now use a D61i IMC dozer and Dashboard to fill in the site, put it to final grade and complete a new as-built.”

### Adding solutions

Komatsu IMC machines, 3D Machine Guidance, Dashboard and Remote are part of Komatsu’s Smart Construction suite of solutions designed to increase efficiencies. Anetsberger offered some recommendations for determining what Smart Construction solution makes the most sense for your operation, providing some helpful tips for how to figure out what solutions you need and when is the right time to add them. All the solutions can be accessed and viewed through your My Komatsu account.

“IMC machines were our original solution, and we still recommend them as a starting point on your Smart Construction journey,” said Anetsberger. “3D Machine Guidance — formerly Retrofit — is another great option, as it adds an indicate-only system to legacy machines or new machines without IMC. If you have those, adding Dashboard and Remote are logical next steps to make a powerful combination.”



*Several project management solutions are available such as Smart Construction Dashboard that gives users a clear picture of the current as-built data.*


To determine your next steps, Anetsberger recommends a further assessment of your goals and asking questions such as:

- Do you want faster, more accurate mapping and progress tracking?
- Do you want to move to 3D digital plans and combine drone data with 3D design data to confirm quantities?
- Do you want better labor management and cost tracking and be able to do it remotely?

One option is Smart Construction Office, a scheduling and management solution that serves as a central hub for all your jobs and can help replace manual production and cost tracking with streamlined daily automation that delivers timely updates, insights, auto-forecast schedules and cost estimates throughout a project’s lifecycle. It also has an artificial intelligence project assistant known as Carmen that works in real time scanning and analyzing information and providing recommendations to keep projects on time and on budget.

Additional Smart Construction solutions include:

- **Design** — Lets you move from rolled-up plans to a digital design file with Komatsu’s 3D generation service, so you have accurate data that is easily shared, replicated and updated
- **Drone** — Delivers high-precision mapping that can be done 50% faster than a walking survey; drone mapping helps with planning, sends data as you progress and gives you information that you can turn into efficiencies and better reporting
- **Field** — Connects humans, machines and materials to automate data collection on the jobsite, so you can accurately analyze your operational costs and efficiencies in real time
- **Fleet** — Collects the data you need to help optimize your fleet and track production, all on a mobile app
- **Base/Rover** — Functions as an RTK base station or RTK rover for collecting data, staking features and measuring surfaces relative to 3D designs; works seamlessly with Komatsu IMC machines and Smart Construction 3D Machine Guidance systems

“There are so many easy ways to implement technology solutions into your operations,” concluded Anetsberger. “We encourage anyone who wants to streamline and optimize their operations to learn about Smart Construction solutions by talking to their distributor about how to get started.” 



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# Extended warranty options

**Komatsu Care programs help you efficiently determine total cost of ownership during your machinery's lifetime**

**M**aking variable costs associated with total cost of ownership (TCO)—repair and maintenance, fuel, hourly wages—predictable can help you budget and avoid large, unplanned expenses. It also contributes to efficiency in estimating, bidding and determining operating expenses. One way to support effective cost management is to purchase an extended warranty and extended periodic maintenance with fixed costs for maintenance and repairs.

Machinery comes with a standard warranty that covers a certain number of hours or years. Once the machine hits those marks, the owner covers any other, and often unpredictable, expenses. Extended warranties offer the advantage of, for a relatively nominal monthly charge, the peace of mind that when service or repairs are needed,

they will be covered, mitigating against being hit with a potentially big bill.

Komatsu offers several options, including Komatsu Care Plus for extended maintenance for up to 10,000 hours, Komatsu Care Plus II for extended maintenance and repair for up to 12,000 hours, and Komatsu Care Advantage for extended repair coverage. Three options are available with Komatsu Care Advantage: Powertrain, Powertrain Plus and Premier. Services are performed by Komatsu-certified technicians using Komatsu Genuine Parts and fluids.

“Most Komatsu construction machines have Komatsu Care Complimentary that covers scheduled services for the first 2,000 hours or three years, as well as two diesel particulate filter exchanges,” said Ryan Boekeloo, Manager,

*Distributor representatives can help you determine which Komatsu Care plan is right for your operation. Several options are available to cover maintenance, repairs or both.*

Komatsu Care Complimentary	Komatsu Care Plus	Komatsu Care Plus II	Komatsu Care Plus III	Komatsu Care Advantage
<i>Complimentary maintenance</i>	<i>Extended maintenance</i>	<i>Extended maintenance and repair</i>	<i>Extended maintenance, repair and consumables</i>	<i>Extended repair coverage</i>
<ul style="list-style-type: none"> <li>Automatic scheduling</li> <li>Maintenance parts and fluids</li> <li>Travel and labor included</li> <li>KOWA oil analysis</li> <li>50-point inspection</li> <li>Service record history</li> <li>Eligible for Komatsu Certified</li> </ul>	<ul style="list-style-type: none"> <li>Automatic scheduling</li> <li>Maintenance parts and fluids</li> <li>Travel and labor included</li> <li>KOWA oil analysis</li> <li>50-point inspection</li> <li>Service record history</li> <li>Major component assurance</li> <li>100% core guarantee</li> <li>Special financing</li> <li>Eligible for Komatsu Certified</li> </ul>	<ul style="list-style-type: none"> <li>Automatic scheduling</li> <li>Maintenance parts and fluids</li> <li>Travel and labor included</li> <li>Genuine parts</li> <li>KOWA oil analysis</li> <li>50-point inspection</li> <li>Service record history</li> <li>Comprehensive repair coverage</li> <li>Diagnostics included</li> <li>Competitive pricing</li> <li>Special financing</li> <li>Eligible for Komatsu Certified</li> </ul>	<ul style="list-style-type: none"> <li>Automatic scheduling</li> <li>Maintenance parts and fluids</li> <li>Travel and labor included</li> <li>Genuine parts</li> <li>KOWA oil analysis</li> <li>50-point inspection</li> <li>Service record history</li> <li>Comprehensive repair coverage</li> <li>Consumables</li> <li>Diagnostics included</li> <li>Competitive pricing</li> <li>Cost-per-hour billing</li> <li>Eligible for Komatsu Certified</li> </ul>	<ul style="list-style-type: none"> <li>Customizable repair coverage</li> <li>Powertrain — powertrain components only</li> <li>Powertrain Plus — powertrain and hydraulic systems</li> <li>Premier — comprehensive machine coverage</li> <li>Travel and labor included</li> <li>Genuine parts</li> <li>Diagnostics included</li> <li>Service record history</li> <li>Special financing</li> </ul>





*Komatsu Care services are performed by Komatsu-certified technicians who use Komatsu Genuine Parts as well as fluids.*

Aftermarket Contract Business, Komatsu.

“Komatsu Care Plus extends that coverage after the complimentary period. Komatsu Care Plus II provides the same with the addition of repairs for further certainty, and it is currently our most utilized option. It’s geared toward those that want maintenance and repairs covered but will handle taking care of consumable items themselves.”

Komatsu Care Plus III is an option for larger wheel loaders, rigid frame trucks and dozers. This program is designed for businesses such as quarries and mines that keep equipment for 30,000 hours before rebuilding or taking it out of service. Like the other Komatsu Care programs, it covers scheduled maintenance and repairs. Komatsu Care Plus III is designed to be even more comprehensive because it includes brakes, hoses, pins and bushings, and the cost is based on utilization.

### **Cost-per-hour billing plan**

The cost-per-hour billing plan is another option that can help you take control of your ownership and operating costs as machines age. The plan provides unlimited scheduled maintenance services at a fixed rate for 60 months.


This subscription-style billing plan gives customers a cash-flow-friendly alternative and lets them extend coverage beyond a warranty period. There is a nominal upfront opt-in charge. Customers then set their cost per hour for 60 months and are billed based on the machine’s monthly usage. Price protection is built in as the rate doesn’t change.

Benefits of cost-per-hour billing include:

- Unlimited hours
- Up to 60 months of coverage
- Price protection
- Total periodic maintenance (oils, filters, labor, travel and oil sampling)
- Monthly payments based on machine utilization reported in Komtrax
- National coverage

Usage is tracked with Komatsu’s Komtrax telematics system. Added peace of mind comes in knowing that, as with other Komatsu Care offerings, the services performed with Komatsu Care Plus under the cost-per-hour billing arrangement are done by certified technicians.

This billing arrangement is restricted to current production models such as -11 excavators. Hourly rates vary depending on the machine. Once the initial 60-month period ends, customers may opt in again at the current rate. Customers can cancel their subscriptions any time after 1,000 hours and two completed services without penalties or fees.

“Customers often add coverage with the initial machine purchase, making the transition from initial Komatsu Care to their extended program part of the purchase price and seamless,” said Boekeloo. “They can add on later, too. The coverage they choose will depend on a few factors, so we recommend consulting with their distributor representatives to get the right one for them.” 

# Substantial improvements

**WA700-8 wheel loader delivers more power and torque with increased fuel economy that can help reduce operating costs**

**K**omatsu has introduced its new WA700-8, a powerful and efficient addition to its range of wheel loaders designed for quarry operations and aggregate producers. This wheel loader is an ideal four-pass match with 70-ton trucks such as Komatsu's new HD605-10 haul truck. The WA700-8 also offers substantial performance, efficiency and operator comfort improvements compared to its predecessor, the WA700-3.

Compared to the previous model, the WA700-8 delivers:

- Up to 8% more gross power and 15% more torque, making it a robust choice for demanding work environments

- A 6% increase in lifting force and rated load, allowing operators to handle larger volumes of material with greater ease
- Up to 8% more fuel efficiency, helping reduce operating costs while maintaining high productivity

The WA700-8 features a comfortable cabin with technology designed to help reduce operator fatigue on long shifts. This includes a new advanced joystick steering system and electronic pilot control levers for precision and ease of operation. An automatic digging system, semi-automatic approach, and semi-auto dump systems simplify repetitive tasks, helping operators optimize load cycles. These systems are particularly beneficial for less experienced operators, helping to close skills gaps and enhance overall operational efficiency.

## Quick Specs


Model	Operating Weight	Net Horsepower	Bucket Capacity
WA700-8	214,069 lbs.	773 HP	12.0 yd <sup>3</sup>



*The WA700-8 is Komatsu's newest addition to its lineup of wheel loaders for quarry and aggregate operations.*

## Make every pass count

On challenging terrain, the variable traction control system helps prevent tire slippage, prolonging tire life and improving safety in wet or slippery conditions. The loader's modulated clutch system offers precise control for smooth transitions between forward and reverse, which is critical during truck-loading operations. An available KomVision camera system provides operators with a comprehensive view of the machine's surroundings, and Komtrax Plus offers remote monitoring and data-driven insights that can help reduce unplanned downtime.

"The new WA700-8 can help quarry operations hit that sweet spot for 70-ton truck loading, making every pass count," said Sebastian Witkowski, Product Manager. "With a heavier operating weight, greater static tipping load and larger breakout force than the previous model, the WA700-8 is a productive and efficient wheel loader that is ideal for quarry operations." 





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# Accurate measurements

## Komatsu's Smart Construction Base/Rover system makes it easy to collect data and measure surfaces relative to 3D designs

**K**nowing at any time how close a jobsite is to the project design's final grade has never been easier. One of the simplest ways to get accurate measurements is with a Komatsu Smart Construction Base/Rover combination that features advanced global navigation satellite system (GNSS) technology currently available to deliver precise measurements, even in challenging environments.

Komatsu's Base/Rover technology features patented Universal Tracking Channels designed to enhance the efficiency of identifying and using satellite signals. This innovative approach aims to optimize satellite signal processing, offering users improved connectivity in various conditions.

"Our Komatsu-branded base and rover was designed with customers in mind, with a typical setup that includes a receiver and a data collector, that are compatible with a rover pole, and tripod and bipod poles," said Darrell Binnion, Product Trainer, Technology Business Support, Komatsu. "Once a project model is loaded, you can take the rover and data collector around the site and get an accurate measurement of how close you are to finish grade."

### Ultimate signal lock


Easy to learn and use, this versatile solution with a signal scrubbing fence antenna provides ultimate signal lock, high-accuracy RTK (real-time kinematic) positioning, multiple communication configurations and LongLink interference-free communication, helping you complete your work with precision and speed.

Komatsu's Base/Rover system offers:

- Universal Tracking Channels for satellites, signals and constellations
- Integrated radio and modem options with 400MHz UHF RxTx radio or 900 MHz radio, FH915 protocol
- L Band-ready technology with HiPer VR
- A highly configurable design to grow with you

- Topcon Universal Tracking Channels technology that tracks GNSS signals currently available and is designed to track the constellations and signals of tomorrow
- Field-tested, field-ready, IP67-rated design
- Compact form ideal for millimeter GPS and hybrid positioning
- Revolutionary nine-axis IMU and ultra-compact three-axis eCompass
- Compatibility with Smart Construction Remote

Customers frequently purchase Smart Construction Base/Rover with Komatsu's Intelligent Machine Control dozers and excavators, as well as 3D Machine Guidance and the 3D Machine Guidance Flex kits. These kits use the base and rover units to communicate with satellites and radio, ensuring accurate grading and site layout.

"The setup comes with many advantages, the main one being support and training from our team and your distributor's technical solutions experts," said Binnion. "Another is that you can bundle and purchase with an Intelligent Machine Control dozer and excavator and finance it all together." 



*The Komatsu Smart Construction Base/Rover combination is designed to deliver precise measurements even in challenging environments with advanced global navigation satellite system (GNSS) technology.*

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## Dan Olson named Aggregate Division Manager

**D**an Olson has joined Road Machinery & Supplies Co. as Aggregate Division Manager, the position previously held by current Vice President of Sales Ben Schmidlein.

Olson brings a wealth of knowledge and experience to this role, having spent his entire career in the construction equipment industry. Most recently, he served as Director of Sales & Marketing at Hayden Murphy Equipment, and prior to that as General Manager for RTL Equipment where he successfully led all aspects of the business with a strong emphasis on sales

and marketing. Previously, Olson was Vice President at THECO where his leadership in process improvement drove exceptional growth. He began his sales career at Lano Equipment as a Sales Representative.

“Throughout his career, Dan has demonstrated a proven ability to drive revenue growth, cultivate long-lasting relationships, and deliver outstanding service and innovative solutions. His work ethic and dedication to excellence inspire those around him and make him a perfect fit for our team,” said President Russell Sheaffer. 



*Dan Olson,  
Aggregate Division  
Manager,  
RMS*


## Abby Sill named Vice President of Employee Experience & Marketing

**A**bbey Sill has been named Vice President of Employee Experience & Marketing. In this role, she will continue leading RMS' marketing effort and will assume oversight for HR functions as well.

“Abby is passionate about the workforce at RMS, and her new role will aim to ensure that as RMS grows, we remain a great place to work and preserve

the culture and values the company has created for nearly 100 years,” said President Russell Sheaffer.

With her expanded role focusing on employee well-being, safety and compliance efforts will fall within her new responsibilities as well.

Abby Sill and her brother, Finance & Strategy Analyst Matt Sill, represent the fourth generation of the Sill family at RMS. 



*Abby Sill,  
Vice President of  
Employee Experience  
& Marketing,  
RMS*

## Bridgette Anspach to lead My Komatsu initiative

**B**ridgette Anspach has been elevated to the newly created position of Customer Digital Experience Manager to help facilitate Komatsu's enhanced digital platform, My Komatsu. Komatsu rolled out an initiative to expand My Komatsu's capabilities and availability of equipment performance data to allow customers to make better fleet decisions.

Anspach will be a dedicated resource to drive parts and service revenue, promote

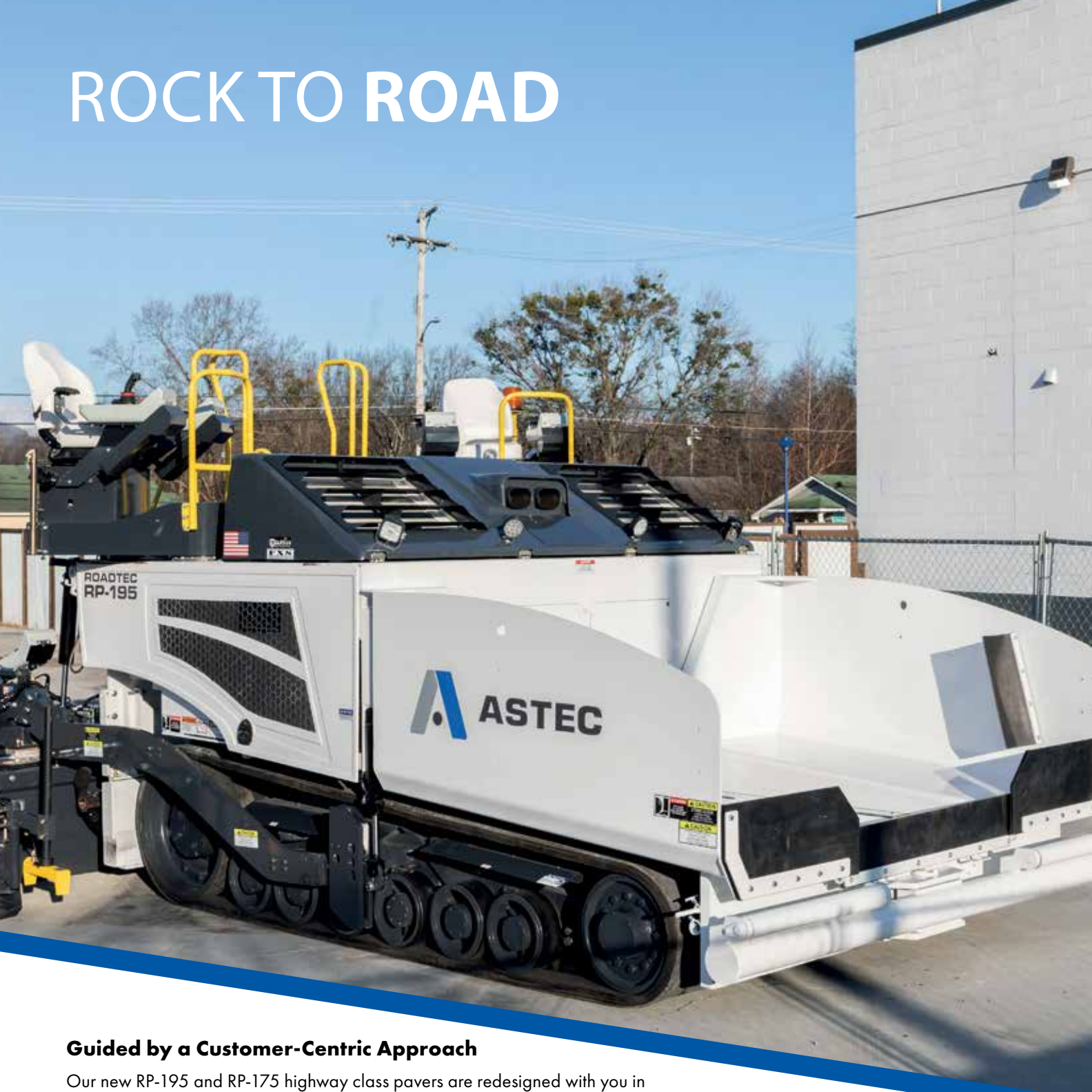
customer fleet and fault code monitoring, and improve internal customer support collaboration between service, parts and PSSRs.

“Serving as the My Komatsu champion and Komtrax administrator for the past five years, coupled with her comfort with customers, uniquely positions Bridgette for success in this role,” said Vice President of Product Support Lance Arnett. 



*Bridgette Anspach,  
Customer Digital  
Experience Manager,  
RMS*

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Bucket ..... **\$189,500**



**2020 KOMATSU PC138US LC-11**  
Stk# 062345, 804 Hrs, GPS SYSTEM, Aux  
Hyd, 8'6" Blade, Coupler. .... **\$169,800**



**2017 KOMATSU PC138US LC-11**  
Stk 062365, 4,077 Hrs, sn 50877, Blade, Aux  
Hyd, Coupler, Bucket ..... **\$109,000**



**2022 KOMATSU PC650 LC-11**  
Stk# 064179, 2,311 Hrs., S/N 80188,  
2022 PC650LC-11 Track roller guards



**2019 KOMATSU PC210 LCi-11**  
Stk 064423, 3,947 Hrs, sn 502027, 18'8" HD  
boom assembly, 9'7" HD Arm .. **\$189,999**



**2021 KOMATSU PC210 LC-10**  
Stk# 066585, 2,421 Hrs., S/N: A13343,  
hensley bucket, JRB Q/C. **\$179,500**



**2022 BOMAG BW177D-5** Stk#  
067431, 65 Hrs., 66" Smooth Drum roller,  
Heat and AC, Hydros. .... **\$85,000**



**2019 CAT 950M** Stk# 068290, 5,113  
Hrs., 5.25 yard Bucket, Coupler 3rd  
spool ..... **\$179,500**



**2020 KOMATSU WA200-8** Stk#  
068002, 5,659 Hrs., Cab, Comes with  
Coupler and bucket ..... **\$95,000**



**2011 KOMATSU PC160 LC-8**  
Stk# 066938, 6,163 Hrs., 9'6" arm Pat-  
tern change valve ..... **\$79,500**



**2021 KOMATSU WA500-8** Stk#  
068282, 11,844 Hrs., Advanced Joy-  
stick Steering ..... **\$225,000**



**2023 KOMATSU D61PX-24** Stk#  
068434, 682 Hrs., PREMIER WAR-  
RANTY 06/15/2028.. **\$289,500**



**2018 BOMAG BW211PDH-5** Stk#  
061504, 1220 Hrs 84" Padfoot, cab,  
heat, a/c, ..... **\$112,500**



**2019 GRADALL D154** Stk#  
048095, 34.30 Hrs., 2019 Gradall  
Crossover Hydraulic .... **\$159,900**



**2019 KOMATSU D65PXi-18** Stk#  
067359, 2,297 Hrs., 36" track Shoes,  
Straight tilt blade ..... **\$279,500**



**2020 KOMATSU D51PX-24**  
Stk 063764, 1,186 Hrs, sn 10727, 6-Way Blade  
A/C Lower heat, Hyd Rev cool fan **\$189,500**



**2019 KOMATSU D39PX-24** Stk#  
067476, 4,345 Hrs., Cab, Track roller  
guards, Hitch, 117" wide. . . **\$99,500**



**2023 KOMATSU WA475-10** Stk#  
068223, 2,830 Hrs LSD, Lever Control,  
PP+ Wrnty 8-27 ..... **\$339,500**



**2014 DOOSAN DL250TC** Stk#  
067639, 4,185 Hrs., comes with cou-  
pler, bucket, and forks .... **\$54,900**



**2002 BROCE RJ350** Stk# 067854,  
4,743 Hrs., Runs excellent; everything  
works ..... **\$17,500**



**2017 SANDVIK PANTERA  
DP1500I** Stk 065009, 8,883 Hrs,  
s/n 41108 ..... **\$245,500**



**2013 CATERPILLAR 329EL**  
Stk 064548; 10,600 Hrs, S/N W01344, Incl:  
Hyd Hammer, Bucket, Q Coupler . **\$84,400**



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