

EDGE

A publication for and about customers of RoadBuilders Machinery and Supply Co., Inc.
www.RoadBuildersEdge.com

EXPANDED SERVICE IN NEBRASKA

RoadBuilders marks expansion of Norfolk branch
with grand-opening celebration



A MESSAGE FROM THE PRESIDENT



Phil McCoy

**Strong
additions to
Komatsu's
lineup**



Dear Valued Customer:

If you attended CONEXPO/CON-AGG, you saw some of the new innovative products in today's construction marketplace, as well as services that companies such as Komatsu and RoadBuilders offer to support them. In case you missed the show, this issue of your RoadBuilders Edge recaps the triennial event.

In addition, it highlights some of the standout machines Komatsu recently introduced, including new D51EX-24 and D51PX-24 dozers that combine a decade of award-winning design with the latest technology to increase fuel efficiency and boost productivity. The D51-22s were Komatsu's original slant-nose dozers, and the Dash-24s prove you can enhance and build on a successful platform.

That's also true when it comes to hybrid technology. Komatsu was the first to introduce a hybrid excavator, and now it unveils a true 36-ton size class model with the Hybrid HB365LC-3. Like previous models, it captures energy normally lost during a swing cycle and uses it to assist the machine. It's more fuel-efficient than a comparable standard excavator, and in applications where swinging is prevalent, such as loading trucks, users will find it equally or more productive than a PC360LC-11. See inside for more details and read the other articles spotlighting Komatsu products, including the new PC170LC-11 excavator.

These new machines are covered by Komatsu's extended Undercarriage Assurance Program. You can learn more about the program in this issue as well. I think you will also be interested in the article related to an award Komatsu received for its support of educational programs, as well as our Komatsu & You spotlight, among others.

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

Sincerely,
ROADBUILDERS MACHINERY
AND SUPPLY CO., INC.

Phil McCoy
President



The RoadBuilders'

EDGE

www.RoadBuildersEDGE.com

IN THIS ISSUE

BRANCHING OUT

Join the fun as RoadBuilders Machinery & Supply Company celebrates the opening of its Norfolk branch.

AT YOUR SERVICE

See how Heavy Equipment Services, a subsidiary of RoadBuilders Machinery & Supply Company, refurbishes equipment so it shines like new.

EVENT RECAP

Here's a recap of CONEXPO-CON/AGG 2017, where customers got an up-close view of the latest innovations in construction equipment and technology.

INNOVATIVE PRODUCT

Komatsu's new PC170LC-11 hydraulic excavator is well-suited for a wide variety of general construction jobs. Check out the details inside.

GREEN TECHNOLOGY

Fuel savings of up to 20 percent are possible thanks to the electric swing motor-generator on Komatsu's new Hybrid HB365LC-3 excavator. Find out more in this issue.

A CLOSER LOOK

Discover the features that increase the engine efficiency and durability of Komatsu's D51-24 dozers.

Published by Construction Publications, Inc. for

RoadBuilders Machinery and Supply Co., Inc.
proudly represents these lines:

FINN **KOMATSU** **SANDVIK** / **TAMROCK**



takeUCHI



TEREX | **FUCHS**

NPK



CZ trailers



Not all products represented at all locations.

THE PRODUCTS PLUS THE PEOPLE TO SERVE YOU!

CORPORATE

Phil McCoy,
President

Gerry Buser,
Senior Vice President/COO

Bryan McCoy,
Vice President

Vince McBride,
Operations Manager -
Parts and IT

Doug Mehner,
Corporate Service
Manager

David Mehrstens,
Used Equipment
Manager

Nicole Argard,
Secretary/Treasurer

KANSAS CITY

Mike Hink, Parts Manager

Mike Jenkins, Service Department

Brian Burkert, Rental Manager

Mary Smith, Product Support Representative

J.D. Carson, Product Support Representative

OMAHA

Doug Murray, Nebraska General Manager

Bob Williby, Credit Manager

Rusty Kilpatrick, Service Manager

Ted Christensen, Parts Manager

Mike Cramer, Product Support Representative

Don Willmer, Product Support Representative

LINCOLN

Luke Taylor, Parts Manager

Scott Kilpatrick, Service Manager

GRAND ISLAND

Josh Halte, Parts Manager

Clayton Brooks, Service Manager

NORFOLK

Loren Smydra, Parts Manager

Tim Grubb, Service Manager

INDUSTRIAL MACHINING

(A Division of RoadBuilders)

MIDWEST EQUIPMENT & SUPPLY

(A Division of RoadBuilders)

HEAVY EQUIPMENT SERVICES

(A Division of RoadBuilders)

KOMATSU®

KANSAS CITY, KANSAS

1001 S. 7th Street Trafficway
(913) 371-3822 • FAX: (913) 371-3870

GRAND ISLAND, NEBRASKA

4949 Juergen Rd.
(308) 384-2620 • FAX: (308) 384-0686

NORFOLK, NEBRASKA

1303 S. Chestnut
(402) 316-4640 • FAX: (402) 316-2606

OMAHA, NEBRASKA

4115 S. 90th St.
(402) 331-9200 • FAX: (402) 339-6620

LINCOLN, NEBRASKA

5601 Fletcher Ave.
(402) 325-0447 • FAX: (402) 325-0753

SPRINGFIELD, MISSOURI

1480 S. State Hwy. T
(417) 732-5505 • FAX: (417) 735-0026

Printed in U.S.A. © 2017 Construction Publications, Inc.



Discover more at
RoadBuildersEdge.com

EXPANDED SERVICE

RoadBuilders celebrates Norfolk branch expansion with open house



Doug Murray,
Nebraska General
Manager

Norfolk Branch
1303 South Chestnut St.
Norfolk, Nebraska
(402) 316-4640

Customers in northeast Nebraska got a first-hand look at RoadBuilders Machinery and Supply Co., Inc.'s latest expansion at the grand opening of the Norfolk branch last fall. Attendees were treated to a buffet-style dinner, promotional gifts, machine walk-arounds and the chance to operate a Komatsu *intelligent* Machine Control PC210LCi excavator.

"This is a very exciting day," shared RoadBuilders Nebraska General Manager Doug Murray. "We started a small operation here three years ago out of a rented garage, but building it into a full-fledged branch was always our plan. This facility will help us greatly improve service for customers in the 20-county area."

The Norfolk site serves a territory that stretches north to the South Dakota border, east to the Iowa border and west to Atkinson, Nebraska. Previously, customers in this region relied on service from RoadBuilders' personnel in Omaha.

The full-service facility, which began operations in September, has four service technicians, two sales managers, a product support manager and a parts manager. The branch features a four-bay garage with an overhead crane, parts warehouse, wash bay, a specialization bay for hydraulic cylinders as well as complete repairs and a rental fleet on-site.

"This building is a great resource for our customers," said Murray. "We're excited to be a part of the community in Norfolk as well as being closer to our clients in the area to help support their operations. I think we're at the perfect size and location right now, and our customers will certainly benefit from this branch."

RoadBuilders carries products from several popular manufacturers at the Norfolk location. Komatsu construction equipment – including excavators, wheel loaders, dozers, trucks and motor graders – headline the equipment

(L-R) Pilger Construction Recyclers' Dean and Larry Thompson talk with Komatsu Customer Service Manager John Gibbs about the benefits of *intelligent* Machine Control equipment.

(Right) Victor Clausen checks out a Komatsu D65EX dozer with his father, Cody.



(Below) Kevin Gehring of Gehring Construction operates a Komatsu PC210LCi excavator at RoadBuilders' Norfolk location.





K. Porter Construction President Kenneth Porter (left) shares a moment with RoadBuilders President Phil McCoy. "It means a lot to have this here in Norfolk," said Porter. "RoadBuilders has a fantastic crew and can fix anything we have. This branch is going to enhance that."

offerings. It also carries Takeuchi skidsteers; BOMAG asphalt and soil compactors; Volvo asphalt pavers and compactors; FINN erosion-control equipment; Fuchs scrap handlers; Etnyre lowboys, distributors, and chipperspreaders; Gradall excavators; and attachments including NPK hammers and plate compactors, ESCO buckets, JRB quick couplers and Allied products. ■



(L-R) Jeff and Samantha Vakoc of Vakoc Excavating meet with RoadBuilders District Sales Manager Dean Alfors.



RoadBuilders Scrap and Recycling Manager Jay Young (center) meets with Garth Ferris (left) and Brian Dolesh of Alter Trading.

(L-R) RoadBuilders District Sales Manager Dean Alfors chats with Dan Eucker and Micah Ellenberger of Madison County.



▶ VIDEO

Customers and local business owners attended RoadBuilders' grand opening of its Norfolk facility last fall. "We're excited to be a part of the community in Norfolk as well as being closer to our clients in the area to help support their operations," said Nebraska General Manager Doug Murray.



(L-R) Gary Petersen, RoadBuilders Mechanic Tim Grubb, as well as Dean Thies and Lowell Kai of Stanton County talk at the grand opening of the Norfolk site.



(L-R) Paula and Travis Howard joke with RoadBuilders Product Support Sales Representative Don Willmer.



(L-R) Prouty Construction's Galen Cassidy and Dan Nolan attend the grand opening of RoadBuilders in Norfolk.



RoadBuilders Nebraska General Manager Doug Murray (left) visits with Penro Construction President/Owner Mark Kinning. "We've been waiting for this to open for a while," explained Kinning. "We work in Norfolk a lot, and it's going to be more convenient for us to get parts, service and everything else."

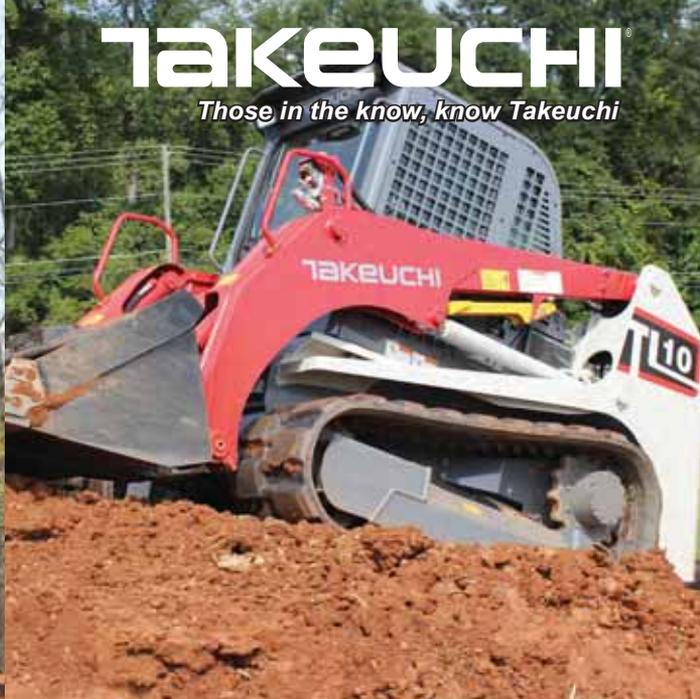
Norfolk business owners Jeff and Jill Sock take in the grand opening festivities. "It's great to have RoadBuilders in Norfolk," said Jill. "They'll be an asset to our community."



Madison County Commissioner Ron Schmidt (left) talks with Andrew Rahmig of the Madison County Roads Department. "With a larger shop in Norfolk, we are excited for even faster turnaround on service and maintenance," said Schmidt.



PROS KNOW!



TAKEUCHI

Those in the know, know Takeuchi

Tough, Powerful, Dependable

Takeuchi offers a wide range of compact excavators, track loaders, skid steer loaders and wheel loaders to get your toughest jobs done. **PUT A TAKEUCHI TO WORK ON YOUR JOBSITE AND EXPERIENCE THE DIFFERENCE!**



Visit us on our Web site at www.roadbuildersmachinery.com

KANSAS CITY, KANSAS
1001 S. 7th Street Trafficway
(913) 371-3822
FAX: (913) 371-3870

GRAND ISLAND, NEBRASKA
4949 Juergen Rd.
(308) 384-2620
FAX: (308) 384-0686

OMAHA, NEBRASKA
4115 S. 90th St.
(402) 331-9200
FAX: (402) 339-6620

LINCOLN, NEBRASKA
5601 Fletcher Avenue
(402) 325-0447
FAX: (402) 325-0753

NORFOLK, NEBRASKA
1303 S. Chestnut
(402) 316-4640
FAX: (402) 316-2606

SPRINGFIELD, MISSOURI
1480 S. State Hwy T
(417) 732-5505
FAX: (417) 735-0026

< Find out what others know, visit takeuchi-us.com for more info >

EXPANDED OFFERINGS

RoadBuilders' Heavy Equipment Services specializes in refurbishing projects

RoadBuilders Machinery and Supply Co., Inc., takes prides in providing comprehensive services for its customers. One way it accomplishes this is through its subsidiary, Heavy Equipment Services, LLC. This company focuses on restoring and painting construction equipment.

"We specialize in refurbishing projects," explained Manager Jeremy Lapka. "We get a wide array of pieces in here. One day it may be a full-sized dump truck with rust to be removed before it is completely repainted, the next it could be a small skid steer that needs decals placed on it."

Lapka says that his Kansas City, Kan.-based shop handled nearly 200 projects last year. Jobs can range from sprucing up a machine from RoadBuilders' rental fleet, to customized requests from individual clients.

"We aren't tied to a single company or brand of equipment," said Lapka. "We get a lot of business from customers who are looking to freshen up a piece before they sell it, or those who buy used and want the machines to look good before they are added to their fleet."

When a piece comes in, Heavy Equipment Services cleans it, works to repair any damage, removes rust and sandblasts it before painting. In addition to exterior cosmetic repairs, the company can also install glass, handle minor interior projects and add manufacturer decals.

"We are like an auto-body shop for heavy equipment," said Lapka. "We want the equipment that leaves here to look as good as new. If we need to do bodywork, we can do that, but we can also fix a window and complete some interior repairs. We can get almost any original decal from the

manufacturers. If we can't locate it, we can have one custom-made."

Lapka says that Heavy Equipment Services also handles many pieces that are not from the heavy equipment industry.

"Large or small – if it's metal, we can paint it," reported Lapka. "We've painted mailboxes for the United States Postal Service, wrought-iron lawn furniture, rims and car frames. If customers bring us something, we'll do our best to accommodate them."

Heavy Equipment Services is located next to RoadBuilders' Kansas City, Kan., headquarters at 1001 S. 7th St. Trafficway. ■



Jeremy Lapka,
Manager



This Heavy Equipment Services painter applies a finish coat of paint to the boom of a mini excavator. The company specializes in refurbishing heavy equipment pieces.



A GLIMPSE INTO THE FUTURE

CONEXPO sets records as attendees look for 'what's next' from Komatsu, construction industry

(L-R) Roadbuilders Sales Rep Warren Kutz shares information on the Komatsu WA270 wheel loader with Joe and Scott Hughbanks of River City Recycling.



Attendees browse through the exhibit hall where Komatsu featured its latest standard machinery, a virtual reality simulator area, a Komatsu CARE Certified used machine, a company store and more.

Attendees of CONEXPO-CON/AGG may have gone to the show “Imagining What’s Next,” but they left with a solid idea of what the present and future of the construction industry hold. Much of what they saw at the triennial event – which set records for net square feet of exhibits, number of exhibitors and educational sessions – involved new technology designed to make the workforce and equipment more efficient, more productive and safer than ever.

Komatsu showcased its combination of *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION. Introduced at CONEXPO three years ago, innovative *intelligent* Machine Control equipment features factory-integrated GPS technology that works from rough-cut to finish grade without the need for traditional masts and cables associated with aftermarket

▶ VIDEO



systems. Komatsu's first *intelligent* Machine Control excavator was the PC210LCi-10, and during CONEXPO the company previewed its next-generation PC210LCi-11.

SMARTCONSTRUCTION takes *intelligent* Machine Control to another level with a comprehensive list of services that can help customers increase their production and profitability.

"SMARTCONSTRUCTION is integrated support and solutions," explained Jason Anetsberger, Komatsu Senior Product Manager. "With one phone call to Komatsu we can supply *intelligent* Machine Control equipment, train operators to utilize them most efficiently and provide quality 3-D data to get the most out of the machines. Additionally, Komatsu offers other tech such as aerial mapping with drones or our SMARTCONSTRUCTION cloud-based service that helps monitor production and progress on the jobsite. Komatsu's goal is to be a partner to our customers by delivering the best technology and service to ensure high productivity and efficiency."

Komatsu highlighted the future of operator training with a virtual reality simulator that attendees could test. This tool is designed to accurately simulate operating an excavator on a jobsite. "It was a good experience, very life-like," said Nick Beneke with DeLoss Construction of Spencer, Iowa. "The controls were very responsive. It was like running a real machine, so I can see how it would be good for training new operators or even to fine-tune skills for veteran operators."

Latest Tier 4 machinery, Certified CARE excavator

Additional new machinery at the show included Komatsu's first 36-ton size class Hybrid HB365LC-3 excavator, developed with as much an emphasis on increased productivity as on fuel economy. Similar to previous hybrid models, it captures energy normally lost during a swing cycle and uses it to assist the machine, making it more fuel efficient than a comparable standard excavator. Komatsu also formally introduced the new D51-24 dozers and the PC170LC-11 excavator, while displaying other Tier 4 Final products both in standard and *intelligent* Machine Control versions.

Continued . . .

Komatsu machines earn accolades for highest retained value



Product Managers Rob McMahon (Left, GD655) and Craig McGinnis (Right, WA320), along with Keith Allmandinger, Senior Marketing Manager for Komatsu Forklift U.S.A. (BX50 line), accept Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception.

Komatsu's WA320 wheel loader, GD655 motor grader and BX50 forklift lines received Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception. It is the industry's only award based on residual values for heavy equipment. All models honored are projected to retain the highest percentage of original value after five years, among all competitors in their respective categories.

To calculate the 2017 awards, EquipmentWatch analysts considered 12,536 models in their valuation database, which were then narrowed to 156 series from 36 brands. Once the finalists were set, residual values were calculated at the series level by leveraging a database covering more than \$412 billion in market activity to identify each category winner.

The Highest Retained Value Award is indicative of excellence across a manufacturing organization, according to EquipmentWatch Vice President Garrett Schemmel. He noted that product quality has the most obvious impact on an asset's performance in the secondary market, but residual values are also highly influenced by brand affinity and fair original pricing. A manufacturer must excel on all three fronts to gain recognition as a Highest Retained Value Award winner. ■

Attendees see latest technology at CONEXPO

... continued

Seven members of the Penro Construction team, including (L-R) Mark Kinning, Brad Meyer, Cory Walker, Clint Frey, Eric Simonsen, Paul Mahnke and Dyllon Kinning enjoy the Komatsu display at CONEXPO.



A Komatsu CARE Certified PC170LC-10 excavator with 1,452 hours was also on display to showcase this service program and the value of pre-owned machines maintained under it. Komatsu CARE ensures that pre-owned equipment, such as this excavator, have service intervals performed by Komatsu factory-trained technicians, for the first three years or 2,000 hours using Komatsu Genuine fluids, filters and coolants. The technicians conduct a 50-point inspection at each interval, and all maintenance and service information is available to buyers.

“CONEXPO is a great opportunity to see the latest in equipment and technology that’s advancing the construction industry,” said Komatsu’s Rich Smith, Vice President, Product and Services Division. “It affords us the opportunity to show the broad range of equipment Komatsu offers, from small excavators to large haul trucks, all in one place. In addition, we want attendees to know that we are more than an equipment manufacturer. We offer outstanding parts, service and jobsite solutions. Komatsu is here to support customers from the time they purchase a machine until they are ready to trade it.” ■

The next CONEXPO-CON/AGG is set for March 10-14, 2020.



A CONEXPO-CON/AGG visitor looks through a headset as he takes part in a virtual reality simulation of operating an excavator at a jobsite.

Jim Lile of Lile Quarry (left) inspects Komatsu wheel loaders with Joel Johnson of RoadBuilders.



(L-R) Grant Lurvey, Ethan Fletcher, Jeff Flynn and Nicki Flynn from Nitro Excavating take in the Komatsu exhibit area.



Mark Smith, Owner of High Plains Enterprises, gets ready for his turn on the virtual reality simulators at CONEXPO.

Chris Frederick of Frederick Grading takes a stroll through the CONEXPO exhibit area.



Thomas and Connie Rutjens of Rutjens Construction enjoy the Komatsu outdoor exhibit area and the Las Vegas sunshine at CONEXPO.

Scott (left) and Matt Pruss of Pruss Excavating make their way through Komatsu’s outdoor exhibit.



SMARTCONSTRUCTION

DIG STRAIGHT TO GRADE

AUTOMATED TO MAKE THE PRODUCTION YOU NEED



Want to make your next machine acquisition really count? Komatsu's lineup of automated excavators, including the all-new PC360LCi-11 and PC490LCi-11, feature a revolutionary, factory integrated, machine control system. The exclusive *intelligent* Machine Control technology lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface. Contact your Komatsu distributor to learn how you can hit pay dirt today with Komatsu innovation.

KOMATSU®

komatsuamerica.com



Copyright ©2017 Komatsu America Corp. All Rights Reserved
Photograph may show optional equipment.

020

I AM KOMATSU

“Komatsu quality
is second to none!”

KEVIN URIG

KMU TRUCKING & EXCAVATING / AVON, OH

THE CUSTOMER IS ALWAYS RIGHT.

“Komatsu’s product support is the biggest thing with me. Their equipment is quality. The products with *intelligent* Machine Control technology help make my crews more efficient, and my estimates more competitive. We have never had any major issues, and if we have a concern, they stand behind us. Komatsu is a great company to work with!”



USED WITH PRIDE

KOMATSU[®]

komatsuamerica.com



© 2017 Komatsu America Corp. All Rights Reserved

021

BIG-TIME VERSATILITY

Komatsu's PC170LC-11 excavator provides flexible options for utility contractors

Operators looking for a lightweight excavator have found an answer with Komatsu's new PC170LC-11. The 40,000-pound-class hydraulic excavator also gives owners a choice between two counterweights to best fit the machine to its application.

"The PC170LC-11 is well-suited for a wide variety of smaller, general construction jobs like grading, excavating and loading applications," said Andrew Earing, Komatsu Project Manager - Excavators. "A standard PC170LC-11 is below the 40,000-pound limit, so it can be towed behind a truck with a trailer. The ease of transporting and versatility are very beneficial for customers who need to handle multiple jobs in a day with minimal equipment."

The machine operates at 38,730 pounds with a standard counterweight configuration and at 41,338 pounds with the heavier counterweight.

"For operators who are running couplers, thumbs and other attachments, the heavier counterweight helps maintain the over-the-side lift capabilities as they would have with the standard counterweight," explained Earing.

Small frame, big power

The new excavator boasts a 121-horsepower, Tier 4 Final engine that, with the Komatsu Diesel Oxidation Catalyst, eliminates the need for active and manual regeneration. In addition, the new machine includes Selective Catalytic Reduction to lower nitrogen oxide emissions, Komatsu Auto Idle Shutdown and wide-access service doors to make it easy to reach components for ground-level maintenance.

Also, an enhanced P mode provides up to 6-percent improvement in productivity when

compared to the previous model. Like the rest of Komatsu's Tier 4 machines, the PC170LC-11 is covered by Komatsu CARE for the first 2,000 hours or three years of operation.

Comfortable and efficient

Operator comfort and efficiency were also upgraded in the new PC170LC-11. The integrated ROPS cab features a high-back, heated, air-suspension seat with adjustable arm rests.

The cab also includes a 7-inch, high-resolution LCD display monitor that gives operators enhanced hydraulic attachment control, with one-way/two-way flow and programmable work tool names and settings. It features a rearview camera display and the ability to store up to 100 individual ID codes. ■



Andrew Earing,
Komatsu Product
Manager - Excavators

Quick Specs on Komatsu's PC170LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC170LC-11	121 hp	38,730 - 41,338 lb	0.48 - 1.24 cu yd

Komatsu's new 121-horsepower, Tier 4 Final PC170LC-11 excavator has two counterweight options to best fit the machine to its application.



POWER AND EFFICIENCY

Komatsu releases new Hybrid HB365LC-3 excavator built for performance, fuel savings



Kurt Moncini,
Komatsu Senior
Product Manager –
Tracked Products

Equipment owners are always looking for ways to increase production while decreasing costs. Komatsu's new Hybrid HB365LC-3 excavator – the industry's first true hybrid in the 36-ton size class – offers increased fuel efficiency without sacrificing performance, providing owners the best of both worlds.

"The Hybrid HB365 will be equal or better than our standard PC360LC excavator in terms of production, but with fuel savings that could be as much as 20 percent," said Kurt Moncini, Komatsu Senior Product Manager – Tracked Products.

Komatsu's unique hybrid system reduces fuel consumption through an electric swing motor-generator that captures and regenerates energy as the upper structure slows down and converts it into electric energy. The regenerated energy is stored in the capacitor and is used by the motor generator to provide swing power. An engine-mounted motor generator also uses

stored energy to provide engine assistance when required.

"The Hybrid HB365LC will be a great fit for customers who use their excavators in high-swing applications," stated Moncini. "Each time the excavator swings, the capacitor is getting charged. That allows the engine to use electric power instead of fuel and operate at a lower rpm."

Tier 4 and more

The excavator features a Tier 4 Final, 269-horsepower, six-cylinder engine with a motor-generator and capacitor. The design of these two components also allows all swing energy that is captured to be used for boom and arm function.

"When it comes to the boom arm and bucket, the capacitor drives the swing and all available engine horsepower can go into the hydraulic system," explained Moncini. "This creates faster cycle times and a very quick, responsive swing."

The engine has a Komatsu aftertreatment system that meets U.S. EPA Tier 4 Final emissions regulations. A Komatsu Diesel Particulate Filter and Selective Catalytic Reduction work together to inject Diesel Exhaust Fluid and decompose nitrous oxide into non-toxic water and nitrogen.

The ROPS cab gives operators a spacious and safe working environment. Features include vibration-dampening mounting and a fully adjustable, air-suspension seat and arm rests.

Another important element is the 7-inch, color LCD monitor, which shows key machine information. The monitor displays a capacitor charge gauge, DEF levels and rearview camera. It has an Operator ID system that records machine-operation and application data for up to 100 individual ID codes. ■

Quick Specs on Komatsu's Hybrid HB365LC-3 Excavator

Model	Horsepower	Operating Weight	Bucket Capacity
HB365LC-3	269 hp	78,645-80,547 lb	0.89-2.56 cu yd

Komatsu says the Hybrid HB365LC-3 will be equal or better than its standard PC360LC excavator, but with up to 20-percent greater fuel efficiency.



I AM KOMATSU



“There’s nothing this
hi-tech out there!”

ANTHONY CARLTON

OWNER / CARLTON, INC / ALPINE, UT

THE CUSTOMER IS ALWAYS RIGHT.

“Using and understanding the new product technology, available from Komatsu for our business, made me apprehensive at first. But our dealer and their technical support have worked with us to help us make the tech work for our needs. I am seeing the benefits now. I’m on board and love it!”



USED WITH PRIDE

KOMATSU[®]

komatsuamerica.com



Copyright ©2017 Komatsu America Corp. All Rights Reserved

019

BUILDING ON SUCCESS

New D51-24 dozer features improve efficiency, durability of original award-winning design



Jonathan Tolomeo,
Komatsu Product
Manager

Ten years ago Komatsu introduced its first super-slant nose dozers, the D51-22s. A year later they earned an International Design Excellence Award for the unique design which allows operators to see objects that are close to the blade, dramatically increasing efficiency and production on the jobsite. During the past decade, Komatsu brought that same innovation to additional dozer models, including its new Dash-24 D51s.



Chuck Murawski,
Komatsu Product
Manager

“The super-slant nose design moves the operator forward 20 inches, which delivers unrivaled visibility to the six-way power angle tilt blade and the work at hand,” said Jonathan Tolomeo, Komatsu Product Manager. “Visibility is further improved because Komatsu moved the air intake and the exhaust stack to the left side of the slant-nose hood so that it’s in line with the pillar. This offers the operator an unrivaled view, compared to the rest of the industry.”

Komatsu’s new D51EX-24 and D51PX-24 dozers maintain the award-winning slant-nose design, but new features provide better fuel efficiency and productivity. A parallel linkage undercarriage system (PLUS) with rotating bushings is now standard.



More efficient engine, transmission

Two models are available – D51EX-24 and D51PX-24 – both with a more efficient Tier 4 Final engine that lowers fuel consumption by up to 13 percent, while at the same time boosting production by as much as 15 percent. The engines use a Diesel Oxidization Catalyst and Selective Catalytic Reduction system, eliminating the need for a Diesel Particulate Filter. It has a variable geometry, water-cooled turbocharger that automatically controls back pressure and the exhaust system to maintain temperatures for better regeneration.

“Like their predecessors, the new D51-24 dozers feature a hydrostatic transmission (HST) that gives them excellent maneuverability and a smooth, comfortable ride,” reported Komatsu Product Manager Chuck Murawski. “The HST is customizable with quick-shift settings and variable-speed selection for maximum efficiency during fine and rough grading operations, with travel speeds to match job conditions and operator preference.”

Standard PLUS undercarriage

A parallel linkage undercarriage system (PLUS) with rotating bushings is now standard, as are a triple-labyrinth-seal final drive and a debris shield that provides longer undercarriage life and lowers repair and maintenance costs. The final-drive seal creates a restricted path for debris, while the shield directs debris away from the final drive and the floating seal area.

Self-adjusting idler support provides constant and even idler tension, reducing vibration and increasing undercarriage life. Komatsu’s PLUS undercarriage system now includes five-year or 6,000-hour assurance. (See related article on Komatsu’s Undercarriage Assurance Program).



Quick Specs on Komatsu's D51EX-24 and D51PX-24 Dozers

Model	Horsepower	Operating Weight	Bucket Capacity
D51EX-24	131 hp	30,821 lb	3.8 cu yd
D51PX-24	131 hp	31,438 lb	4.4 cu yd

Komatsu improved the durability of the dozers by utilizing heavy-plate steel for the nose as well for the hydraulic and fuel tanks. Reinforced mold boards on the blades of the D51EX-24 and D51PX-24 provide greater wear resistance.

More durable frame, blade

Komatsu improved the durability of the dozers by utilizing heavy-plate steel for the nose as well as for the hydraulic and fuel tanks. The dozer frame is manufactured with full steel castings.

The U frame behind the blade is reinforced, and the box section is thicker with fewer welds. Reinforced mold boards on the blades of the D51EX-24 and D51PX-24 provide greater wear resistance. The D51PX-24 offers a higher-capacity 4.4-yard blade, which can increase production by up to 15 percent.

Both dozers have manually adjustable blade pitch that boosts productivity. Operators can choose from three blade modes (Fast, Fine or Normal) to match conditions and preferences. For example, Fast mode increases blade speed while using the same amount of lever movement.

Enhanced technology

A redesigned cab features new technology that includes an easy-to-read and use, large, 7-inch, high-resolution, multi-color LCD monitor with Ecology guidance and onboard diagnostics that require no additional tooling. Hundreds of parameters can be measured through the monitor, and operators can make adjustments to blade settings and travel speeds.

An integrated rearview camera can be synchronized with the travel lever, so that when the dozer is shifted into reverse it displays what's behind the machine. This saves the operator from turning around, reducing overall fatigue.

The D51-24s now have one pedal with two modes, Braking and Deceleration. "Deceleration slows down the travel speed and the engine rpm," explained Murawski. "Braking keeps the rpm constant and slows the machine, which is handy for fine grading and on jobsites where there are lots of contour changes and blade motion during grading."

Additionally, the D51-24s have Komatsu's Auto Idle Shutdown that reduces excessive idle time and the Operator Identification System, which provides KOMTRAX data for machine operation and applications for up to 100 individual ID codes. A disconnect switch lets operators completely shut down the machine's power for storage. An operating-system lamp sends an alert if the machine is not ready for a complete shut down.

"Customer feedback tells us the D51-24s are highly versatile," shared Tolomeo. "They are very effective for final and fine grading. The D51-24s are also high-production pushing machines, so they are extremely versatile for a variety of applications, including landscaping, site preparation and road construction among others." ■

I AM KOMATSU



“I’ve used them all
and Komatsu
is the best.”

TAD GRIFFITHS
ROYAL T ENTERPRISES / UTAH

THE CUSTOMER IS ALWAYS RIGHT.

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



USED WITH PRIDE

KOMATSU®

komatsuamerica.com



Copyright ©2017 Komatsu America Corp. All Rights Reserved

018

ATTACHMENT ADVANTAGES

BETTER BUCKETS

ESCO introduces general-purpose wheel loader models that reduce spillage, provide long life

Wheel loaders are general purpose machines that provide great versatility. In one application you may load gravel and in another mulch or other lighter materials. Getting by with one bucket may not be the most productive or efficient choice.

Fortunately, ESCO now offers a competitive line of general-purpose (GP) buckets for WL20 to WL80 class loaders, ranging from 2.0 to 9.0 cubic yards of capacity.

The buckets feature curved, side-reinforcement plates to reduce spillage and AR400 wear protection in high-wear areas. All ESCO GP loader buckets come standard with a spill guard, bolt-on skid shoes and a replaceable bolt-on edge. They are available with direct-pin or quick-coupler connections.

ESCO GP buckets are precision-manufactured with premium materials for long, reliable service, which reduces maintenance requirements for greater jobsite safety. They were developed to provide more production than conventional loader bucket designs.

Extreme-duty excavator bucket

For excavators, ESCO offers its SXDP (Super Extreme Duty Plate) Lip Bucket, which is designed for the most severe-duty, high-wear applications. It includes all of the ESCO XDP bucket features plus an extreme-duty wear package providing more cast-wear protection than any other ESCO construction-excavator bucket.

This bucket has ESCO's Ultralok® Chisel Points for penetration and strength, two cast

shrouds on each wing, cast-corner wear shoes (heel bands), cast weld-on lip shrouds, AR400 horizontal-wear kit and vertical-wear pads. The Ultralok® system has an integrated hammerless lock that offers safer and easier tooth replacement.

The standard SXDP bucket is available for 20-ton to 75-ton excavators in capacities of 0.64 to 5.97 cubic yards. ■

Super Extreme Duty Plate (SXDP) Lip Bucket features ESCO's Ultralok® Chisel Points for penetration and strength. The SXDP bucket is available for 20-ton to 75-ton excavators in capacities of 0.64 to 5.97 cubic yards.

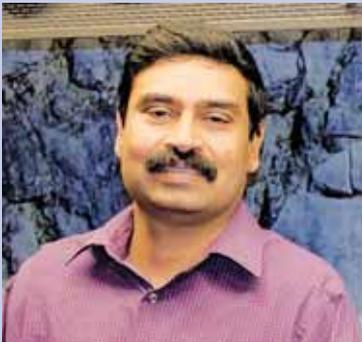


ESCO's general-purpose wheel loader buckets reduce spillage and provide high-wear protection for loaders in the WL20 to WL80 classes. They range from 2.0 to 9.0 cubic yards.



IMPROVED OPERATIONS

Vijay Dara explains how continuous, measured improvement drives manufacturing process



Vijay Dara, Director,
Manufacturing Administration

This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries – and their visions for the future.

Vijay Dara joined Komatsu nine years ago and began his tenure in corporate strategy. He has worked in manufacturing administration for the last five years. In his current role as Director, Manufacturing Administration, he serves as an internal advisor and supporter to the Komatsu America production and warehouse locations to enable standardization of all strategic and tactical activities for safety, legal compliance, quality, delivery and cost (SLQDC).

“The SLQDC acronym is a very common and important one in manufacturing,” said Dara. “All aspects need to work together to have a successful operation, and all aspects are important.”

Dara has more than 20 years of experience in manufacturing, procurement, design engineering and information technology in off-highway and automotive industries.

Originally from India, Dara earned his bachelor's degree in mechanical engineering from the University of Mumbai, India, as well as an MBA from the University of Michigan, Ann Arbor.

In addition to his manufacturing responsibilities, Dara is also involved in Komatsu America's Leadership Development Program “Trax.”

“Trax is a great thing for Komatsu to offer,” he said. “It has helped me develop as an individual and to contribute both at work and at home.”

Outside of work, Dara enjoys spending time with his wife, Samatha, and their two children.

QUESTION: What has Komatsu done to make its manufacturing operation more efficient?

ANSWER: Two years ago we began to include spare or service parts warehousing, along with production/assembly, in our definition of manufacturing. While this may seem like a small detail, it is important because it requires us to consider the entire machine's life cycle and integrated supply chain when making decisions.

QUESTION: What is the impact of this change?

ANSWER: It has helped us to better understand how the entire process works together. One example is with spare parts availability. There isn't any difference between a part that is made for a new machine or one that is stocked for spare parts – one gets put on a machine, the other goes into a box – the engineering and manufacturing/procurement are the same.

Prior to including parts warehousing in our definition, the warehouses and production facilities worked independently of each other. Now, if a customer needed a part that was out of stock, the warehouse could call the production plant, that would then make or procure a new one, pull one from its production line or take the part from a machine that was in production.

By including warehousing under one umbrella, all areas are now on the same page. They work together particularly to plan inventory, procurement and transportation needs; and unexpected needs are easier to manage, which is an advantage to Komatsu. However, customers also benefit because it means that warehouses should have more access to parts in-stock or be able to get them faster.

QUESTION: How do you think that process will evolve in the future?

ANSWER: I think we will eventually see warehouses located closer to the production plants. The proximity will have a very positive effect on the whole process. The parts are made at the production plant, and if they aren't installed on a machine, they are put on a shelf. It eliminates many logistical costs and makes communication between production and warehousing a lot more efficient. It gives the parts warehouse access to all of the manufacturing operation's resources as well.

QUESTION: What process does Komatsu use to check the quality of its parts after they leave the manufacturing plant?

ANSWER: Every plant has a Quality Assurance (QA) Manager who is responsible for seeing that the quality of the products meets customers' needs. After a machine leaves the plant we use customer-driven metrics to evaluate the quality. When a customer files a warranty claim on a part (100 hours, 500 hours or later) or even when the plant identifies a nonconformity before shipment, we really dig into the claim to see what occurred through the entire supply chain. It is our goal to determine if the issue was isolated or something that affects every part/machine and causes us to reevaluate our engineering and manufacturing processes. The QA Manager works with other personnel within and outside of Manufacturing to address quality issues in a streamlined manner utilizing QC concepts to correct the concern.

QUESTION: Will there ever come a time when there are no claims?

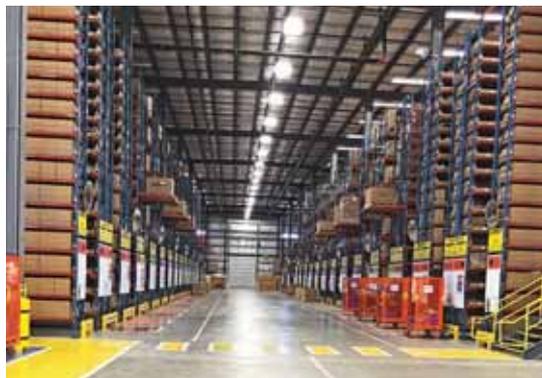
ANSWER: That is always our desire. We know that it is realistically improbable, but we believe we can continue to improve if our goal is zero. As long as we are improving, we do not get discouraged when we receive a claim. Instead, we see every claim as an opportunity to learn and better our machines. So, in a way, we actually view a claim's "bad news" as good news. ■



By locating spare parts warehouses closer to production facilities, warehouses have better access to the resources of the manufacturing plants and increased availability.



While Komatsu strives for zero customer claims on its parts and machines, Komatsu Director, Manufacturing Administration, Vijay Dara sees each claim as an opportunity to improve engineering and manufacturing processes.



Komatsu began including spare parts warehousing in its definition of manufacturing two years ago.

LOWERING UNIT COSTS

Mining groups help customers evaluate proper equipment and best practices for improvement



J.D. Wientjes,
Director,
Komatsu Application
Engineering Group



Pat McCarthy,
Director, Komatsu
Mining Optimization
Group

Komatsu Mining's Application Engineering Group helps mines determine the proper fleet and equipment size. "This exercise typically involves reviewing site productivity and operating goals, as well as equipment performance objectives, both near- and long-term," said Director J.D. Wientjes.

Mining involves moving materials from point to point at the lowest per-ton costs possible. To accomplish that takes the proper equipment as well as a solid plan for how to best use it in a particular operation. Komatsu Mining helps customers with both aspects, utilizing the experience of two groups focused directly on making companies more efficient, productive and cost effective.

Selecting the right equipment is about more than getting big machines and putting them to work. Komatsu Application Engineering Group Director J.D. Wientjes explained that it's important to take many factors into consideration, and his team is happy to help with that process.

"Primarily, we work with customers prior to a purchase to determine items such as proper fleet and equipment size,"

said Wientjes. "This exercise typically involves reviewing site productivity and operating goals, as well as equipment performance objectives, both near- and long-term."

Wientjes says sometimes it's not necessary for customers to buy new equipment to increase production and realize greater efficiency.

"We come in with an earnest approach to identify the optimum means of production, and determine if the equipment the mining company is looking to purchase makes the most sense," he said. "Occasionally it doesn't, and it might be best to change practices to better utilize what they already have. We recommend what we believe is most beneficial, and then it's up to the customer to decide what to do."

The Application Engineering Group has numerous examples of these study types.

"Recently, a quarry asked us to look at its historical mining methodology, which had always been to use large dozers pushing long distances at steep incline angles," Wientjes noted. "It wanted to know if there was a better way. Given its existing fleet size and other aspects of its material-handling system, we suggested that the company keep using dozers, but not push long, uphill grades.

"To achieve this, we noted that the available highwall length could be used to develop sequential working faces of varying heights," he added. "This application change would allow the dozers to mine in a stair-step fashion to optimize performance."





The Mining Optimization Group helps mines identify ways to improve practices and maximize production. “Mines change over time. Pits get deeper, haul roads become steeper and other factors come into play,” said Director Pat McCarthy. “Companies have to adapt and change to maintain or gain production. Otherwise, they risk per-ton costs going up and losing their competitive edge.”

Focusing on goals

Mining customers also benefit from Komatsu’s Mining Optimization Group. Headed by Director Pat McCarthy, it identifies ways to improve practices and maximize production.

“Mines change over time. Pits get deeper, haul roads become steeper and other factors come into play,” said McCarthy. “Companies have to adapt and change to maintain or gain production. Otherwise, they risk per-ton costs going up and losing their competitive edge.”

McCarthy and his team collaborate with mine personnel to gather information on the operations and the customer’s goals. Then, the Mining Optimization Group forms a plan to help achieve those aims.

“We look for detailed information in every meeting,” said McCarthy. “As we build the plan, our team tackles the most prominent concern first and then moves down the list. Customers may only implement an item or two, and that’s fine. We’re happy to help any way we can.”

McCarthy cited a prime example of how the Mining Optimization Group solved a common problem that plagues mines and created an innovative approach for improvement.

“There is an optimal target load for every truck, but shovel operators can have difficulty

meeting that each time,” McCarthy explained. “We asked our engineers to develop software for the trucks to identify the actual load on each haul cycle, and this solution is now known as the Optimized Loading Software for the payload management system. It provides the tonnage number to the operator so that person knows exactly to what point to load the truck. This software has helped tighten the distribution curve by calculating the allowable load on each cycle. Mines are seeing up to 30 percent improvement compared to a few years ago.”

No need to get out your wallet

Neither mining group charges for its services. The assistance is all part of Komatsu’s commitment to maximizing customers’ operations.

“Our goal is to help increase the bottom line of our customers,” said Wientjes. “This helps build loyalty with customers who use Komatsu equipment. Hopefully, our services lead to a better, longer-lasting relationship that keeps them purchasing Komatsu products.”

“Anyone considering new Komatsu equipment, or currently using it and looking for better utilization, can contact us anytime,” added McCarthy. ■

LONGER UNDERCARRIAGE COVERAGE

New Assurance Program sets industry standard



Jim Funk,
Komatsu Senior
Product Manager -
Undercarriage

How does Komatsu evaluate the quality of its undercarriage components? One way is by analyzing the dependability of components and also collecting insight on the user experience to gather feedback from those who use the product.

“We believed that the previous terms were not indicative of how positively we feel about the quality of our undercarriage,” said Jim Funk, Komatsu Senior Product Manager - Undercarriage. “That led us to extend our terms for all dozers and excavators and, in turn, really separate Komatsu from the competition.”

Komatsu’s new Undercarriage Assurance Program covers all conventional and PLUS (Parallel Link Undercarriage System)

Komatsu’s new Undercarriage Assurance Program covers conventional undercarriage components against leakage and breakage for four years or 5,000 hours, whichever comes first. PLUS (Parallel Link Undercarriage System) undercarriages are covered for five years or 6,000 hours. The extension is now standard and the industry’s longest.

components against leakage and breaks. Conventional components are covered for four years or 5,000 hours, whichever comes first. PLUS undercarriages are covered for five years or 6,000 hours. Also, this new policy allows coverage terms to restart on any group of components replaced while supported by both the customer and Komatsu. Previously, all Komatsu undercarriage components were included under the same terms, three years or 4,000 hours.

“This new assurance program is the longest in the industry,” noted Funk. “Every major undercarriage component is included in this policy – link assemblies, rollers, idlers and shoes. If there is an issue that is not due to improper use or other influences, customers can expect that Komatsu will stand behind the product and provide support.”

Manufactured for durability

Funk added, “We are proud to say that Komatsu undercarriage components are built and designed by Komatsu, specifically made for our machines. They are precision-machined and heat-treated for exceptional performance and durability.”

All sizes of dozers and excavators put in use starting from July 1, 2016, now fall under the Undercarriage Assurance Program, as do replacement undercarriages installed since that date.

“This is not a short-term deal,” Funk emphasized. “It’s now our standard and another Komatsu mark that sets the industry standard. We understand our customers expect quality and value. This new coverage shows that they are going to get both when purchasing Komatsu Genuine Undercarriage.” ■



ATTACHMENTS

NPK

NPK manufactures an extensive line of the most productive attachments, offering you a wide variety of solutions to most of your construction, demolition, recycling, mining and quarrying needs! The NPK trademark has become a symbol for quality products worldwide, including the greatest selection of hydraulic hammers, pedestal boom systems, primary/secondary crushers, scalars, compactor/drivers, and material processors.



Please contact your local RoadBuilders Machinery Branch



www.roadbuildersmachinery.com

- Kansas City, KS
- Omaha, NE
- Grand Island, NE
- Lincoln, NE
- Norfolk, NE
- Springfield, MO

- PH: (913) 371-3822
- PH: (402) 331-9200
- PH: (308) 384-2620
- PH: (402) 325-0447
- PH: (402) 316-4640
- PH: (417) 732-5505

Visit us on the web at www.npkce.com

SMARTER WAYS TO WORK™

Innovative Solutions for Ground & Soil Management.

FINN offers superior performance and quality backed by an expansive dealer network.



Find us
on YouTube

HYDROSEEDERS® | STRAW BLOWERS | BARK & MULCH BLOWERS

For over 80 years, contractors have looked to FINN for equipment of superior performance and quality. You can trust our experience, commitment to project solutions, and comprehensive product support. We deliver innovative equipment designs, exceptional performance, and outstanding customer service.



www.roadbuildersmachinery.com

KANSAS CITY, KS
(913) 371-3822

OMAHA, NE
(402) 331-9200

GRAND ISLAND, NE
(308) 384-2620

LINCOLN, NE
(402) 325-0447

NORFOLK, NE
(402) 316-4640

SPRINGFIELD, MO
(417) 732-5505

FINN

FINNcorp.com / 800.543.7166

AWARD WINNER

THE AED FOUNDATION HONORS KOMATSU

Company receives Partner Award for education

Komatsu America has long advocated for education in the construction industry, especially service technician training. The AED Foundation recognized Komatsu for its efforts with the Foundation Partner Award during its annual convention, AED Summit, held earlier this year.

Mike Hayes, Komatsu Director of Distributor Development, received the award on behalf of Komatsu at The AED Foundation Fundraising Gala. Proceeds from this fundraiser help provide educational opportunities in the industry. Hayes has served on The AED Foundation's board for several years and has helped with its workforce goals, such as developing school accreditation programs.

"There is a real skills gap in the industry today, and we have to be proactive in finding and recruiting those individuals who will fill the numerous job openings in the construction industry today and in the future," said Hayes. "Komatsu is doing that by partnering with schools, such as the Oklahoma State University Institute of Technology (OSUIT) and the North Dakota State College of Science (NDSCS), that provide two-year programs in diesel technology with a specific emphasis on Komatsu equipment. We have a 20-year history with OSUIT, and last year the first class graduated from NDSCS."

Classroom, hands-on

Both programs are accredited by The AED Foundation, and Hayes is talking with other schools about starting similar training options. Komatsu supplies some machinery and parts that students use to gain practical knowledge. The schools offer both classroom and hands-on experience. Students rotate attendance between their school and a Komatsu dealership where they work in a shop at a branch location.

Dealerships sponsor students and usually provide financial and other incentives to complete their degrees – and often jobs when they have successfully finished the program.

Hayes recently told AED's Construction Equipment Distributor magazine that enrolling in such programs is a great investment in the future, both for students and the industry as a whole. "Schools can teach theory, and they have the latest and greatest technology from manufacturers," according to Hayes. "Many of the technical colleges I talk to report that students have no problem securing employment upon graduation. More than 90 percent have already found work by the time they graduate." ■



Komatsu Director of Distributor Development Mike Hayes (left) receives The AED Foundation's Partner Award from The AED Foundation President Robert Henderson.

More than 90 percent of students from two-year diesel technician programs with an emphasis on Komatsu equipment find work prior to graduation.



Seeing is believing...

Let RoadBuilders Machinery show you the BOMAG advantages...



Visit us on our Web site at www.roadbuildersmachinery.com

KANSAS CITY, KANSAS
1001 S. 7th Street Trafficway
(913) 371-3822
FAX: (913) 371-3870

GRAND ISLAND, NEBRASKA
4949 Juergen Rd.
(308) 384-2620
FAX: (308) 384-0686

OMAHA, NEBRASKA
4115 S. 90th St.
(402) 331-9200
FAX: (402) 339-6620

LINCOLN, NEBRASKA
5601 Fletcher Avenue
(402) 325-0447
FAX: (402) 325-0753

NORFOLK, NEBRASKA
1303 S. Chestnut
(402) 316-4640
FAX: (402) 316-2606

SPRINGFIELD, MISSOURI
1480 S. State Hwy T
(417) 732-5505
FAX: (417) 735-0026



FAREWELL TO BOB FISCHER

One of RoadBuilders' original employees retires

When the doors to RoadBuilders Machinery and Supply Co., Inc., first opened in November 1985, Bob Fischer was one of the original employees who made it happen. After 31 years with the company, the longtime District Sales Rep walked out of those doors and into retirement.

"When we started, we had four employees and I was one of two salesmen," recalled Fischer. "Today, RoadBuilders has 150 employees and 15 district sales reps. It's great to see how we've grown, and how much success we've had."

Fischer takes pride in what RoadBuilders has become since 1985.

"I think we're the best company in the country," proclaimed Fischer. "From

President Phil McCoy, all the way down – RoadBuilders is a solid company with tremendous people. I'm proud to have been a part of it."

While Fischer said he is going to miss his co-workers and customers, he is looking forward to slowing down and spending more time with his family. Fischer and his wife, Carolyn, have been married for 45 years and have three children and six grandchildren.

"It will be nice to do some of the things with my family that I missed while I was working," said Fischer. "Our six grandchildren are very involved in sports and other activities, and I also have some projects to take care of on our property. I'll still have plenty going on." ■



Bob Fischer

BUDDY GUINN RETIRES

Sales manager serves RoadBuilders for 27 years

After 27 years as a district sales manager at RoadBuilders Machinery and Supply Co., Inc., Buddy Guinn retired at the end of 2016. Guinn, who covered several western-Missouri counties, in addition to Cass County, Kan., spent his entire career with RoadBuilders.

"We're all very close, it's like family," explained Guinn. "I am going to miss the friendships that I made here. Everyone is kindred to each other, and I loved the camaraderie. I joke that it is like leaving a girlfriend."

Guinn also praised the work environment that RoadBuilders President Phil McCoy created within the company.

"I give Phil all of the credit for the success I've had," beamed Guinn. "He wasn't the type of boss who was always looking over my shoulder. He trusted me and gave me the opportunity and freedom to do my job. I always appreciated that."

Guinn will kickoff his retirement by heading to Florida for some relaxation with Rhonda, his wife of 42 years. Their son, Ryan, also plans to relocate to the Sunshine State with them. Guinn says he is looking forward to spending time riding his bicycle and taking photos, in addition to picking up new hobbies.

"We're excited to slow down a little and enjoy these years," said Guinn. ■



Buddy Guinn

IN MEMORIAM



JAC REINHARDT

RoadBuilders PSSR, TSE "Doghog" passes away at 41



Jac Reinhardt

The RoadBuilders Machinery and Supply Co., Inc., family lost one of its own too soon last fall. Jac Reinhardt, who worked as a Product Support and Sales Rep, as well as a Technology Solutions Expert, passed away at just 41 years old.

Reinhardt – or “Doghog” as his friends called him – worked as a heavy equipment operator before joining RoadBuilders in 2016.

“All Jac ever wanted to do was to work on and with construction equipment,” said his

mother, Susan Ewoldt. “He worked hard to get his education, and he took a lot of pride in his position at RoadBuilders. He looked forward to each day, and he never met a stranger.”

Reinhardt also had a great passion for hunting. He was a skilled marksman and had recently completed the construction of his own private lake complete with a duck and goose blind. ■



PALADIN
POWERFUL ATTACHMENT TOOLS

The Power of Combined Excellence®

PALADIN OFFERS
THE WIDEST BREADTH
OF ATTACHMENT
SOLUTIONS ACROSS ALL
APPLICATIONS

CONSTRUCTION
MATERIAL HANDLING
VEGETATION MANAGEMENT
LAND CLEARING
LANDSCAPING
AGRICULTURE MATERIAL HANDLING
SNOW REMOVAL
ENERGY
DEMOLITION

BRADCO CP CUSTOMWORKS CWS FFC HARLEY JEWELL J:B KODIAK McMILLEN SWEEPSTER



Division of
IES INTERNATIONAL
EQUIPMENT
SOLUTIONS

www.paladinattachments.com

USED EQUIPMENT SPECIALS

www.rbused.com



2008 KOMATSU PC220 LC-8

CAB/AC, 31.5" TRACKS, QC, HYD THUMB, REAR CAMERA, KOMTRAX, 6,400 HRS\$124,500



2013 KOMATSU PC240 LC-10

CAB/AC, 19' BOOM, 15' ARM, 31.5" SHOES, AUX HYD, QC, 2,100 HRS.....\$199,500



2008 KOMATSU PC300 LC-8

CAB/AC, 33.5" TRACKS, 13' ARM, KOMTRAX, REAR CAMERA, 4,000 HRS..... \$196,500



2014 KOMATSU D51PXI-22

CAB/AC, 28" TRACKS, TOPCON 915SS ANTENNA, 2,100 HRS..... \$199,750



2015 KOMATSU D61PX-23

CAB, 34" TRACKS, PAT BLADE, DRAWBAR, 1,400 HRS..... \$189,500



2008 KOMATSU D65PX-15E0

CAB/AC, 36" SHOES, DRAWBAR, SEMI-U BLADE, 4,000 HRS..... \$139,500

2004 KOMATSU GD555-3 , CAB/AC, SCARIFIER, 3,700 HRS.....	\$119,500
2007 KOMATSU GD655-3C , CAB/AC, RIPPER, PUSHBLOCK, 12' MOLDBOARD, 4,200 HRS	\$149,500
2006 KOMATSU HM400-1 , CAB/AC, HEATED BED, TAILGATE, 7,600 HRS	\$269,500
2011 KOMATSU HM400-2 , CAB/AC, TAILGATE, 40-TON TRUCK, 4,700 HRS	\$299,500
2007 KOMATSU WA200-6 , CAB/AC, QC/BKT, RIDE CONTROL, LSD AXLES, KOMTRAX, 4,700 HRS.....	\$99,750
2014 KOMATSU WA320-7 , CAB/AC, QC/BUCKET, KOMTRAX, REAR CAMERA, 800 HRS.....	\$164,500
2008 CAT 953D , CAB/AC, GP BKT, SINGLE-LEVER, 2,900 HRS	\$169,500
2008 CAT 963D , CAB/AC, CAT C6.6 ACERT 189 HP ENGINE, 21.5" SHOES, 3,200 HRS	\$209,500
2011 BOMAG BW161AD-4 , OROPS, 66" DOUBLE-DRUM, VIBRATION, WATER SYS, 1,200 HRS	\$67,500
2005 INGERSOLL-RAND SD70D , OROPS, 66" SMOOTH DRUM, 1,200 HRS	\$59,500



**Contact David Mehrstens
at (913) 371-3822**



Inventory changes weekly. Prices subject to change without notice.

KANSAS CITY, KS
1001 S. 7th Street Trafficway
(913) 371-3822
FAX: (913) 371-3870

OMAHA, NE
4115 S. 90th St.
(402) 331-9200
FAX: (402) 339-6620

GRAND ISLAND, NE
4949 Juergen Rd.
(308) 384-2620
FAX: (308) 384-0686

LINCOLN, NE
5601 Fletcher Ave.
(402) 325-0447
FAX: (402) 325-0753

NORFOLK, NE
1303 S. Chestnut
(402) 316-4640
FAX: (402) 316-2606

SPRINGFIELD, MO
1480 S. State Hwy. T
(417) 732-5505
FAX: (417) 735-0026



Find us on Facebook: www.facebook.com/RoadBuildersMachinery

C.P.I.
 P.O. Box 1689
 C.R., IA 52406-1689

Presorted Standard
 US Postage Paid
 C.P.I.

17-01

Change Service Requested



*Reliable Equipment.
 Responsive Service.*

Nebraska & Southwest Iowa Sales Team



Dave Meyerring,
 District Sales
 Manager



Tony Randone,
 District Sales
 Manager



Warren Kutz,
 District Sales
 Manager



Jeff Smith,
 District Sales
 Manager



Al Hoggatt,
 Inside Sales



Dean Alferts,
 District Sales
 Manager



Mike Lueken,
 District Sales
 Manager

Kansas & Missouri Sales Team



Randy Frank,
 District Sales
 Manager



Jay Young,
 Scrap & Recycling
 Sales Manager



Steve Brock,
 District Sales
 Manager



Randy Held,
 Specialty Products
 Manager



Sam Kennedy,
 District Sales
 Manager



Jeremy Manning,
 District Sales
 Manager



Jason Miller,
 Finn Product
 Specialist



Joel Johnson,
 Aggregate Sales
 Manager

Midwest Equipment



Nick Kirkland,
 District Sales
 Manager



Chris St. John,
 District Sales
 Manager



Bryan Ganger,
 Inside Sales

Inside Sales



Call us today.

www.roadbuildersmachinery.com

KANSAS CITY, KS • 1001 S. 7th Street Trafficway (913) 371-3822

GRAND ISLAND, NE • 4949 Juergen Rd. (308) 384-2620

OMAHA, NE • 4115 S. 90th St. (402) 331-9200

LINCOLN, NE • 5601 Fletcher Ave. (402) 325-0447

NORFOLK, NE • 1303 S. Chestnut (402) 316-4640

SPRINGFIELD, MO • 1480 S. State Hwy. T (417) 732-5505

Road Builders proudly represents these lines:

FINN

BOMAG
FAYAT GROUP

KOMATSU

SANDVIK

TAMROCK

McGloskey
INTERNATIONAL

TAKEUCHI

TEREX | FUCHS

GOMACO

GRADALL

LANDOLL

CZ trailers

J:B

IR
 Blaw-Knox

metso

ESCO

Etnyre

Not all products represented at all locations.