

A Century **OF SOLUTIONS**

The Evolution of RMS from Duluth Roots to Autonomous Fleets

By Jill White



Congratulations!

Road Machinery & Supplies Co. on celebrating a legacy of 100 years!

In 1926, when Road Machinery & Supplies Co. (RMS) first opened its doors, "technology" was measured by a sturdier grade of steel and a more reliable engine. Today, as the company enters its second century, it is delivering 400-ton autonomous mining trucks and GPS-guided dozers that can practically see the unbuilt road ahead. But according to CEO Mike M. Sill II, the most important component has not changed in 100 years: the relationships with customers forged by a team of employees dedicated to equipment support.

The power of those relationships is best illustrated not in a boardroom, but on a ride-along in a salesman's truck.

During his second week at RMS, Matt Sill traveled to Des Moines, Iowa, with Bob Newman, a veteran salesman with 43 years at the company. They went to visit David Silverstein at Scrap Processors Inc. When Matt later mentioned the visit to his father, Mike, he was met with a smile as his father told him: 30 years earlier, on Mike's very first ride-along with Bob, they had gone to see Ben Silverstein — David's father.

Just as the Sill family has endured through four generations, the company's relationships with contractor families have remained just as long because of the consistency of the people serving them. For RMS, a customer is a valuable partnership for decades.



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A CENTURY OF EXPANSION AND INNOVATION

This generational stability was the product of determination and optimism born in Duluth, Minnesota, where the first generation survived economic headwinds that would have buried most startups.

“My grandfather [Founder Michael M. Sill] had a really difficult time,” Mike said. “He had to manage through the Great Depression and World War II, when you couldn’t get steel. He actu-

ally had to lay off all his employees for a short time.”

As the economy recovered, persistence paid off, and by 1955, the second generation — twin sons Michael R. and Mitchell J. Sill — joined as RMS’s ninth and tenth employees to expand the company beyond its one-store operation in Duluth. This era saw the company lean heavily into the mining industry in the late 1960s and early

1970s when the passage of the Taconite Amendment made processing taconite feasible on the Minnesota Iron Range.

Taking on Komatsu statewide in 1983 was a calculated investment. While the manufacturer was known overseas, it was a newcomer to the U.S. and lacked an established aftermarket. With effectively no aged field population from which to generate parts and service, the RMS team

committed to Komatsu and the long game, and the brand quickly found its footing.

The 1990s marked a period of rapid expansion. In 1994, Mike M. Sill II was appointed the third-generation President. In 1995, RMS acquired the Komatsu hydraulic shovel product line and Bucyrus shovel and drill products from Dom-Ex, broadening RMS’s mining product offering on the Iron Range.



■ The Des Moines, Iowa, branch opened in 2020.



CONGRATULATIONS TO ROAD MACHINERY & SUPPLIES CO. ON 100 YEARS OF SERVICE



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■ The Sioux City, Iowa, branch opened in 2025, marking the fourth new RMS facility in five years.



■ In 2023, the Rochester branch opened in Byron, Minnesota.



■ The ribbon is cut for the Rochester branch in Byron, Minnesota.



■ A branch in Cedar Rapids, Iowa, opened in 2020.



■ In 1998, RMS Rentals was established in the Twin Cities market.



■ In 2017, RMS acquired Tritec of Minnesota, a heavy duty welding and fabrication shop.

The year 1997 was a watershed moment: RMS grew into Iowa and Illinois with the purchase of the Herman M. Brown Co., the Komatsu dealer in Iowa, with four branch locations across the state. The following year, RMS Rentals was established to serve the light equipment and high-lift needs of contractors in the Twin Cities market. In 1999, the company continued its expansion of mining products by acquiring W.B.

Thompson, the Komatsu mining truck distributor in the Upper Peninsula of Michigan.

The new millennium brought further diversification. In 2005, U.S. Shoring & Equipment Co. opened in Euless, Texas. Today, it is the largest distributor of trench shoring products in the Dallas Metroplex and the largest distributor of Barbo underground boring machines in the U.S. The company's mining footprint grew

with the 2014 purchase of Langer Equipment, the Komatsu truck distributor for the Iron Range, and the 2017 acquisition of Tritec in Virginia, Minnesota, a heavy duty welding and fabrication shop supporting the mining, milling, and aggregate industries. In 2019, RMS Mining Solutions was launched to serve the global mining aftermarket.

The early 2020s focused on updating facilities. New branch offices were con-

structed in the Iowa cities of Des Moines, Cedar Rapids, and Sioux City, as well as in Rochester, Minnesota. RMS acquired Pit & Quarry Supplies Co. in 2022, expanding efforts to provide aftermarket aggregate parts to customers. Following its 2024 acquisition of Ruffridge-Johnson in Centerville, Minnesota, RMS converted its branch to a full-service RMS facility serving the north metro of the Twin Cities.



■ In 2019, RMS Mining Solutions was launched to serve the global mining aftermarket.

STRATEGIC ALLIANCES

The value RMS provides to its customers is only as strong as the manufacturers they represent. The company forms long-term strategic alliances to ensure customers have priority access to equipment.

- **Komatsu:** The backbone of the RMS heavy equipment offering since 1983, leading the industry in intelligent machine control and autonomous solutions
- **Epiroc:** A vital partner in the mining and drilling sector, helping RMS maintain its position as a market share leader in the Iron Range
- **Astec:** A key partnership for the RMS aggregate and paving market, providing crushing, screening equipment, wood processing, and paving products

Other manufacturers represented by RMS include: Bomag, Broce Broom, Carlson, CDE, Ecoverse, Genesis, Gomaco, Gorman Rupp, Grove, JLG, KPI-JCI, Leeboy, Masaba, NPK, Peterson, Potain, Revolver, Roadtec, Rosco, R-Way Trailers, Sandvik, Sennebogen, Surestrike, Telesmith, Terramac, and Timberpro.



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CONNECTING TEAMWORK TO THE JOB SITE

RMS operates on the fundamental principle that if a company hires well, and takes good care of employees, those employees will naturally do the same for customers. This internal culture starts in the shop and ends on the contractor's job site. Lead Technology Solutions Expert Chris Potter, who has been with the company for 13 years, said that this family feel is the foundation of the team's longevity. "It's definitely the family," Potter explained. "They're honestly very good people. You don't get that at many places."

"My grandfather used to say the difference between a job and a job well done is about 15 minutes," Mike said.

In the current century, those 15 minutes are spent by a technician double-checking a repair, a salesperson following up on a delivery, or a trainer ensuring a contractor fully understands a new technology. It is a collective commitment to going beyond the bare minimum, ensuring that the work performed inside the RMS walls directly translates to success for the customer in the field.



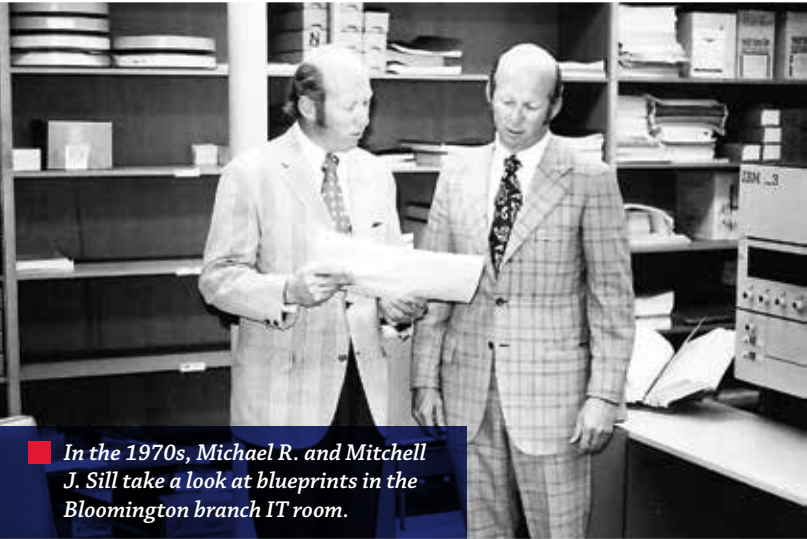
In 1996, Mike M. Sill II sits in a JCB forklift with his daughter, Abby Sill.



Mike M. Sill II (center) poses with RMS leadership in 2001, the year the company celebrated its 75th anniversary.



Michael R. and Mitchell J. Sill (left and right) helped their father, Founder Michael M. Sill (center), expand the company beyond its one-store operation.



In the 1970s, Michael R. and Mitchell J. Sill take a look at blueprints in the Bloomington branch IT room.

CONGRATS ON 100 YEARS IN BUSINESS!

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Anniversary

A milestone built on dedication, trust, and lasting relationships. We're honored to work alongside a partner who shares our commitment to performance and reliability. Congratulations on a century of success, and cheers to the future.



A CENTURY OF SUCCESS

A Timeline of RMS



1926 RMS is founded in Duluth, Minnesota, by Michael M. Sill

1955 Twin sons Michael R. and Mitchell J. Sill enter the business and expand RMS state-wide

1980 RMS becomes a Komatsu dealer



1994 Michael M. Sill II is appointed the third-generation President of RMS

1995 The acquisition of Lambert Machinery gives RMS a presence with aggregate processing equipment

1996 RMS acquires the Bucyrus and Demag open pit mining products from Dom-Ex, Inc.



1997 RMS acquires Herman M. Brown Co., the Komatsu dealer in Iowa

1998 RMS Rentals is established

1999 RMS acquires W.B. Thompson, the Komatsu mining truck distributor for the Upper Peninsula of Michigan



2003 RMS acquires Atlanta Equipment and U.S. Shoring & Equipment Co. is established

2004 RMS becomes an Astec dealer

2011 RMS Hydraulic Services is established

2014 RMS acquires Langer Equipment, the Komatsu mining truck distributor for northern Minnesota

2017 RMS acquires Tritec of Minnesota, a welding and steel fabrication company

2019 RMS Mining Solutions is established



2020 Brand new branch facilities open in Des Moines and Cedar Rapids

2022 RMS acquires Pit & Quarry Supplies

2023 Rochester branch location opens in Byron, Minnesota



SOME THINGS ARE

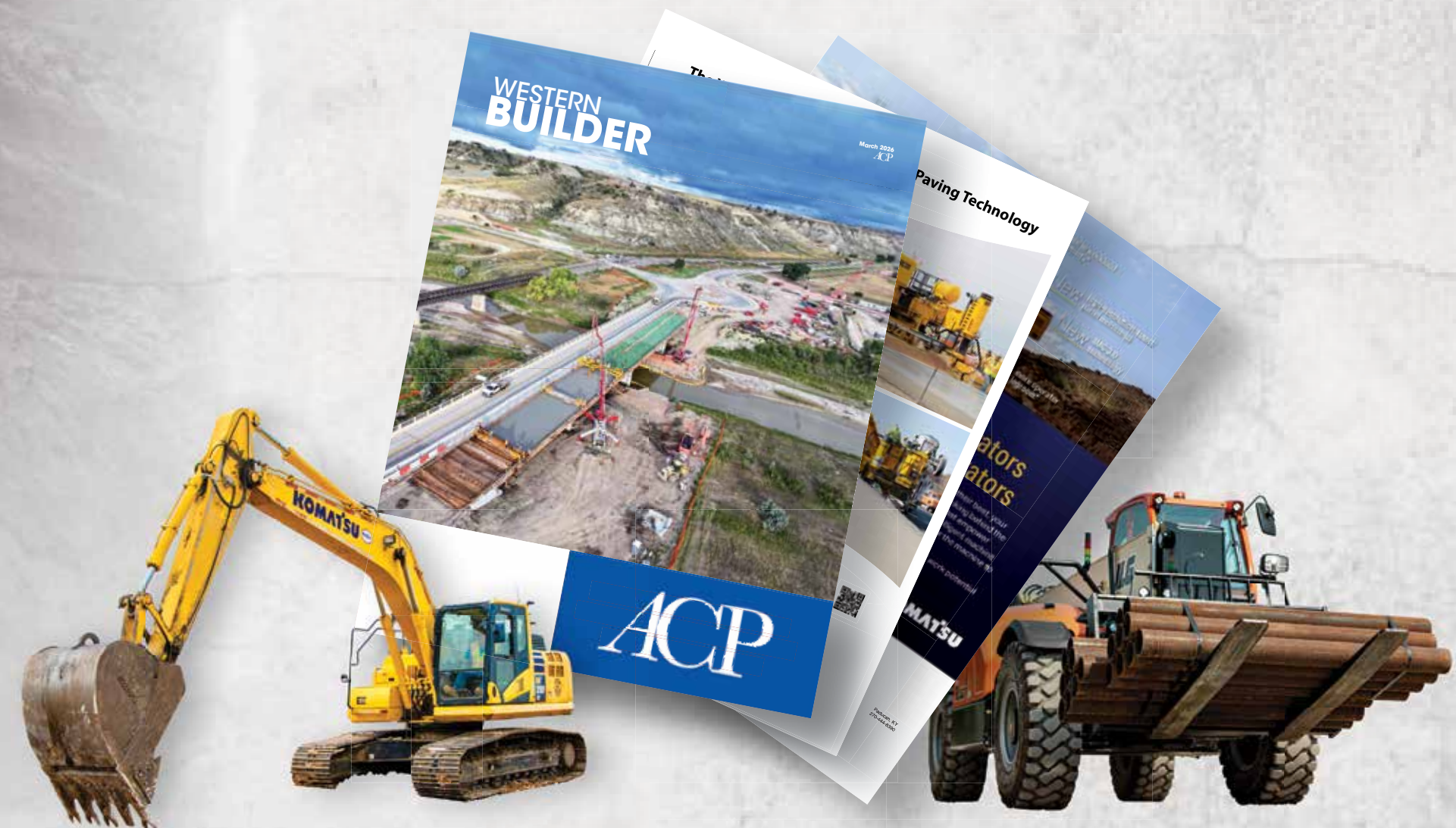
BUILT TO LAST.

Iron wears. Tech evolves. But 100 years of integrity? That's permanent.



Success in this industry is built on grit, late nights, and reliable iron. For a century, Road Machinery & Supplies Co. has been the silent partner behind the hardest-working contractors in the business. As you celebrate 100 years of excellence, we want to thank you for being a pillar of our magazines and a dedicated advocate for the men and women who build our world.

**HERE'S TO THE NEXT CENTURY OF
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A CYCLE OF SERVICE

RMS has heavily invested in its mobile service fleet. These field service trucks — equipped with mobile cranes, diagnostic equipment, and specialty tools — allow RMS to help customers exactly when and where they need it. Whether it is a routine repair in a remote corner of Iowa or a critical emergency on the Iron Range, these trucks bring factory-trained expertise directly to the job site. This expensive infrastructure allows RMS to respond with urgency and minimize productivity disruptions for its customers.

President Russell Sheaffer highlighted the high urgency mentality that drives this fleet. “We expect to respond with a repair plan to be delivered with a quick turn-around,” he said.

Construction projects can be logistically challenging to coordinate, and a single down machine can throw off the timing of all the moving parts. RMS’s timely field service responsiveness ensures these projects stay on track.

“We spend a lot of time developing our organizational capability,” Sheaffer explained. “We need to get our next generation of leaders ready ... identifying opportunities for personal growth, and what training or exposure is necessary for them to accomplish their goals.”

This internal drive to develop talent creates a culture of preparedness that allows RMS to remain agile. Mike described this specific commitment to growth, saying that the “business opportunities for a young manager two years from now may not even exist today.” By training the team to be ready for the unknown, RMS ensures that even as the industry shifts or the company grows, the quality of their support will remain.



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BRIDGING THE TECHNOLOGY GAP

While many large contractors employ their own technology staff, RMS specializes in supporting contractors who lack the internal resources to master emerging tools. Potter and his team function as an extension of the contractor's staff, removing the barriers to entry for advanced machine control.

"We do anything they need to make it successful for them," Potter said.

This support goes far beyond the equipment itself; Potter's team manages drones for site design, builds 3D models, and communicates directly with site engineers to ensure the correct data is in the system. This comprehensive "Smart Solutions" approach means a contractor can adopt the latest technology without needing to hire their own specialists.

By facilitating file conversions between mixed fleets and verifying machine accuracy on site, RMS ensures that the technology drives productivity rather than frustration.

"With machine control, you can get work much more efficiently, and often without the need for additional personnel to check grades and perform other functions," Potter added.



Lead Technology Solutions Expert Chris Potter provides GPS technology training to customers at the Rochester branch in Byron, Minnesota.

FROM TRENCH BOXES TO INTELLIGENT IRON

RMS's commitment to job site safety is a core pillar of the company's operation, bridging traditional physical protection with next-generation technology.

- **U.S. Shoring and Trenching Expansion:** Building on the success of their Texas-based shoring and boring division, RMS is bringing specialized safety equipment — including trench boxes and shoring equipment designed to prevent collapses — to the Minnesota and Iowa markets.
- **Combining Tech and Physical Protection:** While trench boxes remain a vital safeguard, emerging technology is offering new ways to mitigate job site risk. Potter noted that intelligent machines are changing the safety landscape by allowing contractors to record bucket positions and create "as-built" reports, reducing the need for workers to enter hazardous areas.

"You could do a trenching job yourself, instead of having a helper check grade or have somebody down in an unsafe trench," Potter said.



In 2005, U.S. Shoring & Equipment Co. opened in Euless, Texas.

CONGRATULATIONS



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THE SCALE OF MODERN MINING

The clearest example of this is at the Mesabi Metallics mine site on the Iron Range, where RMS is assembling and delivering the first fleet of autonomous-capable 930E haul trucks in the United States. These 400-ton machines carry massive loads, eventually without an onboard operator, communicating via GPS to eliminate human fatigue and maximize production in a 24/7/365 environment.

The scale of modern mining machines can be difficult to fathom. Each truck arrived in pieces, and the hydraulic shovel alone required 14 truckloads to transport from the port to northern Minnesota. These machines represent a leap in safety and efficiency.

"You have to operate at a much higher level," Sheaffer said of the mining support teams. "When a mine needs support, the expectation is an immediate, coordinated response to keep operations running."

To support this, RMS maintains a dedicated presence on site at the mine.

■ The first fleet of autonomous-capable 930E haul trucks in the United States is being assembled at the Mesabi Metallics mine site.



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THE NEXT CENTURY

As RMS enters its second century, Mike anticipates that the company's values will serve it well.

"We'll continue to represent the best products and invest in people and our business so that customers can expect to receive exceptional service from RMS," he said. "From a human standpoint, we will function with integrity and urgency with an eye toward seeing things from the customer's perspective. If we continue to do these things, it will serve us well for a long time."

When future equipment professionals look back 100 years from now, they will not just see a company that reached a milestone; they will see a family of employees that stuck by its customers over generations. This second century is expected to be defined by the same bonds that built the first.

■ Pictured here is the RMS branch in Savage, Minnesota.



THE FUTURE LEADERSHIP



The fourth generation, Matt and Abby Sill (left and center), have taken on roles at RMS and are working alongside their father, CEO Mike M. Sill II (right).

While the company's history is storied, the fourth generation is already at work ensuring the next century is just as successful.

- **Abby Sill, Vice President of Employee Experience and Marketing:** Abby brings a unique perspective from her career in the insurance industry. She applies that experience to make RMS a place to work where people are treated as individuals, not numbers.
- **Matt Sill, New Equipment Manager:** Matt utilizes his background as a turnaround consultant to bring a focus on steady, incremental progress to the business. He believes that consistent, small improvements on a daily basis lead to significant long-term success.
- **Shared Values:** Both are focused on maintaining the open-door, family-first values that have defined RMS since 1926.

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We look forward to many more years of working together to deliver industry-leading attachments and service.



Congratulations to Road Machinery & Supplies Co. on 100 years of distinguished industry leadership.

Epiroc is proud to recognize RMS as a strong and valued partner across your network of locations, reflecting a shared commitment to excellence and long-term customer success.

We honor your century of achievement and look forward to supporting your continued progress in the years ahead.





KOMATSU



100 years of excellence. Here's to 100 more with Komatsu.

Komatsu proudly congratulates Road Machinery & Supplies (RMS) on its 100th anniversary. This centennial milestone is a testament to RMS's enduring commitment to customers, strong values and industry leadership. We are honored to be part of the RMS journey and proud to collaborate to drive innovation through advanced equipment and technology solutions that support customers' evolving needs. We look forward to building on our partnership for many years to come.



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