

UPDATE

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GROUND UP ROAD CONSTRUCTION

Asphalt milling is a specialty of this Seattle firm that works throughout the Pacific Northwest

See article inside . . .

Scott Stultz,
President



WEIST LOGGING, INC.

Business is brisk for this Philomath, Ore., logging company

See article inside . . .

Kevin Weist,
Owner/President

KOMATSU®





Brian Sheridan

**Looking
forward to
2014**

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MACHINERY

Dear Valued Customer:

Like you, we're excited about what lies ahead next year. Economic indicators show a strengthening economy, and construction has been a major beneficiary. Spending hit a four-year high recently, led by a strong rebound in residential construction that includes significant gains in new housing starts. Non-residential construction also continues to do well, and many organizations expect the trend to continue into 2014 and beyond.

Another reason we're looking forward to next year is the upcoming CONEXPO. Held in Las Vegas on March 4-8, it showcases the latest in equipment and technology for the construction industry. As always, the manufacturers we represent, such as Komatsu, will have several innovative new products on display and will feature their world-class product support capabilities. We hope to see you there.

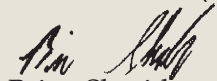
While new products are always exciting, sometimes purchasing a used piece makes perfect sense. In this issue of your Modern Machinery *Update* magazine, there's an informative article about Distributor-Certified used equipment available through Komatsu ReMarketing. These thoroughly-inspected machines offer a great alternative to new equipment.

Remember incentives are still available for purchasing equipment this year. Fifty-percent bonus depreciation on most property placed in service before 2014, and extended Sec. 179 expense levels of \$500,000 with a phase-out beginning at \$2 million is still in effect.

Used or new, we can service your equipment, and encourage you to contact us about special incentives that may apply to parts and repairs on your machinery during the coming months. In some instances, subsidized financing may be available. Contact us for further details.

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

Sincerely,
Modern Machinery



Brian Sheridan
President



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Eugene, Oregon
4610 Cloudburst Way
Eugene, OR 97402
(800) 826-9811
(541) 688-7321
Fax: (541) 689-5429

Portland, Oregon
5241 N.E. 82nd Ave.
Portland, OR 97220
(800) 950-7779
(971) 222-1710
Fax: (503) 255-1553

Missoula, Montana
101 International Way
Missoula, MT 59808
(800) 332-1617
(406) 523-1100
Fax: (406) 523-1117

Kalispell, Montana
3155 Highway 93 S.
Kalispell, MT 59901
(800) 434-4190
(406) 755-5540
Fax: (406) 756-0006

Billings, Montana
7850 S. Frontage Rd.
Billings, MT 59101
(800) 735-2589
(406) 252-2158
Fax: (406) 252-1165

Pocatello, Idaho
2666 Garrett Way
Pocatello, ID 83201
(800) 829-4450
(208) 233-5345
Fax: (208) 235-9658

Boise, Idaho
1257 West Amity
Boise, ID 83705
(800) 221-5211
(208) 336-8570
Fax: (208) 336-8616

Twin Falls, Idaho
2735 Tucker Ct., Suite C
Jerome, ID 83338
(800) 541-0754
Fax: (208) 324-8034

Seattle, Washington
22431 - 83rd Ave. S.
Kent, WA 98032
(800) 669-2425
(253) 872-3500
Fax: (253) 872-3519

Spokane, Washington
4428 E. Trent Ave.
Spokane, WA 99212
(800) 541-0754
(509) 535-1654
Fax: (509) 534-6741

Rochester, Washington
19444 Ivan St.
Rochester, WA 98579
(800) 304-4421
(360) 273-4284
Fax: (360) 273-4290

**Spokane Machinery
(A Modern Machinery Company)**
4428 E. Trent Ave.
Spokane, WA 99212
(800) 541-0754
(509) 535-1576
Fax: (509) 534-6741

Magadan, Russia
79 Rechnaya St., Suite 1
Magadan, Russia 685021
011-7-41326-99281 or
011-7-41326-99298
Fax: 011-7-41326-77761

Yuzhno-Sakhalinsk, Russia
Dorofinaya St. 11, Office 1
Yuzhno-Sakhalinsk, Khamatubo Area, Russia
011-7-4242-469050
011-7-4242-469051
011-7-4242-469052

Petropavlovsk-Kamchatsky, Russia
Zerkalnaya St. 49
Petropavlovsk-Kamchatsky, Russia 683000
+7 (4152) 45-45-59

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GROUND UP ROAD CONSTRUCTION

Asphalt milling is a specialty of this Seattle firm that works throughout the Pacific Northwest



Scott Stultz,
President

In a relatively short period of time, Ground Up Road Construction has become one of the Pacific Northwest's leading asphalt milling, pulverization and soil-stabilization firms. Ground Up's predecessor, M & M Road Recycle, had been around since 1993, doing primarily pulverization and stabilization work. The company added small-scale milling in about 2005 at the urging of then-superintendent Scott Stultz. In 2008, Stultz and his wife, Susan, purchased M & M and renamed it Ground Up.

"Our timing wasn't great," admitted Stultz. "Shortly after we opened our doors, the global financial crisis hit and work dried up almost overnight. We were scared because we'd put everything we had into the business. We had to find a way to survive so we went hard into milling because that's one of the few sectors of the construction economy that was growing.

"As a result, milling makes up a majority of our business today," he noted. "We work on airports, roads and parking lots – no job is too large or too small. We enjoy what we do. We like challenges. And we take great pride in giving customers a quality job done right and done on time. Although they're always fast-track projects, we love airport work because there's no traffic to contend with, so we can run wide open with nothing to slow us down."

Ground Up Road Construction has milled dozens of airports throughout the Pacific

Northwest including Spokane International, Boise Airport in Idaho and Seattle-Tacoma International Airport.

"Sea-Tac, in early 2009, was our first big job and still the biggest job we've ever done," said Stultz. "It was 300,000 tons of material. In places, the runway was almost four feet thick. There were huge liquidated damages and an expedited schedule. We had bid aggressively because we needed the work, so we had a lot riding on it. The fact that we completed it successfully earned us a reputation as a 'can-do' milling company."

Skilled, professional employees

Today, Ground Up has about 35 employees. In addition to the Stultzes, key personnel include Technical Engineer and Lead Estimator Todd Brownson and Shop Foreman Guyle Rude.

"Our strength as a company is our employees," said Susan Stultz, Ground Up's Controller, who runs the financial end of the family business. "Our field personnel are passionate and proud of what they do. You can teach skills but you can't teach attitude. Our guys are skilled professionals who have the right attitude. They do whatever it takes to complete a quality job on time and on budget.

"And Scott is a big factor in our success, too," she added. "I think his 'get-it-done' attitude rubs off on our employees, who respect him because he's typically out there with them. He also has a good vision as to where the next opportunity may lie, so we stay busy. As a result, we have very little turnover, which in turn, makes us more effective and more efficient."

Wirtgen mills and Modern support

To help its crews accomplish milling jobs quickly and efficiently, Ground Up Road Construction has three Wirtgen mills: a W 1200, a W 2200 and a W 210i.

A Ground Up Road Construction crew uses a Wirtgen W 2200 as part of a runway reconstruction project at Paine Field Airport in Snohomish County.





Airport work, such as this runway reconstruction at Paine Field, is a specialty of Ground Up Road Construction. Here, a Ground Up crew uses the company's new Wirtgen W 210i to mill off the old runway. "The W 210i is an awesome machine with amazing fuel economy," said President Scott Stultz. "In a test we ran, it used 50 gallons less fuel per day than a competitive unit."

"The 1200 is our oldest and smallest mill," said Scott Stultz. "In fact, I bought it before I bought the company, and leased it to M & M. It's probably 12 or 13 years old now, but it still works every day and runs great. The W 2200 is our largest mill, and we got it in 2009, shortly after the Sea-Tac job, and it's been our 'go-to' large mill ever since."

"The W 210i is our newest mill, and it's been an awesome piece of equipment," he added. "It's big enough and powerful enough to do large jobs, but offers amazing fuel economy. In a test we ran, it used 50 gallons less fuel per day than a competitive unit. That type of advanced technology, combined with the support we get from Modern Machinery, is why I choose Wirtgen mills."

"We're pleased to call Ground Up Road Construction a customer," said Modern President Brian Sheridan. "We look forward to continuing to partner with Scott and Susan in the years to come."

Growth likely

While he doesn't want Ground Up Road Construction to get too big, Stultz says he anticipates some growth in the years to come. Susan agrees, "I do think there is growth opportunity. We are always assessing what's happening in the larger market, and it's exciting to see how we can fit into that."

"The economy is improving, and that's good. I think milling will remain strong for the foreseeable future. I personally would like to



Ground Up mill operators Jeremy Huntley (left) and Mike Stultz, Scott and Susan's son.



(L-R) Ground Up Road Construction Owners Susan and Scott Stultz meet with Modern Machinery Sales Rep Mike Foote. "Mike and everybody at Modern have been great partners," said Stultz. "We appreciate the support they provide and the way they stand behind their products."

see us do more reclaiming because I love the green aspect of it," said Stultz. "But the key is this: whatever work we take on – reclaiming, milling, pulverizing or stabilizing – we have to provide the best service and the best final product for our customer. I believe we do that now. If we continue doing that consistently, I'm optimistic about what lies ahead for our company." ■

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WEIST LOGGING, INC.

Business is brisk for this Philomath, Ore., logging company



Kevin Weist,
Owner/President

Kevin Weist has been a logger all his life. When he was a teenager, he started working for his dad, who took over a logging company in 1982. Back in the days before dangle head processors and stroke delimiters, Kevin was setting chokers and working his way up in the company. In 1990, he bought Weist Logging, Inc. from his dad and has run it ever since. Through the years, he's definitely seen the ups and downs of a volatile industry.

"Logging is directly dependent upon the strength of the economy," he noted. "When the economy is growing, especially housing and other development-related building growth, our product is in demand. When

the overall economy is slack, we slow way down."

When Kevin took over Philomath, Ore.-based Weist Logging, the company was down to one yarder side, which is a crew of about eight men. He expanded the business to more than 50 employees before the financial crisis caused the bottom to fall out of the economy in 2008-2009.

"We quickly scaled back to survive the recession, which claimed a lot of loggers," he noted. "It's taken awhile, but this year, finally, we've seen business pick up fairly significantly. Today, we're running two yarder sides and two shovel sides. Since there aren't as many logging firms as there used to be, we could be doing even more work if we could find qualified employees. But the industry has been down for so long, there aren't a lot of young people who have any logging experience. That's a concern for our industry in the mid- to long-term future."

Veteran employees do quality work

While a shortage of loggers may prove to be a significant problem in 10-20 years, for the time being, Weist relies on a highly experienced team led by Operations Manager Rocky Sapp, Logging Superintendent Bill Olsen and longtime operators Ben Olsen, Dennis Hendrix and Don Miller. Weist's son Justin is also a key employee.

"Those guys have been with me for many years," said Weist. "Everybody who works here is important to our success. Today, most of our jobs are harvesting for Weyerhaeuser, which hires us because of our reputation and

Weist Logging is headquartered in Philomath, Ore., just west of Corvallis.



history with them. We've been around a long time, we're price competitive, and we do a good job. We're in demand because of our productivity and the quality of our work — and that comes from having top field guys."

New Komatsu PC390 log loader

With business growing, Weist Logging was in the market for a log loader last spring. They decided on the new Komatsu PC390LL.

"Modern had it at a logging show, and one of the first things we noticed was the heavy-duty undercarriage, which is a real plus in logging," said Weist. "Overall, it was just a very impressive looking machine. We talked to Matt Pappin (Eugene Branch Manager) about it. It was brand new, almost a prototype, but he agreed to bring it out for us to demo."

"They brought the PC390LL to one of our sites, and we put a veteran operator on it and he loved it," said Operations Manager Rocky Sapp. "The track is a little shorter so it's easier to maneuver around stumps and logs, and it offers excellent ground clearance."

"Despite the shorter track, it's very stable," said Operator Don Miller. "That's the most important thing to me because we're often on steep ground, and I don't want it to roll over. I also like that it's smooth and powerful."

"In addition to the quality of the machine, the support we get from Matt and everybody at Modern is crucial," said Weist. "Guys like Service Manager Rich Dupuis, Parts Manager Dale McElroy and Logging Specialist Mike Revis – we count on all of them to be there for us, and they are. Modern is an excellent partner to Weist Logging."

"We're pleased that Kevin chose the Komatsu PC390LL," said Modern President Brian Sheridan. "All of us at Modern look forward to working with him in the years to come."

Phone keeps ringing

Overall, economic growth in the country hasn't been as robust as anybody would like, but it's significantly better than it was three or



Don Miller is the primary operator of Weist Logging's new Komatsu PC390 log loader. "It's got a shorter track so it's easy to maneuver, but still very stable, which is important since we're often on steep ground," said Miller.



Operations Manager Rocky Sapp (left) and President Kevin Weist work closely with Modern Machinery personnel from Eugene including Branch Manager Matt Pappin. "The support we get from Matt and everybody at Modern is crucial to our success," said Weist. "Modern is an excellent partner to Weist Logging."

four years ago. As long as nothing unforeseen comes along, the economy is expected to continue to improve next year and beyond.

"For Weist Logging, things are pretty good," said Weist. "We're set for the rest of this year, and we already have a full year for 2014 – and the phone keeps ringing. We've had a lot of calls from companies wanting us to work for them. Finding jobs is not an issue right now. The question is how far do we want to travel and how are we going to staff it? Ideally, I'd like to put another yarder back to work. If we can find a crew, we'll probably try to do that next year." ■



Justin Weist,
Hook Tender

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HOW MUCH GAS TAX DO YOU PAY?

Americans need to be educated on infrastructure and its funding

Americans are largely clueless about how much they pay in gas taxes, according to a new poll released by the American Road & Transportation Builders Association.

When asked how much the average household pays in state and federal fuel taxes, 63 percent of respondents said they either don't know or estimated the total amount at more than \$100 per month. According to Federal Highway Administration data, however, the average U.S. household pays \$46 per month based on the current gas tax of 18.4 cents per gallon.

While 9 percent of those polled responded in the correct range (\$40 to \$59), infrastructure advocates are troubled by the public's unfamiliarity with the critical element of the infrastructure funding debate. Before expiration of the current highway bill (MAP-21) on Sept. 30, 2014, Congress must find new revenue streams, either through a politically difficult gas tax increase or another financing mechanism, to maintain the solvency of the Highway Trust Fund (HTF).

Fortunately, the poll also revealed most Americans believe the federal government should play an integral role in infrastructure investment; 74 percent of respondents supported this philosophy, while 20 percent disagreed.

Raising public awareness

Pro-infrastructure lawmakers and transportation industry organizations are working to raise public awareness of the federal government's vital role in infrastructure investment and why Congress and the administration must work together to find a long-term solution to maintain the solvency of the HTF for decades to come.

A recent AED-funded report by researchers at William & Mary University projected a \$365 billion shortfall for the HTF over the next two decades (assuming spending levels and revenue streams stay the same). That same study found that restoring the gas tax's purchasing power to what it was in 1993 (the last time it was increased) by raising it to 25 cents per gallon and indexing it for inflation going forward would eliminate that deficit and generate an additional \$167 billion for roads, bridges and transit. ■



Christian Klein,
AED Vice
President of
Government
Affairs

A recent poll by the American Road & Transportation Builders Association revealed that few Americans know how much they actually pay in gas tax. A large percentage believe the federal government should play an integral role in infrastructure investment, which is largely funded by the current 18.4-cents-per-gallon federal tax.



FIND & RETAIN GOOD EMPLOYEES

Growth in construction highlights the shortage; here are suggestions to help solve the problem

Recent reports show that growth in the construction industry continues to outpace the overall economy. In fact, construction spending hit a four-year high in July, according to a U.S. Census Bureau analysis.

From July 2012 to July 2013, nearly \$1 trillion was spent on construction. Private residential work led the way with a 17-percent increase compared to the previous 12-month period. Within that market, single family construction was up 29 percent and multifamily was up 39 percent.

Economist Ken Simsonson, with The Associated General Contractors of America (AGC), expects the residential trend to continue for the foreseeable future, but he's not so bullish on other sectors. "Private nonresidential spending will be very uneven,

and public construction spending remains threatened," he predicted.

Private nonresidential construction did show some growth during the same time as housing, with an overall 2-percent gain. Within this sector, lodging saw a 33-percent boost, warehouses 11 percent and power 5 percent. Public construction is up somewhat as well, in part due to funding from the last highway bill. However, that legislation runs out in September 2014.

This upward trend in activity is having some positive effect on construction employment. From August 2012 to August 2013, 35 states added jobs, one state remained unchanged, and 14 others lost jobs.

"While we would like to see even more robust growth, it is encouraging that most states have a larger construction work force today than they did a year ago," said Stephen Sandherr, Chief Executive Officer for AGC. "It will take a lot more growth, however, before construction employment levels return to their pre-recession levels in most places."

Even with robust growth, employment levels may never reach where they were before the financial downturn a few years ago. Because of the recession, several thousand workers left the field, and many laid-off workers either retired or left construction altogether to find other employment. However, prior to the recession, the construction industry was still struggling to find workers. Statistics showed that the market needed 180,000 new workers just to keep pace with production levels at the time. Today, the market would need to replace almost 100,000 jobs a year to rebuild the work force.

On-site help such as carpenters, equipment operators and laborers are the hardest jobs to fill, according to an AGC report that highlights the shortage of workers in the construction industry. The report also shows that 86 percent of respondents expect finding qualified craft workers will remain difficult or get harder.





Construction spending hit a four-year high in July, according to a U.S. Census Bureau analysis. From July 2012 to July 2013, nearly \$1 trillion was spent on construction, but with the growth comes a shortage of workers such as equipment operators.

A recent AGC report highlights the problem, showing about 75 percent of construction companies can't find the help they need. Nearly 700 businesses participated in the survey, which AGC conducted during the summer of 2013. Another report from the Construction Industry Roundtable estimates a shortage of approximately 2 million workers by 2017. This report also estimates that 17 percent of craft workers will retire during the next few years.

Taking steps to combat stereotypes

According to the AGC report, on-site help such as carpenters, equipment operators and laborers are the hardest jobs to fill. Nearly half of the companies surveyed said trouble finding supervisors, estimators and engineers was a concern, and 86 percent of respondents expect finding qualified craft workers will remain difficult or get harder. The survey also showed that 72 percent of these companies predicted filling professional positions will continue to be a challenge.

"Many construction firms are already having a hard time finding qualified workers

and expect construction labor shortages will only continue to get worse," said Sandherr. "We need to take short- and long-term steps to ensure enough workers are available to meet future demand and avoid the costly construction delays that come with labor shortages."

Organizations and construction companies alike are taking steps to help solve the labor shortage. For instance, 48 percent of businesses are mentoring future workers, 38 percent are participating in career fairs and one-third are supporting high school construction skills academies. Additionally, almost half are offering internships for professionals.

The AGC report also notes that Sandherr urged elected and appointed officials, including Congressional members, to do more to provide opportunities for public school students to participate in programs that teach construction skills. He said skills-based programs offer students a more hands-on way to learn 21st century skills such as math and science, and these types of programs have reduced dropout rates.

Continued . . .

Companies challenged to find qualified workers

... continued

One primary goal is to change negative perceptions of the construction industry. Past surveys have shown the industry ranked as low as 249 out of 250 in terms of possible occupations high school students would choose. Low wages represent a common misconception.

"The construction industry is going to have to get the word out," said Gregory P. Smith, President of Chart Your Course International in a previous article. "Businesses need to actively recruit. They can't just put an ad in the paper anymore and expect to get good results. The military has recruiters that go into every high school in the country to show the benefits it has to offer. The construction industry needs to do the same thing – show students they can make a decent living without going to college."

Positive work environment

As the pool of workers continues to decrease, it's essential for businesses to do everything possible to retain current employees. Keeping those employees not

only builds an experienced staff, but it also cuts down on the expense of hiring new employees.

Smith lists key elements to employee retention, which include creating a positive work environment, rewards, recognition, reinforcement, skill development and evaluation.

"Money is an important factor for choosing a place to work, but studies show that most people are willing to accept less pay if they have a workplace where they feel they have input and their ideas are listened to," said Smith. "People will, in most cases, stay with a company longer if the quality of their work meets their needs, even though they could make more money elsewhere. If a company can only compete on money, it will never get ahead because people want more than money."

A recent webinar on the AGC website, presented by Dennis Engelbrecht of the Family Business Institute and in conjunction with Performance Roundtable, featured items businesses can employ to "Attract and Retain Top Construction Talent." The presentation listed best practices and steps companies can take such as providing the right amount of compensation and benefits, which include health insurance and retirement, if possible.

Further practices and steps include incentive systems and bonuses such as profit sharing. An attractive culture and work environment with teamwork and collaboration, career growth, leadership development and opportunity for ownership were also cited as ways to better retain employees.

"You have to keep in mind as an employer that your good employees always have options," said Smith. "But by treating them right and demonstrating that you value them, you stand an excellent chance of being able to hire and keep the best people. And the word gets around – those workers will tell others, and suddenly you have a large number of people knocking on your door wanting to work for you." ■

As the pool of workers continues to decrease, it's essential for businesses to do everything possible to retain current employees. Experts say a positive work environment and recognition are among key reasons why employees continue to stay with a company.



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D61i-23: A REVOLUTION IN DOZING

New *intelligent Machine Control* dozers maximize production, lower costs with fully automated blade control



Jason Anetsberger,
Product Manager,
Intelligent Machine
Control

Komatsu's exclusive *intelligent Machine Control* (iMC) is a fully integrated, factory-installed, 3D machine control system.

It provides automatic grading from start to finish and is designed to increase productivity while reducing material costs.

When contractors started using 3D machine control, they quickly realized the efficiency and productivity advantages the systems provided, including reduced operating and material costs. Komatsu takes the technology to the next level with the introduction of its first *intelligent Machine Control* dozers, the D61EXi-23 and D61PXi-23.

"Dozers equipped with conventional aftermarket 3D machine control are easy to spot on the jobsite, because they're the ones with a mast or masts attached to the blade and cables running from a mast to the cab," explained Jason Anetsberger, Product Manager, Intelligent Machine Control. "Komatsu eliminated those by integrating the 3D machine control technology into the machine, with sensors located in the cylinders and a cab-top antenna. Unlike traditional machine control systems, Komatsu's *intelligent*

Machine Control is fully integrated and factory-installed."

Components of the integrated *intelligent Machine Control* system include robust stroke-sensing hydraulic cylinders and a chassis-mounted enhanced inertial measuring unit, as well as the cab-mounted antenna and in-cab control box. Designing the GPS components into the machine improves durability, and the cab-top antenna provides accurate surface data by measuring actual elevations as the dozer continuously tracks during operation. The system measures progress in real time.

Seamless mode switches

The *intelligent Machine Control* D61i-23 dozers provide automatic blade control from rough cut to final grading. Inside the cab, an easy-to-use operator interface uses design files and interacts with the dozer's machine-system controls, including blade control – the D61i comes standard with a power-angle-tilt blade – and tractive-effort management. As the dozer approaches final grade, it automatically and seamlessly switches from rough dozing to finish grading.

"Typically, users rough cut to within a few inches of final grade before turning on the automatics of their machine control system to get to final grade," said Anetsberger. "That's because if the operator uses traditional machine control in automatic during rough cut, the machine tries to push or cut too much material, and, inevitably, the tracks slip. That can reduce productivity, cause unnecessary wear on the tracks, increase fuel usage and increase overall owning and operating costs.

"We're reducing or eliminating those issues with the D61i," he added. "During rough cut, if



The integrated *intelligent Machine Control* system features stroke-sensing cylinders and a cab-top antenna that eliminate the traditional mast(s) and cables associated with 3D machine control. Operators can also select modes to match material conditions.



▶ VIDEO

Brief Specs on *intelligent Machine Control* Dozers

Komatsu's new D61i-23 dozers provide grade control from rough dozing to finish grading. The integrated 3D machine control system automatically raises and lowers the blade to provide maximum production with reduced track slip and better fuel efficiency.

Models	Net Hp	Operating Weight	Blade Capacity
D61EXi-23 D61PXi-23	168 hp	39,441-41,381 lbs.	4.5-5.1 cu. yds.

the system senses the blade has excess load, it automatically raises to minimize track slip and maintain forward momentum. The blade also automatically lowers to push as much material as possible, so it's designed to maximize production under all situations."

The advantages of the new Komatsu *intelligent Machine Control* dozers are significant, with field tests showing efficiency improvements of up to 13 percent compared to conventional aftermarket machine control systems, depending on factors such as operation and conditions.

"Machine owners can realize those benefits even with less-experienced operators," said Anetsberger. "Operators can make changes through a simple touch-screen control box. To ensure maximum productivity and efficiency, they can adjust machine control settings from presets to allow for material conditions. Four dozing modes – cut and carry, cutting, spreading and simple grading – are available, along with light, normal and heavy load modes."

Anetsberger noted that the new technology has similarities to traditional aftermarket machine control systems. "Customers' base stations and project design files are still necessary to operate the new D61i dozers. In addition to the unique

benefits of the D61i-23, all of the key benefits of conventional machine control remain, such as less staking and lower surveying costs."

100-percent Komatsu supported

Not only does the customer benefit from the improved efficiency and durability of the D61i-23's integrated machine control system, but also from the service and support aspect. Komatsu and the local Komatsu distributors fully support the factory-installed *intelligent Machine Control* system. The customer can rest assured that Komatsu is 100-percent behind both the base machine and the on-machine *intelligent Machine Control* technology.

"As with other Tier 4 Interim machines, the D61i-23 dozers are backed by Komatsu CARE, which provides complimentary scheduled maintenance and complimentary KDPF exchanges. In addition, each Komatsu distributor will have a dedicated Technology Solutions Expert (see related story) whose responsibilities include initial calibration of the machine and ongoing support. Our extensive field testing shows these intelligent dozers can make any user productive and efficient, and we encourage anyone looking for that to demonstrate one." ■



Go online or scan this QR code using an app on your smart phone to watch the D61PXi-23 dozer in action.

Komatsu distributors' staff support new technology

... continued

Technology Solutions Experts ready to help you deploy 3D machine control systems

When buying a new machine, confidence comes in knowing that the distributor and manufacturer will stand behind it with strong support. That's always the aim of Komatsu, and it's taken additional measures with the introduction of its new *intelligent Machine Control* D61i-23 dozers.

"The D61i dozers feature fully integrated, 3D machine control components that Komatsu factory installs," said Ron Schweiters, Product Marketing Manager of Komatsu's recently formed Intelligent Machine Control Division. "Our iMC Division goals include making equipment owners and operators aware of technology, such as 3D machine control systems, that is proven to lower owning and operating expenses by increasing productivity and reducing material costs."

Komatsu's new *intelligent Machine Control* dozers build on those attributes with an integrated system that eliminates the mast, or masts, and cables associated with conventional, aftermarket

3D machine control grading systems. The D61i-23 dozers instead have a cab-top antenna, stroke-sensing cylinders and a chassis-mounted enhanced inertial measuring unit, among other items. All were designed to exacting standards with durability in mind.

"Whenever new technology is introduced, there's a bit of trepidation, and we want to take that away by letting customers know we're fully prepared to back those machines," said Mike Salyers, Product Marketing Manager, iMC. "One way we're doing that is through dedicated Technology Solutions Experts (TSE). The TSE plays a key role in helping customers understand the technology and how they can implement it into their fleets."

Part of the support they provide is the initial calibration of the new *intelligent Machine Control* machines. TSEs have spent numerous hours training to make this critical step go smoothly. Once calibrated, the machines are ready to work,

providing automated blade control from initial rough cut to final grade.

"From that point, the D61i dozers work much like traditional dozers, communicating with the user's own machine control base unit and design files," said Salyers. "The TSEs can help with these steps, too, by working with operators to dial-in the project, select proper modes based on site and material conditions and maximize productivity and fuel economy. They can also support traditional machine technology." ■



Komatsu distributors now have Technology Solutions Experts, whose role is to provide initial setup of the new D61i-23 dozers, along with ongoing support. They've spent many hours training to ensure customers' technology needs are met.

Innovative. Integrated. Intelligent.



D61i-23

Next Generation Machine Control

No Masts

No Cables

No Connections

Factory installed Intelligent Machine Control —standard on the new D61i-23.
Automated dozing —1st to last pass with finish grade performance.
Intelligent blade assistance minimizes track slip and improves efficiency.

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Scan here to see the video.



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Customer Care

From Komatsu - The Product Support Experts



A photograph of two men in a workshop setting. The man on the left wears a white hard hat and a light-colored short-sleeved shirt. The man on the right wears a yellow hard hat and a light blue short-sleeved shirt with a 'KOMATSU' name tag. They are both looking at a tablet held by the man in the yellow hard hat. In the background, there is a yellow piece of heavy machinery with a 'DANGER' warning sign. A 'KOMATSU CARE' logo is overlaid on the bottom right of the image.

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EXPANDED REMARKETING INVENTORY

Komatsu increases its offering of quality Distributor-Certified used equipment

In 1999 Komatsu formed its ReMarketing Division to offer quality Distributor-Certified used equipment. Since then, hundreds of contractors throughout North America have taken advantage of these lower-cost alternatives to new equipment.

"We continue to see contractors turning to the rental and used equipment market to augment their fleet so they're not tying up their capital in new machines," said Lee Haak, Director, ReMarketing, which is now a part of Komatsu's Rental and ReMarketing Division. "Komatsu's aim is to offer customers the highest-quality used machinery in the industry, and we've made a concerted effort to expand our organization to meet that goal. For instance, Komatsu employs ReMarketing regional managers (featured on next page) to work directly with Komatsu distributors. ReMarketing has also trained more than 1,000 Komatsu-certified evaluators at our distributors."

Those evaluators do more than just take a cursory glance at a piece of used equipment to determine its resale value. Each machine is put through a thorough, 200-step evaluation process that checks machines from stem to stern. This process includes measuring items such as the undercarriage on a bulldozer. Any item not meeting Komatsu standards is clearly identified.

"We strive for consistency in our evaluations no matter who does it or where it's done," said Haak. "That's important for two reasons. One, buyers know exactly what the condition of the machine is and what's been done to it, as opposed to buying a machine at auction or through another source. Two, if they buy from outside their geographic region, they can trust in the machine's condition without investing time and money to physically go look at it."

Web site available

Haak noted that ReMarketing customers have a large variety of needs. "Some buyers want a machine that's had everything replaced, and others want a fixer-upper that they can buy in the fall and have their mechanics work on during the winter. One contractor may want a used excavator to start a new business, while another is looking for a quality, older wheel loader to park at a gravel pile where they occasionally pull material. We can accommodate practically any need because we have a vast network of inventory available."

Those interested in used equipment will often find certified ReMarketing machines through their local distributor, according to Haak. "That should be the first place they check. Our Web site that's dedicated to ReMarketing machines is also available at www.komatsuused.com. The Web site allows customers to search by machine and category and has listings from across our distributor network. Information on the Web site includes condition, asking price, location and contact information for each machine."

Continued . . .



Lee Haak,
Director,
ReMarketing

To view available distributor-certified used pieces available through Komatsu ReMarketing, visit www.komatsuused.com.

Used equipment available through Komatsu's Rental and ReMarketing Division is Distributor-Certified, so buyers know the condition of the machine and what has been repaired. "Buying a ReMarketing machine can be a great low-cost alternative to a new purchase," said ReMarketing Director Lee Haak.

Komatsu offering a lower-cost alternative to buying new

... continued

Many Komatsu ReMarketing machines also qualify for subsidized financing, and warranties are available for purchase. "No other manufacturer does it like we do," said Haak. "We're flexible when it comes to

warranties. For example, someone may want a 90-day warranty. Komatsu will do that. If a customer wants a warranty, we'll work with them to purchase one for up to six years and 8,000 hours." ■

Meet Komatsu ReMarketing's Management Team



Lee Haak,
Director, ReMarketing

Lee Haak has been with Komatsu for 33 years and Director of ReMarketing during the past seven years. He's overseen the ReMarketing division's expansion throughout North America and recently into Latin America. Haak is one of two management members who covers the United States as part of its regional management team. "Buying a new piece of equipment isn't always necessary or the best option. ReMarketing machines can offer a lower-cost alternative, and buyers know right up front the unit's condition and what's been repaired. It's a solid alternative."



Ken Van Zanten,
Regional Manager -
ReMarketing Division

Kent Van Zanten is ReMarketing's other United States Regional Manager, covering the Northeast and Midwest. Van Zanten has been with Komatsu for nearly 20 years, the last nine with the ReMarketing Division. "Komatsu is synonymous with quality and has a strong dealer network that's invested in customer success. ReMarketing adds to that by providing good-quality, used machines that can help users build their business in a cost-effective way. Customers can also buy with confidence knowing that they will be backed by Komatsu's world-class parts and service support."



Josh Alters,
District Manager,
ReMarketing

Josh Alters joined the ReMarketing team two years ago as a Regional Manager for Canada after 11 years with Komatsu Financial. "Customers have the assurance that machines certified through their Komatsu distributor have been thoroughly inspected and are ready to work. If they view a used unit through their distributor's Web site or our ReMarketing site, they can be confident it will be delivered as represented, with no surprises."



Mario Muxe,
Regional Manager,
Mexico and Latin
America

Mario Muxe covers Mexico and Latin America and has been with Komatsu for 20 years. "I started handling ReMarketing exclusively about three years ago, and what I've found is that customers appreciate that we offer a solid alternative to new machines. Added value comes in knowing that we'll support it with OEM parts and well-trained distributor technicians."



Lauri McNulty,
ReMarketing,
Business Analyst

Lauri McNulty is ReMarketing's Business Analyst and handles data and marketing, including posting certified machines to the division's new komatsuused.com Web site. "ReMarketing has grown considerably during the 10 years that I've been with the division. We have more than 2,000 machines up on our site with pictures, condition and inspection reports upon request. Soon that will include a mobile app. It's a terrific resource for researching what ReMarketing has available."

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NEW ATTACHMENTS

Increase productivity in rock excavation and demolition with Xcentric™ Rippers

If your list of services includes rock excavation and/or demolition, you're always looking for increased performance and production output with lower maintenance costs and less downtime. You can get those benefits with Xcentric™ Ripper attachments.

Nine models are available for seven- to 150-ton excavators, and all were developed with Xcentric's patented Impact Energy Accumulation Technology, which features amplified eccentric gears and enables efficient rock breaking and demolition. It provides high production in even the most severe conditions, and it can be an economical alternative to drilling and blasting in areas where that may not be possible or is limited.

"The unique design provides greater energy and force than traditional hydraulic breakers," said Rob Brittain, Product Manager, Specialty Attachments with Hensley Industries (a Komatsu company). "That patented technology increases the speed and the blows per minute. Depending on size, it could be up to 1,500 bpm."

Xcentric Ripper attachments have two- to five-times higher production rates in most applications and conditions, according to Brittain. "There are a wide range of uses, from trenching in rocky applications to demolition and underwater use, as well as quarries and tunnels. There is an Xcentric Ripper that will suit nearly every need."

Built for durability

Xcentric Rippers are made with wear-resistant steel for long life, and have a simple structure for ease of maintenance and durability. Adding to Xcentric Ripper's durability is a closed-energy chamber that keeps the attachment virtually free

of dust, water and other potential contaminants, even in underwater applications. That helps ensure lower maintenance and repair costs normally associated with severe working conditions.

"Other key benefits include minimal wear-parts consumption and maintenance, with no daily lubrication required; long-life components; less fuel and emissions per ton; easy operation; and increased operator comfort with low-noise performance on par with that of using a bucket," said Brittain, noting the rippers work with competitive brands as well as Komatsu. "We encourage those who do these types of work to consider an Xcentric Ripper. I believe they'll see a noticeable difference in increased production and lower maintenance costs." ■

Xcentric Rippers feature patented Impact Energy Accumulation Technology with amplified eccentric gears that enables efficient rock breaking and demolition. It provides high production in even the most severe conditions, and it can be an economical alternative to drilling and blasting in areas where that may not be possible or is limited.



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NEW PROGRAM REDUCES COSTS

Komatsu offers incentives and financing to help you make needed repairs now

For many construction companies, the winter months are a time to take stock of and make critical repairs to equipment in order to ensure it's ready for the next season. Among those critical repairs are major items such as hydraulic or drive train overhauls and engine rebuilds, which are designed to bring machines back to like-new performance.

Although repairs can be costly, delaying those repairs can lead to unexpected downtime and higher lost-time costs. Komatsu recognizes this, so it is participating in and supporting distributor incentives for major machine repairs using new and Komatsu Reman parts. Additionally, Komatsu recognizes that it can be difficult to pay in-full for the needed repairs, so they are also providing attractive financing for qualified customers, including zero-percent financing for 12 months and no payments for 90 days through Komatsu Financial.

"We understand that there are a variety of reasons for putting off needed repairs, but doing so could put you at risk for significant downtime when a machine is most needed," said Glenn Schindelar, Senior Marketing Manager. "Komatsu is committed to finding solutions to help ensure those larger repairs get done now so that our customers' machines are running at peak performance when it's time to go to work. This is a way to do that at a reasonable cost that can either be paid for outright or financed over a period of months."

To take advantage of this program, repairs must be done by Modern Machinery's Komatsu-certified technicians either in the shop or on the field. All parts carry a one-year, unlimited hours warranty.

"Having the work done by Komatsu-certified technicians offers peace of mind that it's done right, and having a warranty provides added

value," said Schindelar. "We encourage those considering repairs to check out their distributor incentive programs and financing to see if it's right for them. We find that customers who take advantage of specials like these tend to greatly benefit."

Schindelar cited examples, such as a sand and gravel company that was having a difficult time affording the upkeep of its machines during the economic downturn. The company fixed what it could, but a more comprehensive solution was required. Using the local distributor's incentive program, combined with zero-percent financing through Komatsu Financial, the company was able to put one machine back into proper working order. Because the program worked so well, the company decided to finance repairs on two additional machines. This one customer, and many others like him, was able to completely repair his machines and have them totally ready for full production without impacting his short-term cash flow.

"We have many similar stories where customers used an incentive program and financing to lower their cost and manage their payments, so they were able to repair their machines without a major impact to cash flow," said Schindelar. "It showed them that Komatsu and their distributor were committed to their success." ■



Glenn Schindelar,
Senior Marketing
Manager

Komatsu is participating in and supporting dealer incentive programs with discounts on new and Komatsu Reman parts used to make major repairs. Komatsu is also providing attractive financing options for qualified customers, including zero-percent financing for 12 months and no payments for 90 days through Komatsu Financial.



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BUILDING LASTING RELATIONSHIPS

Ed Powers says listening and the “gemba” philosophy lead to improved equipment performance and product support

QUESTION: The initial push for Tier 4 Final machines begins soon. Is Komatsu ready?

ANSWER: Most certainly. As government emissions regulations mandate, we will be introducing our Tier 4 Final products in 2014. As of now, we haven't announced which models are included, but when you visit our booth at ConExpo in March, you will see our introductory-line machines. Komatsu's introduction of Tier 4 Interim machines proved to be very successful, and we expect similar results with our Tier 4 Final machines.

QUESTION: Why were the Tier 4 Interim machines so successful?

ANSWER: Komatsu CARE was one of the major factors in the success of our Tier 4 Interim machines. Prior to their launch, we listened to our customers' concerns relating to this new technology. Their primary concerns were reliability and maintenance. Based on that, we created Komatsu CARE – a complimentary package for all our Tier 4 machines, which provides factory-scheduled maintenance for the first three years or 2,000 hours, whichever comes first, and includes up to two Komatsu Diesel Particulate Filter exchanges. In addition to addressing the required government mandates and supporting our customers' Tier 4 Interim concerns through Komatsu CARE, we also improved the overall efficiency of our products, especially when it came to fuel usage.

A good example of improved efficiencies is our D61i-23 dozer, the next generation of machine-control technology and the first *intelligent Machine Control* (iMC) model in the North American market. It provides automated blade control from rough-cut to finish grading, and it is setting a standard by changing the traditional mast- and cable-aftermarket systems. We plan to introduce more dozer-model sizes

Continued . . .



Ed Powers, Vice President and General Manager, Construction Equipment Division & General Manager, Northern Latin America Division.

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.

This year marks Ed Powers' 25th anniversary with Komatsu. He has served as Vice President and General Manager, Construction Equipment Division for the past five years, and in January 2012, he increased his responsibilities to include General Manager, Northern Latin America Division. Prior to that, he served as Vice President of Construction Equipment Sales, West Region Construction Equipment Manager, Director of North America Sales Utility Division, Regional Manager of Rental Services, Deputy Regional Sales Manager (NJ) and Finance Field Representative.

"I have witnessed our business evolve during the past 25 years. The level of sophistication and how rapidly technology advances is mind-boggling. This is the advantage Komatsu has over the competition – we are recognized as an engineering leader. Most manufacturers have huge marketing campaign budgets, whereas Komatsu prioritizes its budget into research and development. This is how we can provide our customers with the most technologically advanced product in the market – the D61i-23 dozer," said Ed, who graduated from the State University of New York in 1988 and later earned his MBA at Keller Graduate School of Management in Chicago, Ill.

Most of all, Komatsu understands that manufacturing the most advanced products isn't the sole answer to satisfying customers' needs. In this market you must offer a premium product, but what sets Komatsu apart from its competitors, is providing superior product support and progressive telematics capabilities. It's all about preventive maintenance and being able to control your costs. Komatsu can provide all the necessary tools, no matter the objective. We listen, focus on gemba and deliver."

Ed and his wife, Berta, have been married for six years and have two children, three-year-old Joselyne and eight-month-old Liam.

Komatsu providing more options for its customers

... continued

Gemba: a Japanese word meaning "where things are actually taking place." Komatsu regularly visits customers' jobsites (their gemba) to see first-hand how customers use their equipment. The gemba philosophy is one of the key principles Komatsu applies to demonstrate its commitment to quality and reliability.

Komatsu met emissions regulations with its Tier 4 Interim machines, as well as improved productivity and efficiency that resulted in lower owning and operating costs. Tier 4 Final standards begin in earnest next year.

in the months ahead, and we will have an impressive display of our excavator line at ConExpo.

QUESTION: What else is Komatsu doing to make the customer experience better?

ANSWER: Today's construction-equipment users are much more knowledgeable when it comes to owning and operating costs, and they are fully literate in the world of instant communication. Komatsu continues to elevate its telematics capabilities by incorporating new technology, such as KOMTRAX and our new mobile app, which allows users to view real-time critical machine information on their Apple or Android smart phones or via tablet device. Komatsu customers can also order parts online through eParts and communicate with us via text and email. The next generation of contract owners is here, and we are running right along with them.



Komatsu introduced its new D61i-23 intelligent Machine Control dozers with integrated grade-control technology that provides automated blade control from rough-cut to finish grading. According to Komatsu's Ed Powers, the machines have received rave reviews.



Komatsu strives to know its customers and their specific needs, so we've made a commitment to visit customers' work sites and witness first-hand their work flow. This gives us a true understanding of their needs and helps build long-lasting relationships. The Japanese refer to this visualization process as gemba, and during the past few years, Komatsu has aggressively employed the gemba philosophy. I firmly believe that this has contributed to our success today.

This customer-centric approach is very important to Komatsu. The Tier 4 technology is extremely complex and there is still a steep learning curve for some of our customers. Komatsu and its Distributors are working together to help customers tackle that learning curve more quickly, which is another advantage of Komatsu CARE. During the program's regularly scheduled maintenance visits to customers' jobsites, we have additional opportunities to share KOMTRAX data, visualize their applications and personally ensure that customers are entirely satisfied. Komatsu is committed to being more than just an equipment provider – we are a one-stop-shop solution provider.

QUESTION: What market opportunities exist?

The rental market has always been a good opportunity for growth. That's even more apparent now, as the Construction Equipment (CE) market recovers from one of the worst economic downturns since the Great Depression. Typically the rental market has represented approximately 20 percent of our entire CE demand, but it's currently at nearly 45 percent, and we expect it to remain a dominant segment of our business. Through our Rental and ReMarketing Division, Komatsu and our Distributors are ready to enhance and reinforce our rental presence in the growing market.

QUESTION: You mentioned the CE Market returning to pre-recession levels. How are markets looking today?

ANSWER: During the past several years, the CE market recovery has been fueled by the commercial, infrastructure and rental segments, with much of this growth resulting from increased energy demand. We are very optimistic that as the housing market continues to recover at a long-term sustainable rate, the CE demand will also remain solid, which will invigorate the overall economy. ■

App allows users to alert Congress to infrastructure deficiencies

If you're stuck in traffic or see what you believe is a bridge defect and want to let someone know about it, there's now an app for that. Available free on mobile devices, the "I'm Stuck" app allows users to alert Congress to conditions such as traffic congestion, airport delays, off-schedule busses and more.

Developed by the organization Building America's Future (BAF), the app is designed so users can directly and immediately e-mail their congressional representatives. BAF is a bipartisan coalition of elected

officials dedicated to new investment in infrastructure, which has consistently received low grades through the years from the American Society of Civil Engineers.

"All elected officials, including me when I was a mayor and governor, pay attention to what the public is saying," said former Pennsylvania governor and BAF Co-Chair Ed Rendell. "The public understands the infrastructure problem. The states have demonstrated a willingness to do their part. So, we're calling on Congress to pass a significant infrastructure investment plan." ■

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KOMATSU D155AX-6	SIGMA BLADE, MS RIPPER	80203	2007	3,580	\$317,500
KOMATSU D65PX-16	PAT BLD, A/C, RIPPER	80572	2011	3,297	POR
KOMATSU D65PX-16	ST.BLD, A/C	80530	2011	1,855	POR
KOMATSU D65EX-17	SIGMA BLADE, A/C, MS RIPPER	1049	2011	2,204	POR
KOMATSU D65EX-15E0	SU BLADE, A/C, RIPPER	69760	2007	2,069	POR
KOMATSU D61PX-15	PAT BLADE, A/C	B41185	2007	3,337	POR
KOMATSU D61PX-15E0	PAT BLADE, A/C	B45208	2008	2,741	POR
KOMATSU D37EX-22	PAT BLADE, A/C, RIPPER	60344	2012	299	POR
CAT D11R	FULL U, RIPPER	7PZ00453	2001	30,942	POR

WHEEL LOADERS 					
KOMATSU WA500-6	GP BKT	A92026	2007	9,790	POR
KOMATSU WA500-6	7.3YD, STIKSTR, RADIALS	55023	2006	14,130	\$170,000
KOMATSU WA450-6	5.5YD, RADIALS	A44211	2008	5,854	POR
KOMATSU WA250PZ-6	ECSS, QC, LSD, RADIALS	75290	2008	10,593	POR
CAT 992G	ROCK BUCKET	ADZ00131	2000	39,952	POR
CAT 988H	HI LIFT, 11YD SPADENOSE	BXY02922	2009	10,202	\$419,000
CAT 980K	GP BUCKET	W7K00357	2011	2,338	\$409,500

HYDRAULIC EXCAVATORS 					
KOMATSU PC800LC-8	15' ARM, CTWTRMVR, QC	55215	2009	5,454	\$549,000
KOMATSU PC490LC-10	11' ARM, QC, THUMB	A40050	2011	971	POR
KOMATSU PC450LC-7	15' ARM, BUCKET	K40305	2006	5,986	\$212,000
KOMATSU PC400LC-7E0	13' ARM, QC, AUX. HYDS	65029	2007	5,351	\$245,000
KOMATSU PC360LC-10	10' ARM, QC	A32289	2012	1,081	POR
KOMATSU PC350LC-8	10'A, QC, THM, BKT 433341	A10551	2011	2,106	POR
KOMATSU PC300LC-7	QC, 54" BUCKET	40688	2004	8,819	POR
KOMATSU PC290LC-10	11'6" ARM, QC, THUMB	A25085	2012	1,755	POR
KOMATSU PC228USLC-8	9'6" ARM, QC, THUMB	50903	2012	1,239	POR
KOMATSU PC88MR-8	RDLNR, AC, QC, THUMB, 24"	5994	2012	1,728	POR
HITACHI ZX350LC-3	W/ BUCKET	FF01V7Q050281	2006	7,941	\$75,000
DEERE 350DLC	W/ BUCKET	FF350DX805963	2007	4,183	\$145,500
DEERE 200CLC	BUCKET, THUMB, BUCKET, AUX. HYDS	FF200CX507509	2006	4,711	POR

MOTOR GRADERS 					
KOMATSU GD655-3C	14' BLADE, A/C, MS RIPPER	51262	2006	5,169	POR
KOMATSU GD655-3E0	14' BLADE, A/C, MS RIPPER	51614	2008	1,425	\$230,000
KOMATSU GD655-3E0	14' BLADE, A/C, MS RIPPER	51683	2008	2,628	\$215,000
LEE BOY 785	A/C	78549639	2008	661	\$145,000
CAT 14M	16' BLADE, RIPPER, TOPCON BOX	R9J00259	2011	1,697	\$465,000

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FORESTRY EQUIPMENT 					
TIMBCO 475FXL	BUNCHER, 24B129	CW4C2931091207	2008	6,440	\$125,000
TIMBCO 430FXL	BUNCHER, 22B976	AT4K2966020708	2008	4,958	POR
TIMBCO 445EXL	BUNCHER, 22/360 #22B859	FT4C2721120505	2006	12,300	\$149,500
TIMBCO T445D	BUNCHER, QFH22B22732	FT4C1756042400	2000	7,861	\$165,000
TIMBCO 425EXL	BUNCHER, 22B40 SN22378	AT4C2430091504	2004	8,978	POR
VALMET EX10	370E SN 11392	ET4C2842120506	2006	8,271	\$180,000
KOMATSU PC200LC-7B	PROCESSOR W/ LOGMAX7000	C50371	2004	13,374	\$135,000

ARTICULATED HAUL TRUCKS 					
KOMATSU HM400-2	ARTICULATED	2085	2006	2,498	\$450,000
KOMATSU HM300-2	ARTICULATED W/ TAILGATE	2821	2011	1,813	POR
KOMATSU HM300-2	ARTICULATED W/ TAILGATE	2829	2011	2,237	POR
KOMATSU HM300-2	ARTICULATED W/ TAILGATE	2868	2011	1,263	POR
KOMATSU HD605-7	HAUL TRUCK	7115	2004	15,659	\$285,000
KOMATSU HD605-7	HAUL TRUCK	7125	2004	15,857	\$285,000
CAT 777D	100T HAUL TRUCK	3PR00495	1997	50,198	POR
CAT 777D	100T HAUL TRUCK	3PR00496	1997	51,032	POR

AGGREGATE EQUIPMENT					
ALLIS CHALMERS 48X60	JAW CRUSHER SKID MOUNTED	B-5699			\$349,500
JCI 2650	JAW PLANT W/ 50"X15' FEEDER	411197	2011	500	POR
CEDARAPIDS 2248	CR JAW, 4816 HR FEEDER, 3 AXLE	34045	1975	1	\$95,000
NORDBERG 1560	NORDBERG CONE PLANT	1560331			POR
METSO HP400	REBUILT METSO CONE, BARE	HP400489		1	\$250,000
METSO HP300	PORTABLE METSO CONE PLANT	127096	2010	682	POR
METSO HP300/6203	CLOSE CIRCUIT PLANT	PCS339111	2011	1	POR
CEDARAPIDS RC54-2	CONE, 2 AXLE CHASSIS	51185		1	POR
JCI FT2650	PIONEER TRACK MOUNT JAW	412081	2012	655	POR
JCI FT2650	PIONEER TRACK MOUNT JAW, MAGNET	411481	2012	1,723	POR
METSO LT106	METSO JAW CRUSHER, TRACK MOUNT	76775	2012	943	POR
SPOKAC 5X16-3	SPOMAC WASH PLANT, 36" SCREW		2007	39	POR
METSO ST3.5	METSO TRACK SCREEN	76645	2012	732	POR
HEWITT ROBBINS V146	HEWITT ROBINS WASH PLANT	VSG0459703			POR
WESTECH 36"X100'	WESTEC RADIAL STACKING CONV.	3930	2011	1	\$87,500

MISCELLANEOUS					
HAMM 3625HT	84"HAMM, A/C	H1770052	2010	1,526	POR
HAMM 3516	84"HM SMOOTH SINGLE, A/C	H1761701	2012	577	POR
HAMM 3412	84"HM SMOOTH SINGLE, A/C	H1802137	2012	512	POR
HAMM 3410	84"HAMM ROLLER, A/C	H1790931	2008	1,904	POR
HAMM HD0120V	78"HAMM ASPHALT, OZZIE	H1820070	2008	1,842	\$95,000
HAMM HDO70V	59"HAMM ASPHALT, OZZIE	H1870013	2010	503	POR
REX SP1000	REX ROLLER	10GB253	1991	1,833	\$22,500
DYNAPAC CA362D	DYNAPAC ROLLER	72220623	2003	5,600	\$39,000
CAT CB224E	CAT ROLLER	A22400140	2004	5,300	\$12,500
CAT PS130	CAT ROLLER	7ND00349	1993	1,528	POR

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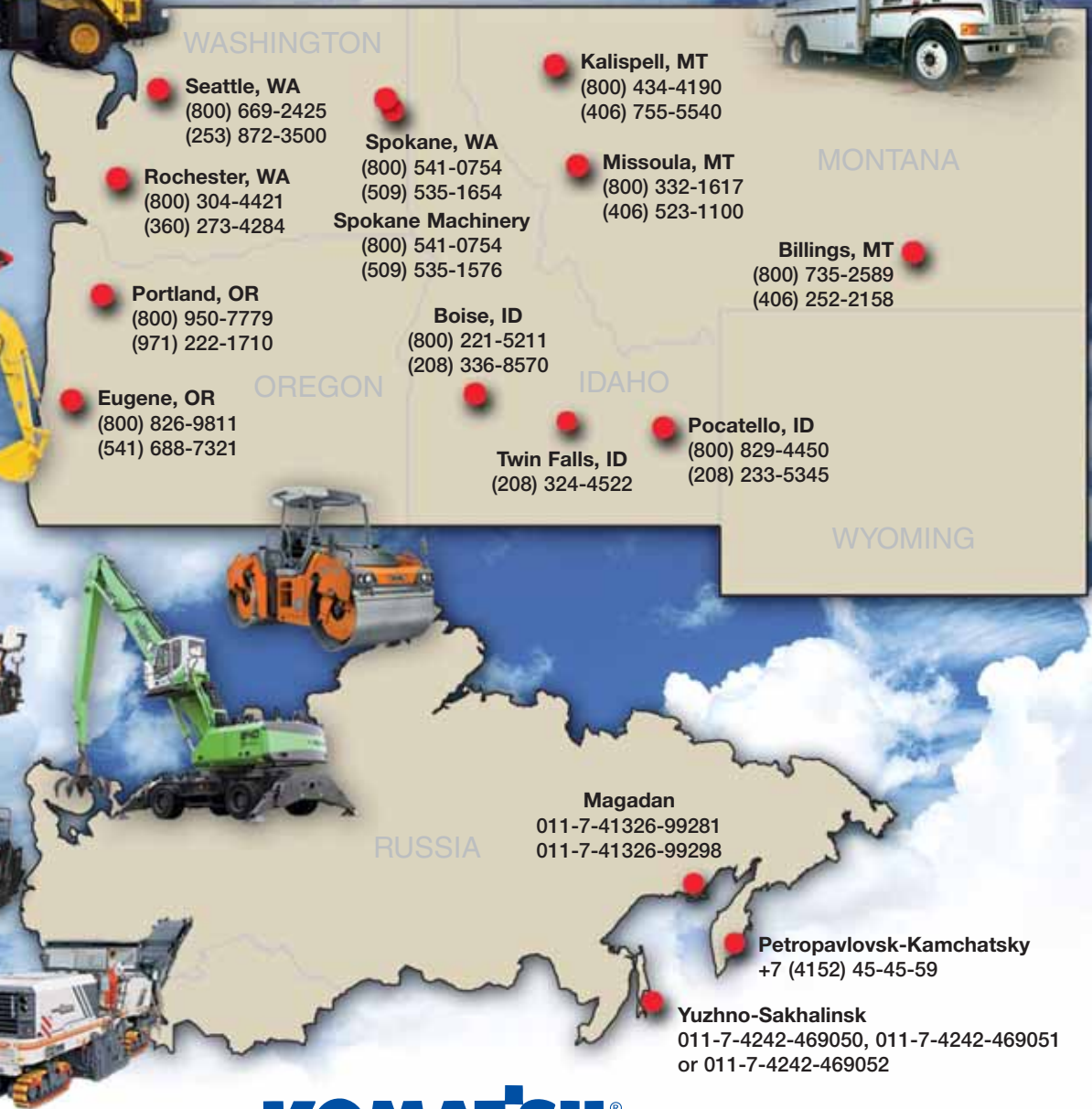
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