

75 YEARS
MODERN
MACHINERY

A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST

UPDATE

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**Celebrate Modern Machinery's
75th anniversary by revisiting
milestones and meeting
long-time customers**



KOMATSU®



Lamont Cantrell

**Komatsu
leads the tech
revolution**



Dear Valued Customer:

Our CEO Mark Fallon and I would like to thank you for supporting our company these many years. It has been 75 years since our company's founding, and a key person throughout that development was our recently retired President, Brian Sheridan. We would like to thank him for his many years of service to our company. We look forward to the next 75 years!

Construction's technological revolution is on a dizzying pace. The industry has embraced telematics for gathering data; increased usage of GPS, drone surveying, parts ordering via the web; and more. Komatsu continues to be at the forefront with *intelligent* Machine Control dozers and excavators that are proven to increase production and efficiency, while reducing costs.

Komatsu wants customers to realize the greatest benefit from its *intelligent* Machine Control equipment, so when it launched the machines, we worked together to add personnel to our staff who can provide high-level technical support. Komatsu has also introduced SMARTCONSTRUCTION, a suite of services designed to assist customers with drone surveying, jobsite setup, model building and much more. Read about the benefits of SMARTCONSTRUCTION in this issue of your Modern Machinery Update magazine, then contact us to see how our SMARTCONSTRUCTION team members can be of service to you.

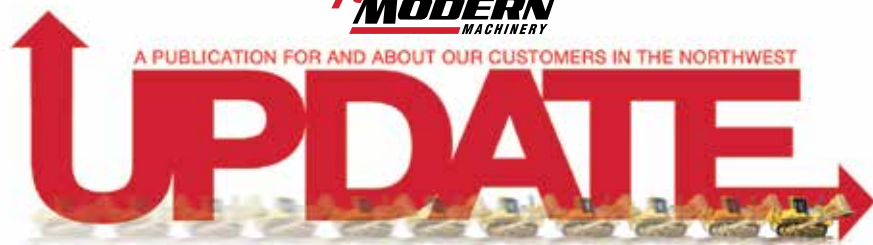
If you want a wealth of information about your machinery, as well as the ability to find parts and fulfill service needs, the new MyKomatsu website provides it all in one convenient place. More details are in this issue.

We also have informative stories about a customer using *intelligent* Machine Control dozers as well as Komatsu corporate trainers who can help you maximize production.

We hope 2019's construction season is a busy and profitable one for you. If there's anything we can do to assist you, please call or stop by one of our branch locations.

Sincerely,
Modern Machinery

Lamont Cantrell
Chief Operating Officer



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Komatsu's SMARTCONSTRUCTION initiative provides a wide array of offerings to help machine owners take full advantage of innovative technology. Explore the details in this issue.

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Marc Warner, Territory Manager

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Keith Moody, Parts Manager
Jared Johnson, Territory Manager
Ryan Rowbury, Territory Manager
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YUZHNO-SAKHALINSK, RUSSIA

PETROPAVLOVSK-KAMCHATSKY, RUSSIA

ANNIVERSARY CELEBRATION

A COMMITMENT TO CUSTOMERS

Modern Machinery marks 75 years with a look back at some longstanding relationships

MODERN
MACHINERY

75 YEARS
MODERN
MACHINERY

- 1944 Modern Machinery opens in Spokane, Wash.
- 1976 Dennis Washington purchases the company.
- 1978 Mr. Washington purchases Western International (Missoula, Mont.) and Allied Equipment Company (Billings, Mont.) and incorporates the three into Modern Machinery Co., Inc.
- 1978 Modern Machinery becomes the Komatsu dealer for northwestern Wyoming, northern Idaho and eastern Washington.
- 1979 A new corporate headquarters is built in Missoula.
- 1998 The company purchases an Ingersoll-Rand dealer in Boise and becomes the Komatsu dealer for southern Idaho.
- 1999 Modern Machinery's state of incorporation is changed to Montana.
An additional branch is opened in Pocatello, Idaho, to serve the mining, construction and dairy industries in that area.
- 2002 The operating assets of Pacific North Equipment are purchased, and Modern Machinery becomes the Komatsu dealer in western Washington and Oregon, which adds branches in Kent and Chehalis, Wash.; Portland and Eugene, Ore.; and Magadan, Russia.
- 2004 A new branch is established in Kalispell, Mont.
- 2005 The Chehalis, Wash., branch is moved to Rochester, Wash.
- 2009 A new a location is added in Jerome, Idaho.
The company purchases Spomac, a Spokane fabrication business, and consolidates it with the existing location there.
- 2016 Modern Machinery assumes ownership of crushing and screening dealer AggReCon and becomes the KPI/JCI distributor for its entire four-state area.

Reaching milestones such as Modern Machinery's 75th anniversary requires more than simply sheer luck. It takes strategic planning and acquisitions, alignment with manufacturers that value quality and an unwavering dedication to customer satisfaction.

Those have been hallmarks of Modern Machinery since it was founded in 1944 as an International Harvester dealer with a single location in Spokane, Wash. The company still maintains a presence there; however, it now has 10 additional branches that cover all or parts of Montana, Idaho, Washington and Oregon. Modern Machinery also operates a Komatsu distributorship in Russia Far East, Magadan.

The product offerings and markets served have expanded as well. Today, Modern Machinery's equipment lineup consists of major manufacturers such as Komatsu and Komatsu Forest, KPI-JCI, Wirtgen Group, Atlas Copco (Epiroc), Madill, Rosco, LeeBoy, Carlson, Spomac, SENNEBOGEN and more.

"The diverse offerings allow us to serve construction, forestry, material handling, paving, quarrying, mining and other types of businesses," said Chief Operating Officer Lamont Cantrell. "We are a full-line dealer that can take care of virtually any need from equipment, parts and service standpoints. We are a one-stop shop, and in this industry that's extremely valuable to customers."

Longtime Regional Manager Jim Hassebrock noted that the company carries some of the world's premium manufacturing lines. He said that's a good starting point for discussions





Modern Machinery was founded in 1944 as an International Harvester dealer with a single location in Spokane, Wash. The company still maintains a presence there; however, it now has 10 additional branches that cover all or parts of Montana, Idaho, Washington and Oregon.

with customers, but ultimately, Modern's success comes down to an "unwavering focus on customer satisfaction."

"We try to look at everything from a customer's perspective," Hassebrock indicated. "Sometimes, we have to be creative in order to find solutions that fit their particular situations and objectives. There's an industry metric that says customer-dealership relationships average about seven years. Our record is well above that number, as we have and continue to serve numerous multi-generational companies."

Material processors rely on Modern Machinery products

In fact, it's why customers continue to turn to Modern Machinery for a variety of needs. Among them is United Recycling & Container. This Washington company has expanded to multiple locations and employs nearly 150 people.

"Throughout the years, Modern Machinery has grown as I have," said Owner Dan McAuliffe. "They've maintained great products, a steady supply of parts and had quality mechanics and service techs available to limit downtime, which is very important to a company of our size."

United Recycling & Container relies heavily on Komatsu wheel loaders and excavators as it processes materials at its various facilities.

United Metals Recycling also finds Komatsu equipment reliable and counts on Komatsu excavators to sort and load trucks. The Idaho scrap recycler processes a variety of materials at six locations. Approximately five years ago, it added SENNEBOGEN 825M material handlers to some of its operations, as well as a 305C telehandler.

"We use the 825Ms in our three busiest yards – Caldwell, Boise and Twin Falls – to feed



Learn more about
our history

Continued . . .



Modern Machinery carries an extensive list of top manufacturing lines such as SENNEBOGEN material handlers.

Relationships are key

... continued

a shear and rail cars,” said Owner Rod Ekart. “The SENNEBOGENs are great for lifting and positioning material in the shear. With the elevating cab, the visibility is excellent.”

Ekart added that the relationship United Metals Recycling has built with Modern is outstanding. “Our sales rep and everybody at the Modern branch in Boise have been great to work with. They have good parts and service support. Modern has been really key for United Metals.”

Forestry roots run deep

In the woods, businesses like Iron Triangle turn to Komatsu Forest products such as PC240LL log loaders. In 2015, the company began a 10-year, forestry-stewardship contract in eastern Oregon.

“We’ve been very pleased with the support we’ve gotten from Modern Machinery,” said Owner and President Russ Young at the time. “The staff is great and goes out of its way to make sure we get what we need. We were also very impressed that, in addition to Modern, Komatsu Forest and Komatsu Financial flew their people in to meet with us in order to understand what this

10-year contract is all about. It’s a big deal for us. The way Komatsu responded, demonstrated that it’s a big deal to them, too.”

Another company, Hadaller Logging, thought the Madill 172 yarder it purchased in 2015 was noteworthy, too. In fact, Owner Jason Hadaller called it “the best yarder ever.” It features a 70-foot tube. He also ran a pair of 50-foot Madill 071s.

“In addition to improving productivity, one of the reasons we wanted the new 172 was safety,” said Hadaller at the time of purchase. He added, “Modern has top-notch people throughout the organization, many of whom have worked for Madill. Modern’s logging professionals have the knowledge, resources and commitment to provide the support we need to be successful.”

Modern Machinery places great emphasis on customers’ success and safety, which is why it recently began offering the option to fit Madill towers with remote-operated Falcon Grapple Carriages that use live video feed. The grapple carriages are designed to significantly reduce safety risks when extracting logs on steep slopes and increase efficiency of the process.

“It’s an exciting time to be at Modern and on the front line of mechanizing tower logging with the introduction of steep-slope technology,” said Modern Machinery Territory Manager Russ Smith. “The Falcon attachment eliminates the need for boots on the ground and keeps people out of harm’s way.”

Aggregate producers thrilled with KPI-JCI machinery

Shortly after Dennis Washington purchased Modern Machinery as part of his diversification effort, the company became a Komatsu dealer in 1978. A year later, he moved the headquarters to Missoula, Mont., and it remains under the Washington Companies umbrella today.

Modern Machinery significantly expanded with the acquisition of AggReCon West, a division of Astec Industries, a few years ago. The purchase added KPI



Customers rely on forestry equipment from Modern Machinery, including top brands like Komatsu Forest and Madill.



A few years ago, Modern Machinery purchased another company and added KPI-JCI as a manufacturing line for crushing and screening equipment. It has proven to be a popular brand with aggregate producers in the region.

(Kolberg-Pioneer Inc.)-JCI (Johnson Crushers International) as well as AMS (Astec Mobile Screens) crushing and screening products to Modern Machinery's offerings for both purchase and rent.

Aggregate producers, such as J.L. Storedahl & Sons, have long been fans of KPI-JCI equipment. The southwest Washington, multi-generation aggregate producer has a longstanding relationship with Modern Machinery, and Vice President Kimball Storedahl was very pleased when it took on KPI-JCI line. The Storedahls also recently added an Atlas Copco SmartRoc T45-10 drill to their operations.

"Our newest crushing equipment was acquired through Modern, with whom we had already been working to purchase Komatsu machinery for many years," said Storedahl. "We are probably the largest buyer of parts from their Portland branch, and they are great at knowing what our needs and expectations are and exceeding them. Everyone at Modern is very knowledgeable about matching equipment to best fit our operations, and they always make us feel like we are their most important customer."

While J.L. Storedahl & Sons was already a loyal KPI-JCI customer, Idaho aggregate company H&B Crushing began adding K300 mobile crushing units about three years ago after a product demonstration from Modern Machinery. It also runs Komatsu equipment, including an *intelligent* Machine Control dozer.

"We were ready for an upgrade. (Our Modern sales rep) came to us with the KPI-JCI setup, and we demoed it," recalled Owner/Founder Bob Hall. "The proof is in the pudding; the equipment we get from Modern works. More importantly, Modern stands behind it. When you're using a machine to break things, eventually the machine is going to break down as well. Modern has been excellent about taking care of any issues we've had and helping reduce our downtime."

Modern Machinery Aggregate Sales Specialist & Product Manager Sam Braithwaite works with J.L. Storedahl and others on their crushing and screening needs. He said that adding KPI-JCI was a great solution to a confounding issue.

"We have a large footprint with several branches that didn't all carry the same product lines," Braithwaite recalled. "This consolidated it into a

Continued...

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Helping customers increase efficiency

...continued

single, high-quality product offering that brought great value to both our customers and Modern. It was a true win-win."

Spomac custom crushing products

Modern Machinery also custom fabricates and builds crushing and screening equipment through its subsidiary, Spomac, which Modern purchased in 2009.

Spomac custom-built a conveyor for Mickelo Construction to enable the firm to load trucks at street level from deep excavations in downtown Seattle. The system consisted of two, 36-inch-wide conveyors – one, 100-feet long and the other 80-feet long – and a feeder with a 42-inch-wide belt to prevent clogging.

"We have a very positive history with Modern Machinery, and that is mainly why we chose Spomac," said Mickelo Construction President Mike Edelbrock in 2015. "We own Komatsu excavators almost exclusively. Modern provides outstanding service and stands behind its products. I was confident Spomac would do the same, and that's definitely been the case."

Spomac designed special features for the conveyor including stronger bracing to better hold the long spans; increased horsepower on the conveyor motors; a fluid-drive coupling that acts like a torque converter; lightweight material that made it easier to pack up and load; and a fold-up design for easier transport and quicker setup.

"Spomac creates concepts and designs products that go beyond the conventional when it comes to crushing and screening," said Braithwaite. "We have manufactured numerous unique systems that provide out-of-the-box solutions and add value for customers in ways they never thought possible. For instance, we recently completed a design that helped a customer reduce its mobilization loads from three to one. That's a great increase in efficiency."

Exceeding paver's expectations

Like Modern Machinery, Poe Asphalt Paving recently celebrated a big anniversary, its 65th. The four-generation family business works in both Washington and Idaho. It has asphalt plants in Lewiston and Post Falls, Idaho, and

Continued ...



Spomac (a Modern Machinery company) custom fabricates and manufactures crushing and screening equipment.

Exceeding expectations

...continued

one in Pullman, Wash. In addition, Poe Asphalt runs a portable operation.

The company's primary focus is public works, such as highways and streets for states, counties and municipalities, and it typically runs one large project at a time. The firm often utilizes Vögele (a Wirtgen Group product) Super 2000-3i and Super 1700-3i pavers, as well as Carlson screeds that allow for attachments such as slope shoes, extensions and dual skis.

"We demoed other brands along with the Vögeles, and they were all good, but after a trip to the Wirtgen Group factory in Tennessee, where they manufacture the pavers, we decided these were best for us," said Superintendent Dustin Poe. "They are built tough and sturdy and put down hundreds of thousands of tons of material without breaking down."

The Wirtgen Group sent an application specialist to help train Poe Asphalt personnel, and Modern provides further support with parts and service as needed. "Wirtgen and Modern have been terrific to work with," said President Mark Poe. "They ensured we had the right pavers to meet our needs, and that they would back them. They have more than met our expectations."



Modern Machinery carries Wirtgen Group products, including Hamm rollers and Vögele pavers.

Parts, service are top priorities

Washington earthmoving firm McDonald Excavating appreciates the quality of its Komatsu excavators, dozers and wheel loader, as well as its Hamm roller (a Wirtgen Group product). President Ryan McDonald emphasized that the distributor plays a role in his loyalty to particular brands.

"Modern cares about us – how we're doing and what they can do to help," said McDonald. "When we need a service tech, they get one out to us in short order."

Keeping downtime to a minimum is a driving force for Modern Machinery. Komatsu Tier 4 equipment is covered by Komatsu CARE for the first three years or 2,000 hours with Modern Machinery technicians performing routine, scheduled maintenance intervals on-site and at convenient times for customers. Modern developed an extension of that with its ModernCare program, which provides complimentary, scheduled maintenance that includes a 50-point inspection, oil sampling throughout the life of the machine and much more.

Approximately five years ago, Seattle-area contractor Team Nelson Earthwork & Utilities started adding late-model Komatsu machines covered by the Komatsu CARE program. President Don Nelson was a long-time proponent of Komatsu equipment, and he was impressed that Komatsu and Modern took charge of service on the new machines. So too was Equipment Manager Rob Holden.

"We've had good experiences with the Komatsu machines and equally important to us is dealer support," said Holden. "We count on the dealer to have parts and knowledgeable, responsive service technicians. Modern does a good job of providing the support we need. The Komatsu CARE program is a significant, added bonus."

Continued ...

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TO THE LIMITS."**

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Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

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THAT'S WHY I AM KOMATSU

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Staying on the cutting edge

...continued

Modern Machinery also offers full warranty and service packages, something H&H Earthworks took advantage of when the Montana contractor purchased an excavator, a wheel loader and an *intelligent* Machine Control dozer in 2016.

"Other than running and greasing the units, I don't have to touch them," said President Joe Horner at the time. "Modern does all of the services and any repairs. Instead of purchasing old equipment that I have to maintain myself, I got brand-new, fully maintained equipment for the same price. That's a slam dunk of a deal."

The future is intelligent machinery

Today's industries are vastly different than they were 75 years ago. Each evolution in equipment brought changes, sometimes dramatic ones like the introduction of Komatsu's *intelligent* Machine Control dozers and excavators. Modern Machinery is committed to keeping up with current trends as well as staying on the cutting edge.

H&H Earthworks was very pleased with its *intelligent* Machine Control D61EXi-24 dozer. "Getting a dozer with integrated GPS is huge step for us," said Horner. "It's our first GPS machine, and what I really like is that it's two machines in one. It's a dozer that can also do fine grading, which allows it to basically take the place of a motor grader on a job."

Cantrell said Modern Machinery is an appropriate name for the company that has remained at the forefront of the construction, mining, forestry, material handling and other industries throughout its 75-year history.

"Komatsu's *intelligent* Machine Control products fit right in with our philosophy of staying on the cutting edge," Cantrell asserted. "That allows us to offer the most productive and efficient machinery possible to our customers, then we add value by backing it with exceptional service after the sale. It's why we are celebrating our diamond anniversary, and we expect to be here for many more." ■

75 YEARS
MODERN
MACHINERY

EMPLOYEES

700

350 US • 350 RUSSIA

PRODUCT LINES

KOMATSU, EPIROC, KPI/JCI, WIRTGEN,
VÖGELE, HAMM, SENNEBOGEN & MANY ACCESSORY LINES

3,300

AVG. PIECES OF EQUIPMENT
SOLD ANNUALLY

COUNTIES

183

4 STATES
IDAHO, MONTANA,
OREGON & WASHINGTON

COVERAGE AREA

379,000
SQUARE MILES

POPULATION

14.2
MILLION

2017 ESTIMATE



Customer are saving time and money with Komatsu *intelligent* Machine Control dozers and excavators that feature integrated GPS-based grading systems.

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Dawn Mallard / D.Grimm, Inc. / Conroe, TX

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COMPLETE LINEUP

Customers test wide range of Komatsu equipment using a variety of materials at Demo Days

Construction equipment owners and operators from across the United States met at the Cartersville Customer Center in Georgia for the three-day fall Komatsu Demo Days event. To provide realistic working conditions, sand, gravel and rocks of various sizes were available so that customers could test machines to their fullest capabilities using materials consistent with their usual jobsites.

Each day began with a tour of the Chattanooga Manufacturing Operation in Tennessee, where many Komatsu excavator models are assembled. After a catered lunch and an informational session about KOMTRAX and Komatsu CARE, attendees made their way to the 45-acre demonstration site to test the latest equipment Komatsu offers.

"Demo Days featured more than 40 Komatsu machines for attendees to operate," explained Komatsu Director of Training and Publications Bill Chimley. "Customers could try out our full range of equipment, with Komatsu experts ready to answer any questions."

New competition

The newest addition to the event was a timed competition where participants used a Komatsu PC55MR-5 compact excavator to pick up and drop three rubber balls into a tub as quickly as possible. Daily winners earned a Komatsu jacket and all who finished in 30 seconds or less received a Komatsu hat.

"We work in a very competitive industry and wanted to introduce some of that spirit into the event," said Rich Smith, Vice President, Product and Services Division, Komatsu America.

"Our goal is to give the customers a new experience every time they visit the Cartersville Customer Center." ■



(L-R) Modern Machinery Portland Branch Manager Rob Bias along with Mark and Mike Wubben of Legacy 6, Inc. get ready to test equipment at Demo Days in Cartersville, Ga.

Online Exclusive



Scan to watch a video of one customer's experience at Demo Days.

VIDEO



The recent, three-day Demo Days event included more than 40 machines for guests to operate at the 45-acre Cartersville Customer Center demonstration site.



Discover more at
ModernUpdate.com

NEW YEAR BRINGS EXPANSION

Construction industry experts project continued growth for nearly every sector in 2019

Forecasters seem to agree that 2019 will continue the ongoing trend of growth in the construction industry, albeit at a slower pace than in previous years. The Dodge Construction Outlook report predicts total starts will reach nearly \$808.3 billion, up from the \$806.8 billion it projected for 2018.

"The fundamentals continue to be sound, and I don't think we're going to be seeing a repeat of what took place in 2008 and 2009," said Robert Murray, Chief Economist for Dodge Data and Analytics.

A decade ago, the overall economy went into turmoil, then began recovering from one of the worst downturns since the Great Depression. Construction was especially hard hit, causing hundreds of businesses to close or severely cut back on staffing. Millions of construction workers were let go and never returned to the profession.

The American Institute of Architects predicts 4 percent growth in 2019 for nonresidential construction, which includes several market sectors.

In 2018, industry unemployment fell to 3.9 percent, nearly the level recorded pre-recession. Construction employment numbers are expected to continue rising. A recent survey of construction executives by the Vistage Research Center found that 64 percent planned to increase hiring in 2019. Another study from Associated General Contractors of America (AGC) showed a large percentage of businesses wanting to hire, if they can overcome the challenge of finding workers. Eighty percent of construction firms reported having trouble hiring hourly craft workers and expect that task to remain difficult or become harder.

"Demand for construction remains strong and pay is rising faster than the overall economy," said Ken Simonson, AGC's Chief Economist. "However, contractors are having increasing difficulty finding qualified workers as industry unemployment slides to historic lows."

Agree to disagree?

Despite agreement on overall growth, industry experts are not always on the same page with regard to individual markets. For instance, Dodge Data & Analytics sees nonresidential construction as basically flat in 2019. On the other hand, the American Institute of Architects (AIA) projects an increase of 4 percent, led by institutional building with a 4.5 percent expansion.

According to AIA, institutional building includes sectors such as public safety, healthcare facilities, education, amusement/recreation and religious. It projects a rise in each category, with the exception of religious, which it sees as flat.

"At the halfway point of 2018, this panel was even more optimistic," said AIA Chief Economist





Dodge Data & Analytics and the American Road & Transportation Builders Association (ARTBA) forecast transportation infrastructure expenditures to rise in 2019. Dodge sees 3 percent growth in the market, while ARTBA eyes an increase of 4.2 percent.

Dr. Kermit Baker last fall. “Its forecasts were marked up to 4.7 percent growth in spending for 2018 and an additional 4.0 percent in 2019. If these projections materialize, by the end of the next year the industry will have seen nine years of consecutive growth, and total spending on nonresidential buildings will be 5 percent greater – ignoring inflationary adjustments – than the last market peak of 2008.”

AIA also foresees that the commercial/ industrial market will gain 3.4 percent, led by industrial at 4.9 percent. The organization projects office space to expand by 4.1 percent, hotels by 3.6 percent and retail by 2.7 percent.

Transportation to take off

Another bright spot, according to both Dodge Data & Analytics and the American Road & Transportation Builders Association (ARTBA), will be transportation infrastructure. Dodge forecasts 3 percent growth in the market, while ARTBA eyes an uptick of 4.2 percent, which is identical to 2018 when airport terminal and runway construction led transportation spending.

Airport-related work grew nearly 40 percent in 2018, and ARTBA believes it will rise by 4.5 percent in 2019 compared to the previous year. It expects ports and waterways to experience 3 percent growth. Additional forecasts from ARTBA include an upsurge in bridge and tunnel

work this year and next, after a slowing in the sector for 2018. Public transit and rail construction will increase 5.7 percent, with subway and light rail investment expected to reach a record level.

Public highway and street construction were up in 2018 as well, and ARTBA Chief Economist Dr. Alison Premo Black said greater transportation investment by federal, state and local governments will help drive growth in 2019. ARTBA projects it to reach \$278.1 billion, up from \$266.9 billion.

ARTBA said highway construction is expected to increase in approximately 50 percent of states and in Washington, D.C., while slowing down or remaining steady in the other half. The real value of public highway, street and related work by state DOTs and local government should ramp up 5 percent to \$66.5 billion, according to ARTBA. It also anticipates private highways, bridges, parking lots and driveways to hit approximately \$69.1 billion, up from \$65.9 billion in 2018.

Black did caution that reauthorization of the current surface transportation law (FAST Act) in 2020 and Congress’ ability to find additional revenue sources may dampen the outlook. “If states start delaying transportation improvement projects in response to uncertainty over the future of the federal program, it will temper 2019 market growth,” shared Black. ■

NEW WATER LEGISLATION

America's Water Infrastructure Act provides billions for Corps of Engineers and drinking-water projects

America's Water Infrastructure Act allocates more than \$8 billion for a wide range of projects. It authorizes the Water Development Resources Act and reauthorizes the Drinking Water State Revolving Fund.

Congress recently passed and President Trump signed America's Water Infrastructure Act that authorizes more than \$8 billion for a wide range of undertakings. The measure divides the total dollars, with \$3.7 billion dedicated to Army Corps of Engineers work and \$4.4 billion for drinking-water projects.

The legislation includes authorization of the Water Development Resources Act (WDRA), giving the Army Corps of Engineers funds for work on items such as locks and dams on the nation's rivers, which are used to convey commodities, including aggregates and grain. "A WDRA bill establishes the priorities," said Mike Steenhoek, Executive Director of Soy Transportation Coalition in a harvestpublicmedia.org story.

Reauthorization of the Environmental Protection Agency's (EPA) Drinking Water State Revolving Fund for the first time since 2003 is included in the act. It doubles the loan program's authorized spending to \$1.95 billion by the third year.

Loan program included

Additionally, the legislation included the EPA's Water Infrastructure Finance and Innovation Act (WIFIA) loan program for two years at \$50 million annually. It also removed WIFIA's pilot designation. "The reauthorization of WIFIA at \$50 million – and the fact that it is no longer a 'pilot' – is a significant milestone and a great victory for the entire water sector," said American Water Works Association CEO David LaFrance.

Other organizations also hailed the bipartisan bill, which both the House of Representatives and the Senate overwhelmingly passed. "This legislation reinforces the critical role that municipal water infrastructure plays in communities all across the nation, as well as the need for robust federal funding to help support this infrastructure," said Adam Krantz, CEO of the National Association of Clean Water Agencies. "The association thanks Congress for its leadership on this issue and is committed to continued efforts to elevate water as a top national priority." ■





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SMARTCONSTRUCTION provides a full suite of offerings to help implement technology



Jason Anetsberger,
Komatsu Senior
Product Manager

Technology continues to evolve at a rapid pace in the construction industry, and those companies that embrace and fully utilize it are more likely to win future bids and finish jobs faster and more profitably. Komatsu is committed to helping customers optimize their jobsite productivity through its SMARTCONSTRUCTION suite of offerings, including *intelligent* Machine Control dozers and excavators.

Available through Komatsu distributors, SMARTCONSTRUCTION provides aerial mapping, 3-D modeling, training and consultation, GPS hardware and jobsite setup. Komatsu-certified Technology Solutions Experts (TSEs) and SMARTCONSTRUCTION

consultants can assist customers with technology implementation as well as optimization of the jobsite.

"We want every user to realize the full potential of their jobsite," stated Jason Anetsberger, Komatsu Senior Product Manager. "Technology is changing every day, and our customers want to be on the cutting edge. With SMARTCONSTRUCTION, we can help them access the latest innovations. Our TSEs and consultants have the knowledge and skills to help with every aspect, whether it's choosing the right *intelligent* machinery and implementing it into a fleet, training on base and rover usage or providing aerial mapping and other solutions that maximize production and efficiency."

Komatsu sparked a revolutionary leap in machinery with the introduction of its GPS-integrated *intelligent* Machine Control dozers in 2013. Excavators followed soon after. Komatsu developed SMARTCONSTRUCTION as a one-stop source for solutions that help *intelligent* Machine Control users maximize production and efficiency.

"For those new to *intelligent* Machine Control equipment, we offer initial instruction from our certified trainers on how to quickly and easily adopt the technology," said Anetsberger. "From there, we focus on consulting with customers to deliver the targeted jobsite efficiency improvements."

Improved accuracy with aerial mapping

One popular SMARTCONSTRUCTION service is aerial mapping, which gathers topographic data from above. Surveys can be



Komatsu's SMARTCONSTRUCTION program provides one-stop solutions to help *intelligent* Machine Control users maximize the advantages of the technology throughout a project.



Komatsu and its distributors have partnered with leaders in aerial mapping technology so that customers can enjoy the benefits of highly accurate, yet quickly gathered topographic data.

completed before, during and after a project to measure existing and ongoing volumetric changes, stockpile calculations, record amounts of material moved and gather final as-built data.

Anetsberger said customers are amazed by the resolution and accuracy of the data collected. The highly detailed information gathered prior to the start of a project helps in preparing better estimates and bids, as well as in jobsite planning for greater production and efficiency.

During the construction phase, drones can finish numerous surveys per day without disrupting an active jobsite. That allows companies to get a more accurate picture of progress in less time compared to traditional methods.

"Aerial mapping with drones is something that customers request frequently," said Anetsberger. "Time savings is one of the main reasons. We find that it takes one drone operator roughly 30 minutes to survey a 40-acre site. Compare that to the half-day it typically takes a manned topography crew, and it's easy to see why there's a demand for



Komatsu Technology Solutions Experts and SMARTCONSTRUCTION consultants play a vital role delivering SMARTCONSTRUCTION services on the jobsite. Trained and certified by Komatsu, they are specialists at deploying technology to help operations run at peak efficiency.

this service. Additionally, on many jobsites, manned topography may measure only every 20 or 50 feet on a grid, whereas a drone can map nearly every tenth of a foot. That offers greater resolution and improved accuracy."

Allows excavation companies to concentrate on moving dirt

SMARTCONSTRUCTION personnel can not only help companies utilize the data collected from aerial mapping, but also with other data services such as takeoffs.

3-D data modeling services are offered to provide customers of all sizes and capabilities with information for their GPS equipment.

"We are providing quality 3-D data, and our TSEs and consultants know how to optimize it for the machine and the application," said Anetsberger. "With SMARTCONSTRUCTION, we are able to take all of the knowledge and data we have compiled and use it as a total solution to help our customers operate their jobsites at maximum efficiency. That lets earthmoving and excavation companies concentrate on what they do best – move dirt." ■



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Brian (left) and Thomas Cronin / Prosperity Construction / Jackson, MS

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'OUR BRAND OF CHOICE'

High production, costs savings with *intelligent Machine Control* dozer spur growing firm to build Komatsu fleet

Good decisions are often directly tied to profitability and prosperity. Justin Lott, Co-owner/Senior Vice President of Southern Transport & Equipment, LLC, learned that lesson after completing fire school.

"I had my sights set on being a firefighter, but I had to finish EMT training as well," recalled Lott. "The summer after I graduated, I took a job working for an oil-field company to make some money. I quickly realized that type of work paid much better than I was projected to make as a firefighter. I was given an opportunity to grow with the business that I worked for, so I took it."

Lott started his own land-clearing and earthwork firm to keep busy during breaks in the company's two-weeks-on, two-weeks-off schedule. Those side jobs eventually evolved into a full-time business, and after a few years, he combined forces with three other entrepreneurs to form Southern Transport & Equipment in 2017.

First impressions

The new venture needed a dozer to make aggressive pushes in tough material. A colleague suggested a standard Komatsu D155. A visit with the local Komatsu distributor convinced Lott to demo an *intelligent Machine Control* D155AXi-8.

"The material at the test site was a very coarse aggregate, and the dozer handled it with ease," Lott recalled. "The grade control is phenomenal, and the fact that we can use a machine of its size from first pass to last on large-scale projects is incredible."

After purchasing the initial D155AXi-8 and then a second, Southern Transport & Equipment also added two *intelligent Machine*

Control D65PXi-18s, a D61PXi-24 and a D85PXi-18. "No matter the size of the dozer, the integrated GPS system works flawlessly," reported Lott. "The costs savings are apparent. Fuel usage is down, while production and efficiency are up. We love that there are no masts or cables to install or remove every day. That increases time spent moving material."

The company has invested in standard Komatsu machinery as well, including a WA500 wheel loader it uses to fill trucks at a gravel pit. On some projects, Southern Transport & Equipment utilizes PC360LC-11 excavators and HM400 articulated trucks to move mass amounts of material.

"Once we tried the *intelligent* dozers, Komatsu equipment became our brand of choice," declared Lott. ■



Justin Lott,
Co-owner/Senior
Vice President,
Southern Transport &
Equipment



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Southern Transport & Equipment relies heavily on Komatsu *intelligent Machine Control* dozers. "No matter the size, the integrated system works flawlessly," said Justin Lott, Co-owner/Senior Vice President. "The cost savings are apparent. Fuel usage is down, while production and efficiency are up."

▶ VIDEO



PASSING THE TEST

Attention to detail is the key for Komatsu's Arizona Proving Grounds General Manager Neil Johnson



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.

**Neil Johnson, General Manager,
 Komatsu's Arizona Proving Grounds**

Neil Johnson has spent his entire career with Komatsu. After graduating with a degree in mechanical engineering in Newcastle, England, he began conducting research and development on excavators for Komatsu UK Limited.

"For nine years, I worked with wheeled, crawler, high-reach, road-rail, super-long-front and utility excavators," recalled Johnson.

In 2009, he moved stateside to Komatsu's U.S. Test Group (USTG) in Cartersville, Ga.

"When I came to the States, I visited customer sites and conducted many field tests," shared Johnson. "Then, I got involved with the *intelligent* Machine Control machines, which used a D51-22 dozer that was converted to the prototype for the D61PXi dozer."

Two years after arriving in Georgia, he moved to the Arizona Proving Grounds, where he served as Chief Engineer and was eventually promoted to his current role of General Manager. His tenure at the facility has included several exciting projects.

"One of the major events was moving to this current facility in 2015," noted Johnson. "We put a lot of thought into the building design, test courses and the mining site, in addition to installing permanent infrastructure for the Autonomous Haulage System."

In his free time, Johnson enjoys traveling with his wife, Angela, and riding motorcycles, in addition to mechanical projects.

QUESTION: What is the Komatsu Arizona Proving Grounds?

ANSWER: It's a 660-acre facility in Sahuarita, Ariz., where up to 40 employees conduct research and development primarily for Komatsu mining haul trucks. However, with the formation of Komatsu Mining, we are expanding our reach to test other mining products. We currently have a PC7000 excavator and P&H 77XR drill here.

QUESTION: What kind of testing takes place at the facility?

ANSWER: We focus on three types of testing: performance, structural and durability. Typically, we address the first two on our site. We have a mine operation set up here, and we spend hours running the equipment through various exercises. Once we complete performance and structural testing, we closely monitor the durability of the machine at a customer's site for approximately 2,500 hours.

QUESTION: What role does the Arizona Proving Grounds play in the development and testing of Komatsu's Autonomous Haulage System (AHS)?

ANSWER: We are the only Komatsu site that engages in AHS development and benchmarking. We have the same testing process for AHS as we do for the trucks. The group in Peoria, Ill., handles the design and integration, and we put it to work in the field to validate performance. We ensure that the sensors in all structures meet life expectancy and measure stress as well as vibration on those components.

Here in Arizona, we also analyze software updates before they are integrated into Komatsu



Komatsu's Arizona Proving Grounds is a 660-acre facility north of Tucson in Sahuarita, Ariz. It primarily handles research and development for mining haul trucks and recently began testing other Komatsu Mining equipment and alternative technology.

equipment. Our group performs a stability test, which is a 150-hour exercise that searches for any failures in the system. If issues are detected, they are addressed and testing begins again. We pride ourselves on delivering products and technology that perform to our customers' high standards from the very beginning.

QUESTION: In addition to addressing equipment and technology, are there other ways you help customers increase productivity?

ANSWER: While equipment and technology are major components to efficient operation, we also look at site design. Sometimes removing three stop signs from an operation or changing an incline can result in significant fuel savings, so we work with customers to address those as well.

QUESTION: What does the future look like for the Arizona Proving Grounds?

ANSWER: We have several new things coming up, including larger customer events. In the past, we primarily hosted individual customer demos, but, for the first time, we recently held an AHS event for a group of customers, and we have others planned. It's exciting to open the doors to the facility so that people can see it and experience the equipment, because both are really impressive.



Equipment goes through rigorous testing at the Arizona Proving Grounds. "We focus on three types of testing: performance, structural and durability," said General Manager Neil Johnson. "We have a mine operation set up here, and we spend hours running the equipment through various exercises."



In addition to equipment and technology testing, the Arizona Proving Grounds evaluates mining site plans to help customers layout their operations in the most efficient manner.

We will continue to work with AHS, including testing the Innovative Autonomous Haul Vehicle. It is the world's first cabless, driverless haul truck. Komatsu debuted the prototype at MINExpo in 2016. After the show, it came straight here for testing. It's been a very good research platform. ■

BIRD'S-EYE VIEW

New camera system gives operators unparalleled look at work area from excavator cab



Kurt Moncini,
Komatsu Senior
Product Marketing
Manager, Tracked
Products



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Jobsites are often described as choreographed chaos – multiple machines and workers completing tasks in tight spaces and under extreme deadline pressure. That is why Komatsu developed KomVision, a multi-camera system that helps operators better track activity around their machines.

“Rearview cameras are already standard on our machines today; this was the next logical step,” said Komatsu Senior Product Marketing Manager, Tracked Products Kurt Moncini. “Inside an excavator, the counterweight as well as the engine and pump compartments create unavoidable blind spots for the operator. KomVision helps eliminate them and improve situational awareness for everyone on a jobsite.”

KomVision uses software to stitch together video from mounted cameras and then displays it on the in-cab monitor in real-time as one image that looks as if it were filmed from above the machine.

KomVision uses multiple cameras mounted on the exterior of an excavator to compile video from the machine’s blind spot and then uses software to stitch it all together and display a real-time, bird’s-eye view on the in-cab monitor.

“It gives the operator a bird’s-eye view of everything surrounding the excavator,” Moncini added. “This is a great feature, especially for those who work in confined spaces. The operator has a complete view of the area to locate poles, equipment or crew members near the machine. It significantly improves situational awareness.”

KomVision is currently available on six Komatsu excavators – PC170LC, PC238USLC, HB365LC, PC650LC, PC1250 and PC1250LC – and Moncini expects that number to increase in the near future.

Customized views

On standard excavators, the four-camera system captures a 300-degree view, while short-tail models use three cameras to monitor 240 degrees, with the remaining area in clear, first-person view of the operator. KomVision’s view reaches beyond a fully extended arm and bucket to cover the entire work zone. Additionally, the counterweight swing radius is marked with a red line while a yellow one denotes a “caution area” with a radius that is two meters wider.

“You get an optimal view of your surroundings to easily identify any potential hazards within those zones,” noted Moncini. “Increasing an operator’s situational awareness is the primary objective.”

Operators can use the default, split-screen mode, which displays the bird’s-eye view on the left and a selectable camera view on the right, or they can switch to full-screen mode to display the feed from all cameras simultaneously.

“When backing up, for example, the operator can use the split-screen mode to see the rearview camera on one side and the overhead view on the other,” noted Moncini. “It’s customizable and easy to toggle between cameras.” ■



▶ VIDEO

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2 BILLION TONS HAULED

FrontRunner autonomous haulage system sets record with latest milestone



Dan Funcannon,
Vice President/
General Manager,
Large Mining Truck
Division, Komatsu
America

Komatsu's FrontRunner Autonomous Haulage System passed the 2-billion-tons hauled mark recently. Commercial deployment of the driverless trucks began in 2008, and today there are more than 130 of them in operation around the world.

The numbers doubled quickly. In 2016, Komatsu's FrontRunner Autonomous Haulage System (AHS) marked 1 billion tons hauled since its first commercial deployment in 2008. Then, in 2018, AHS hit the 2-billion-ton mark, which is higher than all other commercial systems combined.

The feat was accomplished with more than 130 driverless trucks in operation in mines across the world. The number of tons hauled will keep rising significantly, with an additional 150 trucks slated for deployment in the Canadian oil sands throughout the next seven years.

"AHS continues to play an increasingly crucial role in effective mine management as more and more operations transition from manned to unmanned fleets," said Dan Funcannon, Vice President/General Manager, Large Mining Truck Division, Komatsu America. "As the demand for AHS grows, Komatsu will continue raising the

bar in an effort to help mines provide safer environments, maximize production and reduce operating costs."

Future focused

Komatsu has accelerated the pace of AHS deployment by working closely with customers and educating them about the system's 10-year, zero-harm and productivity record as well as unmatched ability to accommodate an array of mining environments. Today's FrontRunner system operates around the clock to haul copper, iron and oil sands at seven sites across three continents.

"The ongoing investment in technology and equipment by major mining companies underscores their belief in the value of autonomous haulage," said Anthony Cook, Vice President Autonomous and Communications Solutions at Modular Mining Systems, a subsidiary of Komatsu.

Komatsu's best-in-class approach for FrontRunner AHS brings the world's best-selling, ultra-class dump trucks together with Modular Mining Systems' industry-leading DISPATCH Fleet Management System, the preferred management system in nine of the 10 largest mining operations in the world. The system enables 100-percent compliance with proven optimization methodology, delivering unrivaled performance.

Komatsu plans to enhance AHS' mixed-operations functions. In an effort to enhance safety and efficiency, Komatsu is working with industry stakeholders to standardize interoperability between Komatsu and non-Komatsu autonomous vehicles. ■



CONEXPO-CON/AGG named top U.S. exhibition; ICUEE tabbed as third

CONEXPO-CON/AGG was named as the number-one exhibition in any industry in the United States, and ICUEE-The Demo Expo took the number-three spot in the annual Gold 100 list of top U.S. trade shows. Trade Show Executive (TSE) magazine compiles the rankings based on exhibit space size and also presents awards in several exhibition categories.

As owner and producer of the shows, Association of Equipment Manufacturers (AEM) earned three

best-in-class Grand Awards, including Best Use of Data Analysis and Marketing Genius for CONEXPO-CON/AGG and Knowledge is Power for ICUEE. In announcing the awards, TSE cited CONEXPO-CON/AGG's new tech experience for bringing "high-tech construction innovators to the show floor," and ICUEE's "ample opportunities for test drives as well as interactive product demonstrations."

ICUEE returns October 1-3, 2019, to Louisville, Ky.; CONEXPO-CON/AGG is next slated for March 10-14, 2020, in Las Vegas. ■



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'MyKomatsu' website brings together wealth of machine information and support items



Rizwan Mirza,
Komatsu Manager,
KOMTRAX, Products
and Services Division



Dan Chapeck,
Manager,
Retail Marketing,
Komatsu Parts

What if you could check the location of your machines, their health and how they are being used and then order parts or learn the status of an order already placed, all from the same tool? Soon, you will be able to do all of that and more with the MyKomatsu website, set to launch in early 2019. The rollout across the country in the months to follow promises to bring a variety of information about your fleet and the support you need to maintain it, right to your desktop, laptop, tablet or mobile device.

"Customers told us they wanted comprehensive information in one convenient spot, instead of looking for it through multiple applications," said Rizwan Mirza, Komatsu Manager, KOMTRAX, Products and Services Division. "We responded with the new MyKomatsu website. Owners can monitor their fleet and find the necessary items to maintain it with a solid integration of the parts world."

MyKomatsu is more than just a telematics tool, it's also a complete redesign of Komatsu America's eCommerce solution. "MyKomatsu is designed to bring eCommerce and parts ordering back into the comprehensive fleet

management conversation," says Dan Chapeck, Manager of Retail Marketing, Komatsu Parts. "We understand our customers require a tool that brings everything into one place, so our goal was to create a single environment where owners can learn about their machines, monitor jobsites, and maintain equipment with the highest quality Komatsu Genuine Parts, all in the same place."

Free and easy-to-use

The MyKomatsu website (<https://mykomatsu.komatsu>) will offer a familiar suite of all-inclusive telematics solutions, allowing owners to access information about their equipment location, machine hours, load factors, cautions and more, as reported through Komatsu's existing telematics resources, such as KOMTRAX or KOMTRAX Plus. Signing up for an account is free and simple and can be done through your local Komatsu distributor.

"You can get a general overview of an entire fleet, such as average idle time, as well as have the ability to drill down to specific machines for greater detail," said Mirza. "For example, owners can take a quick glance at the machine's performance or health; pull up a specific machine's spec sheet; look up operator and maintenance manuals or parts and service news; plus use a catalog to find a part and place an order online with a local Komatsu distributor."

"To best serve our customers and continue to earn the right to be their partner in business, we are offering tools to simplify the entire ownership experience. Being able to view and manage your business in this environment in the same way as you do in reality was the smartest place to start," added Chapeck. ■



The MyKomatsu website (<https://mykomatsu.komatsu>) provides a wide range of information to track equipment, including hours, load factors, cautions and more. "Users can monitor their fleet and find the items necessary to maintain it," said Rizwan Mirza, Komatsu Manager, KOMTRAX, Products and Services Division.

For more information or to register for MyKomatsu, contact your local authorized Komatsu distributor.

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MAKING MORE TOP OPERATORS

Komatsu helps build combination of skilled operators and well-designed machines for maximum production

Ask any group of construction equipment owners about the importance of their operators, and chances are you will hear very positive comments about the people in their cabs. That's because, according to Kurt Wilson, it takes a combination of well-designed machines and proficient operators to achieve top production.

Wilson is one of three corporate trainers certified and qualified by Komatsu to offer expert-level instruction. They work with equipment owners and their staff members to help them get the most from Komatsu machines. With years of experience running equipment – as well as delivering training – all Komatsu corporate trainers have the skills and knowledge to help companies increase job efficiencies and operators enhance their skills.

They offer training at Komatsu's Cartersville Customer Center in Georgia or at a customer's requested location.

"As we work with operators, we are learning too," said Wilson. "We have techniques, tips and information about the machines that we

can share based on our experiences. At the same time, they often provide us with valuable insight that we can incorporate into our training and pass along to others. It's a two-way street."

Focusing on safety

Safety is of utmost importance, so Komatsu corporate trainers emphasize it in every session. "Once we have established that safety comes first, then we typically begin with classroom activities," explained Todd Bresemann, another Komatsu trainer. "During these meetings, we present information about the machines, and, at the same time, participants help us better understand their particular circumstances and needs."

When a group moves from the classroom to a site, they begin with a complete walkaround of the machine. "We go over pre-operation inspections thoroughly, then move to systems, functions and actual operation," said Jason Gillard, the third training team member.

"We help operators familiarize themselves with the latest machine features as well as proven operational techniques," noted Gillard. "Our aim is to assist those who run equipment to boost operational effectiveness, and to do so in ways that reduce maintenance issues. That leads to increased machine availability, which, in turn, provides even greater output and lower per-ton and per-yard costs."

"Observing people in action is always part of the process, with the goal of pointing out strategies to use the machinery most effectively," added Wilson. "We want to see companies achieve the greatest returns on their equipment investment as possible, and we know that skilled employees are one of the keys to doing that." ■



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(L-R) Komatsu Corporate Trainers Kurt Wilson, Todd Bresemann and Jason Gillard assist companies in improving return on investment through hands-on and classroom learning. Training can be arranged through your Komatsu distributor.

▶ VIDEO



Komatsu purchases TimberPro forestry equipment

Komatsu America Corp. announced that it has entered into a definitive agreement to acquire Wisconsin-based forestry machine manufacturer TimberPro, Inc.

TimberPro was established in 2002 and is a manufacturer of purpose-built forest machines and attachments. Its product offerings include tracked feller bunchers and harvesters, forwarders, wheeled harvesters and felling heads.

"Acquiring TimberPro will strengthen the company's position in the full-tree-length market and enable us to offer a highly competitive range of products for



The recent acquisition of TimberPro by Komatsu America means that Modern Machinery will now offer forestry machine products from this manufacturer.

professional logging," said Rod Schrader, CEO, Komatsu America Corp.

The acquisition is expected to be complete in early 2019. ■

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USED EQUIPMENT PRICED TO SELL

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
CRAWLER DOZERS					
KOMATSU D155AX-8	SIGMA, MS RIPPER	100202	2018	726	POR
KOMATSU D65PX-18	STRAIGHT BLADE	90216	2016	4,157	POR
KOMATSU D65PXI-18	PAT BLADE, 915 SYSTEM	90480	2016	1,960	\$305,000
KOMATSU D65PX-17	STRAIGHT BLADE	1368	2012	6,204	\$155,000
KOMATSU D61PXI-24	PAT BLADE, 915 SYSTEM	B60305	2017	1,945	POR
KOMATSU D61PXI-24	PAT BLADE, MSR, 915 SYSTEM	B60188	2016	2,053	\$260,000
KOMATSU D61PX-23	PAT BLADE,	31539	2015	6,037	POR
KOMATSU D51EX-24	PAT BLADE, MSR	B20351	2018	514	POR
KOMATSU D39PX-24	PAT BLADE	95004	2016	1,482	POR
DEERE 750K	LGP, PAT BLADE, MSR, TOPCON SYSTEM	750KXCCE233954	2013	4,868	\$130,000

WHEEL LOADERS					
KOMATSU WA600-8	9.5-YD, BRK COOL, XLDD1 RDLS	80119	2018	2,745	POR
KOMATSU WA500-3LK	ECSS, STIKSTR, SCALE	A72501	2006	15,402	POR
KOMATSU WA470-8	5.5-YD BUCKET	100054	2016	2,858	\$230,000
KOMATSU WA470-8	5.5-YD BUCKET	100116	2017	1,457	POR
KOMATSU WA470-8	5.5-YD BUCKET	100080	2017	2,493	POR
KOMATSU WA380-7	QC	10776	2015	3,165	POR
KOMATSU WA380-8	QC, 3SPL, A-LUBE	A74247	2017	1,907	\$187,500
KOMATSU WA200-8	QC, 3SPL	85353	2018	303	POR

HYDRAULIC EXCAVATORS					
KOMATSU PC650LC-8EO	14' ARM, QC	65106	2012	9,410	\$275,000
KOMATSU PC490LC-11	13' ARM, QC	85139	2016	2,520	\$330,000
KOMATSU PC490LC-11	11' ARM, QC	85012	2015	3,338	\$245,000
KOMATSU PC390LC-11	13' ARM, QC	A30508	2017	1,104	POR
KOMATSU PC360LC-11	13' ARM, QC	90329	2017	1,833	\$290,000
KOMATSU PC360LC-11	13' ARM, QC	90262	2017	1,666	\$290,000
KOMATSU PC360LC-11	13' ARM, QC	A35280	2016	1,371	\$290,000
KOMATSU PC390LC-11	13' ARM, QC	A30508	2017	1,104	POR
KOMATSU PC360LC-10	13' ARM, QC, THUMB, 60" BUCKET	A33587	2015	5,540	\$185,000
KOMATSU PC240LC-11	10' ARM, QC, THUMB	95021	2015	1,934	POR
KOMATSU PC240LC-11	9'7" ARM, QC, THUMB	95196	2017	6,805	\$125,000
KOMATSU PC228USLC-10	9'6" ARM, QC, 2-BKTS, THUMB, COMBO HYDS	1714	2015	1,000	\$184,000
KOMATSU PC228USLC-3N	9'6" ARM, QC	32755	2006	12,413	POR
KOMATSU PC210LC-11	9'7" ARM, QC, THUMB	A12451	2017	1,057	POR
KOMATSU PC138USLC-11	8' ARM, QC, THUMB, BUCKET, BLADE	50149	2016	2,780	\$162,500
KOMATSU PC55MR-5	QC, THUMB, A-HYDS, 24,48" BKTS ROADLINERS	20217	2016	939	POR

FORESTRY EQUIPMENT					
KOMATSU PC390LL-10	LOG LOADER, TC60 GRAPPLE	A50602	2013	7,912	POR
KOMATSU PC240LL-10	11' ARM, 7" RISER	A20633	2017	23	POR
SENNEBOGEN 830M-HDS	SB LOG LOADER, TC60 GRAPPLE	83001714	2014	455	POR
TIMBCO 445EXL	BUNCHER	FT4C2887032907	2007	14,000	POR
TIMBER PRO TL735B	BUNCHER, 22B, 360VI	TL735B0129020612	2012	8,703	POR
DEERE 1010E	FORWARDER	1WJ1010EHDD005246	2013	7,200	\$185,000

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MOTOR GRADERS

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
KOMATSU GD655-6	14' BLADE, RIPPER, 3DMC2 TOPCON	60250	2018	969	POR
KOMATSU GD655-6	14' BLADE, RIPPER, TRIMBLE SYSTEM	60385	2018	489	POR

OFF-ROAD TRUCKS

KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10865	2018	1,439	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10403	2016	3,669	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10431	2017	1,209	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10529	2017	1,262	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10213	2016	4,903	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10117	2015	4,044	POR
HM300-3 HM300-3	ARTICULATED TRUCK, TAILGATE	3401	2013	3,751	POR
MOROOKA MST2200VDR	CRAWLER CARRIER	AR224113	2016	1,289	POR
MOROOKA MST1500VDR	CRAWLER CARRIER	AR1506004	2017	582	POR

AGGREGATE EQUIPMENT

JCI K300+	TRANSCO RR DISCHARGE PLANT	C171328	2017	1	POR
JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P171908	2017	748	POR
PIONEER 3055	JAW PLANT, 5020 VGF REVERSE MOUNT	PC305540417	2017	191	POR
PIONEER FT2650	PIONEER TRACK MOUNT JAW	417391	2018	435	POR
PIONEER GT125	PIONEER TRACK MOUNT JAW	417408	2018	565	POR
TEREX/FINLAY J1175	TEREX/FINLAY TRACK JAW	KOMB93554	2011	4,600	\$235,000
KPI-JCI FT200CC	JCI TRACK MOUNT CONE CRUSHER	T170319	2017	1,277	POR
KPI-JCI FT4250CC	TRACK MOUNT HORIZONTAL IMPACTOR	417412	2018	509	POR
KPI-JCI 6203-32	PORTABLE SCREEN PLANT	S15SPT0117	2015		\$231,000
FAB TEC 6203-32	SPOMAC PORTABLE SCREEN PLANT	S17SPT0365	2017	615	POR
FAB TEC 7203-38	PORTABLE SCREEN PLANT	S15SPT0110	2014		POR
JCI GT165	AMS TRACK MOUN SCREEN PLANT	164278	2017	685	POR
JCI GT205S	AMS TRACK MOUN SCREEN PLANT	184613	2018	251	POR
KPI 36" X 100'	KPI SELF-CONTAINED RADIAL STACKER	416295	2017	833	POR
KPI 36" X 136'	SUPER STACKING CONVEYOR, 4WD	417919	2018		POR
KPI 36" X 150'	SUPER STACKING CONVEYOR, 4WD	417928	2018	200	POR
MESABA SDU	MASABA SIDE DUMP TRUCK UNLOADER	2011461	2011	1	\$120,000
DEMI 3620	DEMI SKID MOUNTED BELT FEEDER,	3010118	2017		\$65,000

COMPACTION

HAMM H20I	87" SMOOTH SINGLE, CAB	H2020123	2014	1,263	POR
HAMM H16I	84" SMOOTH SINGLE, A/C	H2110166	2015	1,343	POR
HAMM 3412	84", A/C, 76576 PADSHILL	H1800871	2008	NA	POR
HAMM H10I	84" SMOOTH SINGLE, A/C	H2350445	2018	262	POR
HAMM H5I	54" ROLLER	H2221988	2018	77	POR
HAMM HD+140VVHF	84" ASPHALT	H1840906	2013	1,873	\$59,500
HAMM HD+140VVHF	84" ASPHALT	H1841088	2014	1,888	POR
HAMM HD+120IVO	78" ASPHALT, OZZI	H2070099	2015	761	POR
HAMM HD14IVV	54" ASPHALT ROLLER	H2310372	2018	67	POR
HAMM HD12VV	47" ASPHALT ROLLER	H2300369	2015	1,098	POR
HAMM HD10VO	42" ASPHALT, OZZI	H2300227	2015	165	\$35,000

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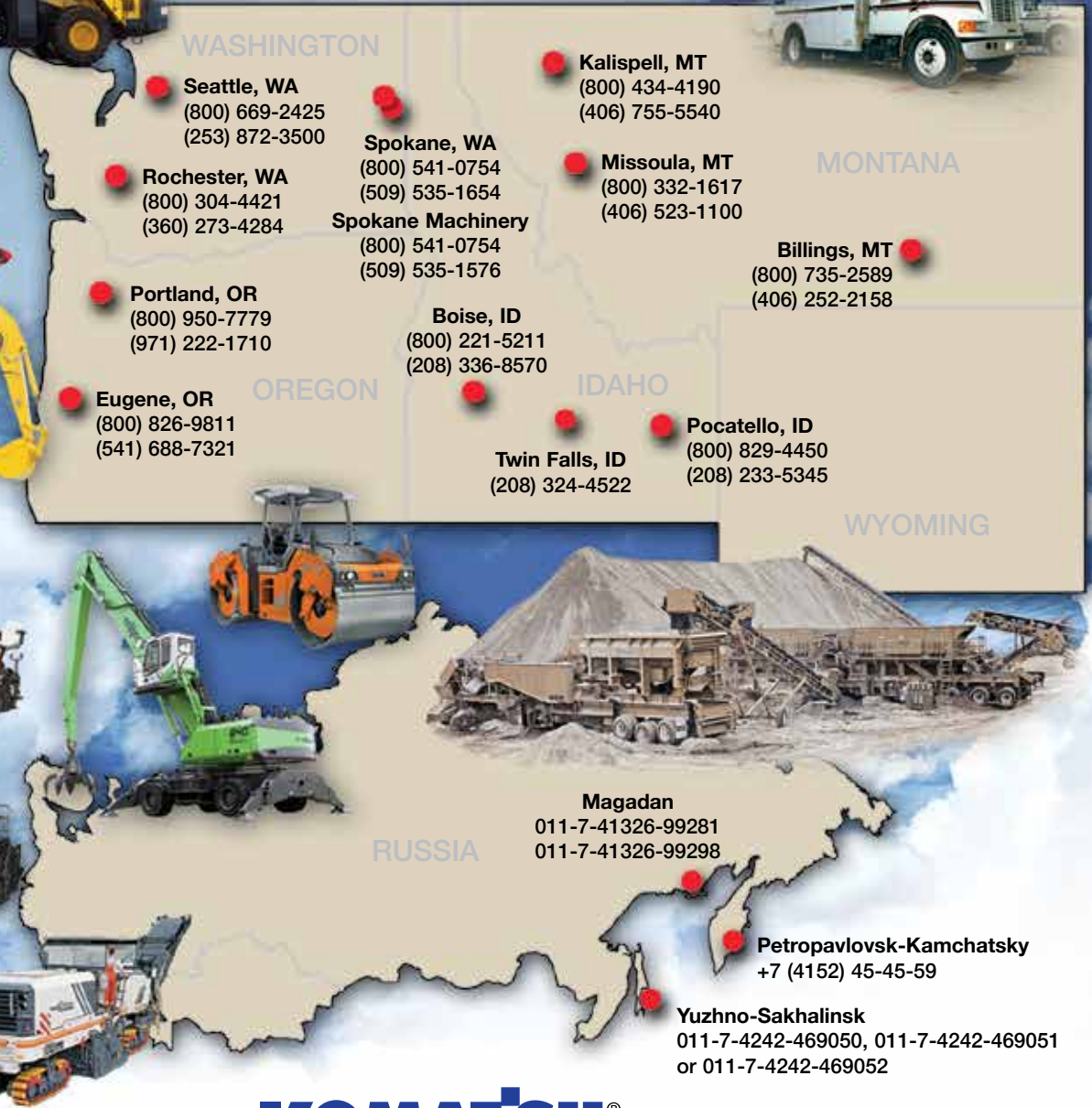
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