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Superior Construction & Excavating

See how Boise-area contractor delivers
from clearing to paving



Kelly Fulfer,
Owner/President



Lamont Cantrell



Dear Valued Customer:

While industry groups are actively recruiting new employees to fill skilled-labor positions, a shortage of such workers remains. One aspect of today's construction industry that many potential crew members may find attractive is the growing use of technology, especially when it comes to equipment.

Komatsu revolutionized integrated GPS technology and is now taking its *intelligent* Machine Control dozers to the next level with Proactive Dozing Control logic to mimic the actions of seasoned operators during rough-cut application. Now, these dozers truly deliver first-to-last-pass auto blade control and continuous data collection. We believe this is another giant leap in helping novice operators become skilled dozer hands faster. You can read more about how Komatsu has continued to improve its innovative technology in this issue of your Modern Machinery Update magazine.

Komatsu also led the way in bringing integrated technology to excavators and has added another to the lineup with its new PC290LCi-11. It is well-suited for applications that require good stability and working range, and its size helps to avoid most transportation limits associated with larger-size-class excavators. Find out more inside.

This issue features two case studies, one shares the success story of a customer who relies on the *intelligent* Machine Control technology, while the second focuses on a waste-industry application. I think you will find both interesting as each provides insight into how Komatsu machinery offers greater accuracy, efficiency and productivity.

Whatever equipment you use, proper maintenance is essential. Fluids are part of that and it's important to use the ones designed for the conditions you face in order to get the best protection. If high heat is a problem, Komatsu's HO56-HE hydraulic oil could be the solution. We've included an article that details its benefits.

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

Sincerely,
Modern Machinery

Lamont Cantrell
Chief Operating Officer

**Taking
'intelligence' to
the next level**



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SUPERIOR CONSTRUCTION & EXCAVATING

Boise-area contractor delivers from clearing to paving



Kelly Fulfer,
Owner/President



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Before earning his high school diploma, Kelly Fulfer was an experienced operator and had chosen a career path in construction. As a teen, he worked part time for a contractor in the Boise area and was running a backhoe by the time he was a junior.

"During my senior year I had only a couple of classes, so I worked during the day, too," recalled Fulfer. "If the project was close to the school, I would just drive the backhoe between there and the jobsite."

After graduating, Fulfer continued to work for the same company, building relationships with several area general contractors. Those contacts would pay off later, when he decided to start Superior Construction & Excavating in the mid-1980s.

"I spent a summer working in Alaska and made enough money to come back and buy my own backhoe," said Fulfer. "I bid my services to the contacts I had made, and they started offering me work. At first it was jobs such as digging crawlspaces for small buildings and trenches for sewer and water hookups."

In time, customers began asking him to do more, and the list of services expanded to a point where Superior Construction & Excavating had the ability to offer full site packages. Today, the Meridian-based company provides everything from clearing to paving for a handful of developers and general contractors working in the residential and commercial markets within approximately a 50-mile range of its headquarters.

"Concrete and asphalt are subbed out, although we take responsibility for getting those done," said Fulfer. "While our preference is turnkey site work, we can also break out our services and do stand-alone pipe or dirt projects. Utility installation has always been a specialty."

Aggregates part of the mix

Fulfer estimates that a third to one half of the pipe bedding and road base materials that Superior Construction & Excavating uses come from its gravel pits. It is currently crushing and stockpiling material at one leased location and taking materials from stockpiles at another site the company owns.

With close to 60 employees, including key individuals such as Plant Manager Ron Wyatt, who oversees gravel operations, Superior Construction & Excavating runs 12 to 15 jobs at once. Recent assignments include

Operator Lynn Schwisow loads a truck with a Komatsu WA470-8 wheel loader at Superior Construction & Excavating's gravel pit near Boise. "It's comfortable to operate, has good power into the pile and the visibility is excellent," said Schwisow.

► VIDEO





► VIDEO

Superior Construction & Excavating Operator Justin Bollinger fine grades dirt with a Komatsu *intelligent* Machine Control D61PXi-24 dozer on a subdivision project in Star, Idaho. “Accuracy is spot-on, no matter the application,” said Bollinger. “Once a model is downloaded, it’s a matter of getting in the machine, doing a quick calibration and letting it do the work. If you have an area to fill, it will place the materials as fast as the truck drivers can dump them. The blade holds grade no matter how fast I push or what material I’m placing.”



the Craftsman subdivision in Star, Idaho, which called for pond excavation of close to 270,000 cubic yards of dirt that was kept on-site and spread for fill and grading. It also installed underground utilities.

Operators used Komatsu *intelligent* Machine Control D61PXi-23 and D61PXi-24 dozers to construct the ponds, build subgrade for the roads and level lots. Superior Construction & Excavating began using the Dash-23 nearly two years ago and recently added a second. It will soon have a PC290LCi-11 *intelligent* Machine Control excavator as well.

“Accuracy is spot-on, no matter the application,” said Operator Justin Bollinger. “I love that there are no masts or cables to deal with. Set up is easy. Once a model is downloaded, it’s a matter of getting in the machine, doing a quick calibration and letting it do the work. If you have an area to fill, it will place the materials as fast as the truck drivers can dump them. The blade holds grade no matter how fast I push or what material I’m placing.”

Fulfer acquired the *intelligent* Machine Control dozers not long after he started adding standard Komatsu equipment to his fleet. He now has more than 20 machines,

including excavators, dozers, wheel loaders and articulated dump trucks. He worked with Modern Machinery and Territory Manager Jared Johnson as well as Boise Branch Manager Kory Bladt to lease the machinery.

Fulfer also takes advantage of Komatsu CARE – a complimentary maintenance program that comes standard on Tier 4 equipment for the first 2,000 hours or three years. Once that expires, he extends the service with Modern CARE to 4,000 hours or two years. Under both programs, Modern Machinery technicians perform routine scheduled maintenance.

“We had hydraulic component issues with another brand and that led to a need to rebuild several engines in a short time, so we took a look at Komatsu,” explained Fulfer. “Modern Machinery put together an impressive package of machines. Equally as important is service. Jared, Kory and Modern have been excellent to work with.”

Those relationships prompted Fulfer to consider KPI-JCI crushing and screening machines, and it recently worked with Johnson and Modern Machinery to acquire a Kodiak Plus

Continued . . .

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'We replaced two plants with one'

... continued



(L-R) Superior Construction & Excavating Owner/President Kelly Fulfer meets with Modern Machinery Territory Manager Jared Johnson and Boise Branch Manager Kory Bladt. "Modern Machinery put together an impressive package of machines. Equally as important to me is service. Jared, Kory and Modern have been excellent to work with."

K300+ cone crusher and a 6-by-20, three-deck screen, as well as conveying and stacking equipment. Superior Construction & Excavating is currently making four products at a time.

"We replaced two plants with one. Our maintenance costs are reduced, and we maintained production, so the KPI-JCI is a big win for us," stated Wyatt.

Retirement not in the plans, yet

Looking ahead, Fulfer expects to keep Superior Construction & Excavating at roughly its current size and continue to work in the same markets. He's not considering retiring anytime soon, either.

"I might slow down a little – unless I can find another good gravel source," he joked. "In all honesty, I don't know if I'll ever retire; although if I ever do step away, I feel confident the business would remain in good hands. I have some guys who have been here 30-plus years, and the staff is very good. They are a big reason why Superior continues to hang its hat on quality work done right." ■



Superior Construction & Excavating recently added KPI-JCI equipment, including a Kodiak Plus K300+ cone crusher and a 6-by-20, triple-deck screen. "We replaced two plants with one. Our maintenance costs are reduced and we maintained production, so the KPI-JCI is a big win for us," stated Plant Manager Ron Wyatt.

▶ VIDEO



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Crushing and Screening available through Modern Machinery

TAKE A DIFFERENT ROUTE

Construction careers often pay as much or more than those requiring traditional four-year degree



Deanna Quintana

Deanna Quintana emphasizes that careers in construction and the skilled trades can be as, or more, lucrative and rewarding than those requiring the traditional route of higher education that leads to a four-year degree.

As our children grow up, we continually ingrain in them that there is one route to success – a four-year degree. However, higher education is not solely defined by a bachelor's degree. There are other paths that will guide them in the right direction before entering the workforce.

While there are misconceptions about the construction and skilled-labor industry, numbers prove that there are millions of jobs available in this field and compared to college graduates, they're well-paid. The average starting salary for college graduates stands at \$50,004; however, student debt is on the rise and the class of 2018 graduated with an average of \$29,800 in loans. One of the most important reasons students choose to pursue a four-year degree is to land a high-paying job. The truth is, multiple careers in construction make an average of \$65,000 per year and do not require a degree from a large institution.

This poses the question: How does one get higher education without going to a traditional college or university? The answer is simple: apprenticeships; technical

or community colleges; and career and technical education (CTE).

Earning while learning

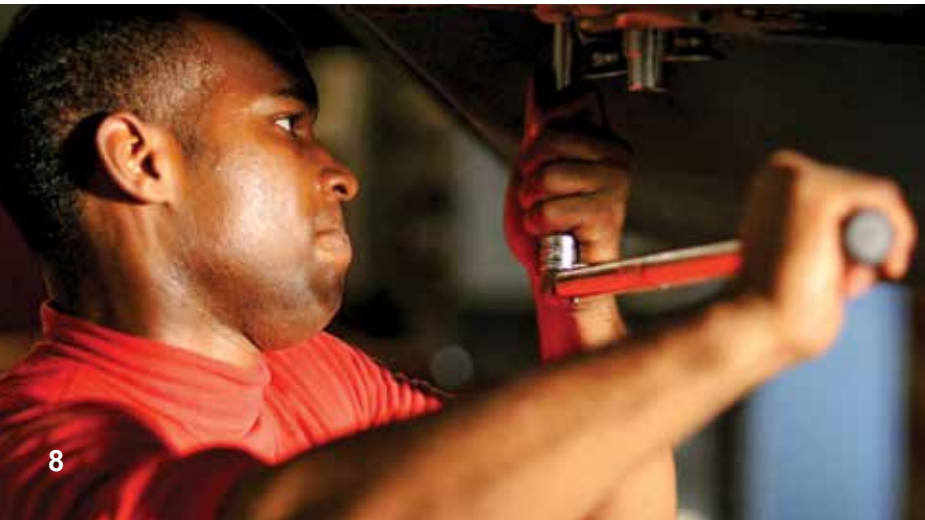
Apprenticeships provide valuable on-the-job training and are structured programs relating to the technical and academic competencies that apply to the job. In fact, the construction industry in the United States represents approximately 30 percent of all active, registered apprentices. Construction is one of the few industries where individuals are given the opportunity to develop skills and knowledge about a career, while earning a paycheck.

Technical or community colleges offer shorter time spent in school and can be just as beneficial and rewarding as a four-year degree. In these programs, minimal debt is incurred, and the skills and education obtained apply directly to careers upon graduation.

CTE prepares secondary, postsecondary and adult students with the hard and soft skills needed to build a successful career and life. Classes prepare students for a variety of high-skill, high-wage and high-demand careers.

While a four-year degree may be the path for some, it is not the only form of post-secondary education. Higher education is about acquiring skills and knowledge that will help you succeed in your desired career path. ■

Deanna Quintana is a marketing intern at the National Center for Construction Education and Research (NCCER). She is learning about the industry and how to recruit and educate new craft professionals. This article is excerpted from a blog post, and reprinted with permission from "Breaking Ground: The NCCER Blog" at blog.nccer.org.



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'LARGEST HEAVY METAL SHOW'

CONEXPO-CON/AGG returns to Las Vegas with record number of exhibitors, exhibit space

The "World's Largest Heavy Metal Show in 2020" is right around the corner with the return of CONEXPO-CON/AGG to the Las Vegas Convention Center and beyond, March 10-14. Presented every three years, it is North America's biggest trade show and features the latest in equipment and innovation from every key construction-related sector.

In total, a record-setting 2,800 exhibitors are expected to converge on 2.6-million square feet of exhibit space. The show's footprint has changed with the Gold Lot under construction, making it unavailable. Instead, CONEXPO-CON/AGG will use the Las Vegas

Festival Grounds, located on the Las Vegas Strip adjacent to the Circus Circus hotel. The grounds will contain lifting (aerial and cranes), earthmoving, hauling and underground construction equipment, among other things.

"This show is shaping up as one of the best ever; attendees and exhibitors will not be disappointed," said Mary Erholtz, CONEXPO-CON/AGG Chair. "AEM (Associated Equipment Manufacturers, the show's lead sponsor) and our show committees of industry leaders are working hard to deliver an outstanding event focused on the latest innovations, technologies and best practices to succeed in our changing world."

'Smart city' display

Similar to 2017, CONEXPO-CON/AGG will emphasize technology. The Tech Experience returns and focuses on three areas that impact the industry: modern mobility; sustainability and sustainable building; and smart cities, according to Al Cevero, Senior Vice President Construction, Mining & Utility at AEM.

Cevero and other members of the show planning team recently unveiled a 10 x 22-foot "smart city" replica scheduled for display. It demonstrates how a smart city, through sensors and analytics "will be able to transform information into digestible data, providing knowledge for the city to work smarter," according to show organizers.

The smart city replica will showcase several scenarios, including various city grids and how a city responds to heat, wind and storms; connectivity, including 5G sensors, telematics and the internet of things (IoT); and the

North America's largest trade show, CONEXPO-CON/AGG will feature the latest in equipment and innovation from every key construction-related sector. It is slated for March 10-14, 2020, in Las Vegas.





impacts of construction such as the jobsite of the future within the city and how equipment will communicate.

“The main goals of the Tech Experience are to drive awareness and adoption of new technologies and innovations, engage and attract the next generation of attendees and position the show as a thought leader,” said Cevero. “Our plan is to demonstrate how the three areas will transform the contractor’s business of the future.”

Multitude of education sessions, tracks

More than 150 educational sessions are scheduled throughout the week to highlight the latest topics and industry trends. They are grouped into tracks for ease in finding areas of interest. Tracks include aggregates; asphalt; earthmoving and site development; equipment management and maintenance; business best practices; how to attract, engage and retain talent; safety; and technology solutions.

CONEXPO-CON/AGG will be co-located with the International Fluid Power Expo, and



Be sure to visit with our manufacturers at CONEXPO-CON/AGG in March.

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new for 2020 is the opportunity to mix and match education sessions offered through both shows. Attendees can register for educational sessions as well as the show itself through the CONEXPO-CON/AGG website at www.conexpoconagg.com. ■

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NEW INTELLIGENT EXCAVATOR

PC290LCi-11 uses 3D design data to deliver first-to-last-pass accuracy

Komatsu augmented its *intelligent* Machine Control lineup with the addition of the new PC290LCi-11 that provides first-to-last-pass accuracy. Like its predecessors, the excavator features Komatsu's unique sensor package – stroke-sensing hydraulic cylinders, an inertial measurement unit sensor and global navigation satellite system antennas – that utilizes 3D design data to accurately check its position against the target elevation and semi-automatically limit overexcavation.

"The PC290LCi-11 is perfect for applications where customers are looking for good stability

Komatsu's new PC290LCi-11 offers good stability and working range with a 30-ton-class undercarriage and the upper structure of the standard PC240LC model as well as an arm that reaches past 10 feet.

and working range. It has a 30-ton-class undercarriage and an upper structure similar to our standard PC240LC model. This excavator also includes a 3.2-meter (10.49-foot) arm," said Andrew Earing, Senior Product Manager, Tracked Equipment, noting that a 3.5-meter arm option will be available soon. "Its size helps to avoid most transportation limits associated with larger size-class excavators, making it a good fit for residential and utility work, as well as smaller nonresidential jobs."

Users can load design data into the *intelligent* Machine Control box. It is displayed on a 12.1-inch monitor in a simple screen layout. A touch screen icon interface, instead of a multistep menu, simplifies operation.

Continued . . .



Andrew Earing, Senior Product Manager, Tracked Equipment

Brief Specs on Komatsu's PC290LCi-11 Excavator

Model
PC290LCi-11

Net Horsepower
196 hp

Operating Weight
70,702-72,091 lb

Bucket Capacity
.76-2.13 cu yd



Display shows realistic design surface

... continued

The machine and design surface are shown in a realistic 3D format. The angle and magnification of the views can be changed, allowing the operator to select the best option, depending on working conditions.

Easily switch modes, offset functions

Operators can choose between manual and semi-automatic modes, as well as design offset functions using switches on the joysticks. The semi-automatic mode features Auto Grade Assist. As the operator moves the arm, the boom adjusts the bucket height to trace the target surface and minimize the chance of digging too deep.

Additionally, the PC290LCi has Auto Stop Control that halts the working equipment when the bucket edge reaches the design surface, which reduces design surface damage. Minimum Distance Control regulates the bucket by automatically selecting the point on the bucket closest to the target surface. Finally, the Facing Angle Compass shows the operator the facing angle relative to the target surface, allowing the bucket

edge to be accurately positioned square to the target surface.

"Komatsu introduced *intelligent* Machine Control excavators four years ago with the PC210LCi, which is now in its second generation with the dash-11 model," said Earing. "As we continued to expand our intelligent product line, we heard customers asking for a PC290LCi. With the introduction of this model, we are pleased to demonstrate our commitment to our customers."

Covered by Komatsu CARE

The PC290LCi-11 has Komatsu's KOMTRAX Level 5 technology that provides machine data such as fuel and diesel exhaust fluid (DEF) levels, Komatsu Diesel Particulate Filter (KDPF) regeneration status, machine location, cautions and maintenance alert information.

Whether rented, leased or purchased, the PC290LCi-11 is covered by Komatsu CARE, complimentary for the first three years or 2,000 hours. It includes scheduled factory maintenance, a 50-point inspection at each service interval and up to two complimentary KDPF exchanges and two DEF tank flushes in the first five years. ■

Operators can choose between manual and semi-automatic modes, as well as design offset functions using switches on the joysticks. Features of the semi-automatic mode include Auto Grade Assist. As the operator moves the arm, the boom adjusts the bucket height to trace the target surface and minimize digging too deep.



HANDS-ON EXPERIENCE

Komatsu revamps Demo Days to provide ultimate customer event

This spring, more than 300 customers, distributor representatives and industry professionals attended Komatsu's Demo Days at the Cartersville Customer Center in Georgia where they experienced a newly tailored schedule for the event.

"We've been using this site for more individualized customer demonstrations, and we learned a lot from them," said Komatsu Instructor and Developer Isaac Rollor. "We applied a good deal of the feedback we received from those interactions to enhance this group event. As a company, Komatsu is always looking to improve in all aspects, and that includes Demo Days."

The new format significantly increased attendees' time at the demo site. The morning session featured walk-arounds for 30 machines, including the full family of *intelligent* Machine Control dozers and excavators, with Komatsu experts onhand to answer questions.

"After registration and a short safety meeting, we got customers up on the hill," said Rollor, referring to the demo site location. "In the past, we held the morning session in our auditorium, but we want Demo Days to be as interactive as possible. We felt it was important to increase the amount of individualized time customers spent with our people and on the machines to achieve that goal."

Food trucks, raffles and competitions

The morning ended with an *intelligent* Machine Control dozing demo, and then Atlanta-area food trucks provided lunch. The afternoon was reserved for machine operation.

"By the time customers go home, we want them to feel as confident with the Komatsu product as we are," noted Rollor. "This new setup provides more time for them to talk with Komatsu personnel, operate equipment and have all of their questions answered."

In addition to machine demos, the gathering also featured raffle prizes; timed wheel loader and mini excavator challenges; and a factory tour of Komatsu's Chattanooga Manufacturing Operation. Demo Days also included a "Help Build the Machine of the Future" area, which invited customers to share what they want to see from Komatsu in five, 10 and 15 years. ■



Isaac Rollor,
Komatsu Instructor
and Developer



Discover more at
ModernUpdate.com



Calvin Southwick of COP Construction (left) checks out the latest Komatsu machinery with Modern Machinery Territory Manager Thor Loftsgaard.

Komatsu Demo Days attendees had the opportunity to operate 30 machines, including the new GD655-7 grader and the full line of *intelligent* Machine Control equipment. The event also featured walk-arounds, competitions, a factory tour and other interactive sessions.

▶ VIDEO



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Hunter and Clint Shackelford
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COMPLETING MORE JOBS FASTER

R.A. Alexander & Sons saves time, money with *intelligent* Machine Control equipment

Three years ago, Bill Jagoe, Owner of Jagoe Excavating, approached Mark Ballard, President of R.A. Alexander & Sons, about expanding the existing relationship between the two companies. The new collaboration helped both firms immediately by filling gaps for each. Together, the two businesses can now handle nearly any earthwork-related project.

Benefits for R.A. Alexander & Sons included the ability to offer utility-installation services and the opportunity to upgrade its equipment fleet. For the latter, Ballard contacted his local Komatsu distributor to discuss adding additional *intelligent* Machine Control equipment to complement the D51PXi dozer he purchased in 2015. Ultimately, Ballard acquired a second D51PXi in addition to a D61PXi dozer and a PC210LCi excavator. All feature factory-integrated grade control technology that makes operators even more effective from start to finish.

Advantages immediately apparent

"Augmenting our fleet with *intelligent* Machine Control pieces made us 40 to 50 percent faster, and we're achieving accuracy within two-tenths of an inch," stated Ballard. "Having a model that we can plug in and follow, speeds us up significantly. We save the most time on minor details associated with parking lots and streets. It's also phenomenal on earthmoving projects with major grade changes. There's no lost time with operators stopping to read plans or ask questions. Everything is on the in-cab monitor."

Jagoe said the results were noticeable right away. "I was surprised there weren't any stakes at the jobsite. However, I noticed that

the machines never stopped moving, and they were finishing jobs sooner. The *intelligent* Machine Control products save us money on things like surveying and material costs. Plus, we are able to do more projects because we can work so much faster." ■



► VIDEO

An *intelligent* Machine Control D61PXi dozer and a PC210LCi excavator enable R.A. Alexander & Sons to finish jobs sooner, allowing it to take on more projects. "Augmenting our fleet with *intelligent* Machine Control pieces made us 40 to 50 percent faster, and we're achieving accuracy within two-tenths of an inch," stated President Mark Ballard.



Mark Ballard,
President,
R.A. Alexander & Sons



Bill Jagoe,
Owner,
Jagoe Excavating



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

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EQUIPPED FOR SUCCESS

Excavator fleet outfitted with waste packages helps recycling firm meet production goals

Lakeshore Recycling Systems (LRS) is one of the largest waste and recycling companies in the Chicago area. In order to process the massive amount of waste material that comes through its seven locations, LRS requires equipment that is dependable, versatile and durable. It found a solution with a fleet of 15 Komatsu PC210LC excavators outfitted with Komatsu waste packages.

"Our PC210s run up to 20 hours a day – sometimes as many as 11 hours straight – which is vital to keeping us on schedule," explained LRS Managing Partner Rich Golf. "We know that they are going to run every day."

The company uses its PC210LC fleet to sort through piles of waste material, removing pieces that can hinder the performance of its production line.

"It is an instrumental tool," shared Golf. "Operators can identify items that might be harmful to machines downstream like hoses, electrical cords, plastics or bulky items."

Golf touts the versatility of the PC210LC for its ability to feed the operation, a task typically reserved for a large wheel loader.

"It takes up less space, uses less fuel and eliminates tire costs," said Golf. "It does the job of a WA500 wheel loader, just more efficiently."

Enhanced performance

To help the PC210s perform 20-hour work days in unforgiving conditions, LRS equips its excavators with Komatsu waste packages.

"Overheating can be a serious problem," stated Golf. "However, the Komatsu package includes an enhanced cooling feature with

wider fins and radiators that swing out. It improves access to the area and allows us to blow them out quicker to keep everything cool."

The waste package also includes an enhanced boom arm and stick as well as extra safety guarding around the cab. Golf credits the Komatsu waste package as one reason why LRS excavators work past the 15,000-hour mark – with some already at 25,000 hours. They also play a role in ensuring that those hours are completed safely.

"Komatsu has done a great job of creating waste packages that meet our needs," noted Golf. "This helps make the machines more durable as well as safer for the operator. Safety has been our top priority from day one, and that has been important in our relationship with Komatsu." ■



Rich Golf,
Managing Partner,
Lakeshore Recycling
Systems



Discover more at
ModernUpdate.com

A Lakeshore Recycling Systems operator uses a Komatsu PC210LC excavator equipped with a Komatsu waste package to manage a pile of material. "Komatsu has done a great job of creating waste packages that meet our needs," noted Managing Partner Rich Golf. "This helps make the machines more durable as well as safer for the operator."

▶ VIDEO



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“At Selge Construction, we’re a family business. My son-in-law and even grandson are involved and interested in this great occupation. I’ve built a good name in our marketplace with a reputation for quality work and integrity in the way we do business. And I choose Komatsu because they match my values. Their excavators help my crews and family carry on our goals: to provide the best job for an honest price. It’s these and many other reasons why Komatsu works for us!”

Marv Selge (with Noah & Justin) / Selge Construction, Inc. / Niles, MI

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GOING BEYOND THE SALE

VP – Marketing Communications says Komatsu helps customers gain knowledge to maximize production

QUESTION: Komatsu is known as a “total solutions provider.” What does that entail?

ANSWER: It means we can take care of customers throughout their machinery’s life cycle. For instance, if a customer is looking for a machine with GPS-grading capabilities, Komatsu has several options including our integrated *intelligent Machine Control* dozers.

In addition, we, and our distributors, have expert personnel who can provide mapping services, jobsite setup, training, consultation and more. Most of our latest models come with Komatsu CARE, so scheduled maintenance is covered for the first three years or 2,000 hours. Programs are available to extend that, and we have other solutions to take care of maintenance and repairs.

QUESTION: What are the roots of Komatsu’s customer-focused approach?

ANSWER: Our approach stems from our origins and from listening to customers. Komatsu was started nearly 100 years ago by Meitaro Takeuchi. He saw that the copper mine in Komatsu City, Japan, was about to exhaust its resources and close. The city’s economy centered around that mine, so he started an equipment manufacturing company to provide new jobs and help people in his community develop new skills. That’s how Komatsu was created.

For nearly a century, we have expanded globally because we visit jobsites and mines around the world to talk with customers in order to better understand their needs and challenges. Knowledge gained from those conversations helps develop equipment and solutions to meet those needs and alleviates challenges so customers can concentrate on getting their jobs

Continued . . .



Evelyn Maki, Vice President – Marketing Communications

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.

Originally from Brazil, Evelyn Maki went to college with a focus on building a career in tourism. While in school, she interned at a heavy equipment manufacturer, took a position there upon graduation and has been supporting the industry ever since.

“I have been involved with sales, data analysis, forecasting and dealer development,” said Maki. “I enjoyed those, but marketing is what I love. I really enjoy today’s modern practices and am always thinking about ways we can shape our industry from a marketing perspective.”

Maki moved to the United States when she was transferred to Wisconsin by her previous employer in the early 2000s. About eight years ago, she began working for P&H, then part of the Joy Global organization, now owned by Komatsu. Today, she is the Vice President – Marketing Communications for Komatsu. Maki oversees global marketing for Komatsu Mining, as well as for construction, forestry, forklift and industrial presses for North America.

“Komatsu is about more than manufacturing quality, dependable equipment; it’s focused on building relationships by taking care of customers from every standpoint: sales, service and support,” said Maki. “From a marketing perspective, that’s what we want to highlight because, at the end of the day, this is what creates customers for life.”

Customer conversations are vital

... continued

done more effectively and efficiently, backed by Komatsu.

QUESTION: How is Komatsu reaching customers to provide information about its equipment and support?

ANSWER: There are several avenues. From a global perspective, information is available on our websites, and that's a good starting point for research. Customers can also gain information from our social media pages and video library on YouTube.

QUESTION: In addition to online resources, how can customers learn more about Komatsu equipment?

ANSWER: We encourage them to contact their distributor personnel. From a manufacturer marketing standpoint, we develop content that helps distributors and their representatives provide the most accurate, detailed information possible so that customers can make highly informed decisions. We serve as a support tool.

One way we do that is with events, such as Demo Days, where distributors can bring customers to our Cartersville Customer Center to operate machinery, and our experts provide insight into maximizing machine usage as well as other valuable content.

Our distributors are excellent resources and can directly help customers with details about equipment and the programs to maintain it, such as Komatsu CARE for Tier 4 construction equipment. We encourage anyone seeking information to contact their distributor and/or sales representatives who have the knowledge to put them in the right machine for maximum production and efficiency. ■



During Demo Days at the Cartersville Customer Center, Komatsu experts provide valuable insights about maximizing machine production and more.

Komatsu has a long history of dedication to developing solutions for people and their businesses, according to Evelyn Maki, Vice President – Marketing Communications. “Komatsu was started nearly 100 years ago by Meitaro Takeuchi,” said Maki. “He saw that the copper mine in Komatsu City, Japan, was about to exhaust its resources and close. The city’s economy centered around that mine, so he started an equipment manufacturing company to provide new jobs and help people in his community develop new skills.”



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INTUITIVE TECHNOLOGY

Proactive Dozing Control logic interprets data, makes decisions to mirror seasoned operators



Derek Morris,
Komatsu Product
Marketing Manager



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ModernUpdate.com

When Komatsu unveiled its revolutionary *intelligent* Machine Control system in 2013, the integrated, mast- and cable-free, semi-automated GPS program promised increased production and precision grading. It delivered, and now Komatsu is taking the technology to another level with Proactive Dozing Control logic.

"The first iteration of *intelligent* Machine Control was a starting point," explained Komatsu Product Marketing Manager Derek Morris. "Once that was accepted in the market and became a viable part of a construction site, we focused on how to make it better."

To do that, Komatsu designed its Proactive Dozing Control system to more closely resemble

an experienced operator during initial rough-cut applications – a point when operators were not utilizing *intelligent* Machine Control.

"Traditionally, end users were only using automation to perform final grade," noted Morris. "That happened because the system would work to get the blade to grade as soon as possible, creating aggressive cuts that could stall a machine. During that phase, experienced operators would typically cut and carry large but manageable loads, so they could move the material to other parts of a jobsite. We added this logic and practice."

The result is an intuitive technology that delivers productivity gains of within 6 percent of an experienced operator.

"Proactive Dozing Control logic tracks, collects and interprets terrain data and then makes decisions based on that information," said Morris. "It can now calculate when to cut and when to carry material, while also allowing the operator to provide input on where the blade should be based on existing ground. The new system enables the operator to use automatics in applications such as stripping topsoil or spreading fill."

'Grass to grade'

With Proactive Dozing Control logic, operators are able to use the technology at all times, boosting efficiency and productivity.

"Using machine control exclusively for fine grading meant it was utilized only 10 to 20 percent of the time," said Morris. "Proactive Dozing Control logic gives Komatsu *intelligent* Machine Control dozers grass-to-grade automatics, which delivers greater return on investment." ■

Available on new Komatsu D51i-24 and D61i-24 dozers, the latest version of *intelligent* Machine Control improves automation during rough-cut applications by more closely operating like an end user. "Proactive Dozing Control logic tracks, collects and interprets terrain data and then makes decisions based on that information," said Komatsu Product Marketing Manager Derek Morris.

▶ VIDEO



WASTE EXPO DRAWS CROWDS

Solutions and support for rugged landfill operations showcased in Las Vegas

Companies from across the country gathered in Las Vegas for the 2019 Waste Expo to see the latest innovations for the waste management industry. Educational sessions and networking opportunities supported the exhibit area where customers met with manufacturers and inspected machines.

At the Komatsu America booth, attendees could visit with company representatives to learn about new solutions for the industry.

"We're building strong relationships with our waste-market customers and developing the machines that meet their applications," said Komatsu America Chairman and CEO Rod Schrader. "Then, in partnership with our dealers, we support them very effectively with local service and parts departments."

Customer success

Waste industry professionals who utilize Komatsu products note the positive impact the equipment has made on their operations.

"We recently switched to Komatsu and, in the past year, have added more than a dozen machines, including excavators and wheel loaders," said DTG Recycling Group COO Tom Vaughn. "The maintenance support has been fantastic."

Andrew Springer with Sun Recycling in Beltsville, Md., relies on Komatsu equipment for the company's roll-off dumpster hauling and C&D recycling operations.

"We run Komatsu wheel loaders and excavators exclusively," noted Springer. "Our environment is very rough on machines, and they stand up to the test. The most critical piece has been the dealer support in getting the parts we need, when we need them."

Komatsu featured two industry-specific machines, the D85PX-18 dozer outfitted with a waste package and the WA380-8 wheel loader with waste-handling capabilities. Both offer solutions for landfill operations.

"The D85PX-18 dozer is fully equipped and ready to push trash," noted Komatsu America Marketing Engineer Scott Ruderman. "It features an 18.4 cubic-yard blade with a trash rack to handle the lighter material and 30-inch track pads with clean-out holes for easier maintenance. The engine compartment is sealed, and the exterior hoses have been removed to prevent debris from contacting or damaging critical components."

Komatsu designed the WA380-8 wheel loader to be ready for harsh applications as well.

"We fully protect the bottom of the machine using a front frame underground, powertrain guard, fuel tank guard and axle seal guards," noted Ruderman. "Due to market demand, we've developed a guard that protects the fan cooling unit and rear grill from contact as well. The machine also has a corrugated screen outside of the intake system to prevent debris from entering the engine system." ■



Rod Schrader,
Chairman and CEO,
Komatsu America



Discover more at
ModernUpdate.com

The 2019 Waste Expo featured the latest innovations in the waste management industry, including a fully guarded Komatsu WA380-8 wheel loader and D85PX-18 dozer outfitted with a waste package.



HIGH-HEAT PROTECTION

Specially formulated HO56-HE hydraulic oil helps solve oil degradation in hot environments



Bruce Gosen,
Senior Product
Manager, Komatsu
Parts Marketing

Using the proper fluids delivers bottom-line benefits, potentially increasing productivity and lowering operating costs. "Fluids designed to match the conditions you face offer the best protection, resulting in less downtime and extended equipment life," said Bruce Gosen, Senior Product Manager, Komatsu Parts Marketing.

Gosen pointed out that Komatsu's HO56-HE hydraulic oil is a good example. It is a zinc-based, anti-wear oil made from synthetic fluid, as opposed to traditional hydraulic fluids created from mineral oil. "This product is specially formulated to help solve oil degradation issues in hot environments," explained Gosen. "It's an ideal choice for equipment operating in desert regions or in high-temperature industrial facilities."

Specific benefits of HO56-HE:

- It has outstanding cold-start performance and excellent resistance to oxidation at high temperatures.
- It is specially formulated to maintain viscosity range throughout the full life of the fluid.
- The fluid performs with greater efficiency to reduce fuel consumption and extend oil drain intervals.
- It prevents valves from sticking, resulting in less "reactive maintenance" downtime.

"HO56-HE is more energy-efficient, so it can reduce overall fuel costs compared to conventional anti-wear hydraulic fluids," said Gosen. "HO56-HE has the potential to last longer too, reducing downtime for routine oil drains.

"It's compatible with most machines, so many companies can consolidate multiple hydraulic oils across their fleets, simplifying ongoing maintenance, which can lead to greater savings," Gosen added. "We encourage anyone needing a high-performance hydraulic oil to contact their distributor for HO56-HE." ■

Komatsu's HO56-HE hydraulic oil is specially formulated to help solve issues of oil degradation in hot environments, making it an ideal choice for equipment operating in desert regions or in high-temperature industrial facilities.



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OVERWHELMINGLY POSITIVE

Drone use report: Most companies say benefits of the technology far outweigh the cost

Ninety-two percent of companies that use drones say the benefits of this innovation exceed the costs, according to the “State of Commercial Drone Use” report recently released by Blue Research, which contacted more than 1,700 medium and large businesses for its study. The findings noted that 10 percent of surveyed companies with revenues of more than \$50 million currently use drones.

For 88 percent of respondents that utilize the technology, return on investment was achieved in a year or less. About half said that taking drones away would negatively affect their bottom lines.

Construction is one of the prominent industries using drones, with a 35-percent adoption rate. Nine out of ten firms with drones reported that the devices allow them to capture more information, save time and increase efficiency. Seventy-five percent said drones increase worker safety, and 71 percent cited a competitive advantage as a benefit.

“One of the things we really struggled with was figuring out how companies are using drones. Much of the research focused on hobbyists, the military, etc.,” explained Mariah Scott, President of Skyward, which commissioned the study and prepared a subsequent webinar titled, “Drones in Big Business: The State of Drones at \$50M+.”

Majority handle it in-house

The report also found that less than 40 percent of companies hire outside help for their drone programs, including flights, data processing and data analysis. “Sixty-three percent are not outsourcing any of these activities,” shared Scott. “This number was much higher than expected. It’s very

encouraging news about the ability of large companies to incorporate new technology.”

Challenges to adopting a drone program included staying up to date on laws and regulations. Access to controlled airspace was another obstacle.

Two percent of respondents plan to start a drone program within a few months. Another 7 percent said they will begin using drones at some time in the future. ■



Large companies that use drones are overwhelmingly positive about the technology, citing the ability to capture more information, save time and increase efficiency among the primary benefits, according to a recent study. Almost 90 percent of companies that use drones said they saw a return on investment within a year.



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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
CRAWLER DOZERS					
KOMATSU D155AX-8	SIGMA, MS RIPPER	100202	2018	1,345	POR
KOMATSU D65PX-18	STRAIGHT BLADE	90216	2016	4,324	\$187,500
KOMATSU D65PXI-18	PAT BLADE, 915 SYSTEM	90480	2016	2,331	\$305,000
KOMATSU D65PX-17	STRAIGHT BLADE	1368	2012	6,647	\$155,000
KOMATSU D61PXI-24	PAT BLADE, 915 SYSTEM	B60305	2017	2,240	\$299,500
KOMATSU D61PX-24	PAT BLADE, MSR	B60395	2018	1,224	\$266,500
KOMATSU D61EX-24	PAT BLADE, MSR	40045	2016	1,404	\$246,500
KOMATSU D51EX-24	PAT BLADE, MSR	B20411	2019	340	POR
KOMATSU D39PX-24	PAT BLADE	95004	2016	1,658	POR
KOMATSU D37PX-24	PAT BLADE	85260	2018	367	POR

WHEEL LOADERS					
KOMATSU WA600-8	9.5-YD, BRK COOL, XLDD1 RDLS	80119	2018	3,960	POR
KOMATSU WA500-3A	7.5-YD, STIKSTEER	52191	2004	30,382	\$45,000
KOMATSU WA470-8	5.5-YD BUCKET	A49341	2018	1,507	\$297,500
KOMATSU WA470-8	5.5-YD BUCKET	100116	2017	2,147	\$265,000
KOMATSU WA470-8	5.5-YD BUCKET	100080	2017	2,865	\$205,000
KOMATSU WA380-7	QC	10776	2015	3,514	POR
KOMATSU WA320-7	QC	80770	2016	2,236	\$142,500
KOMATSU WA270-8	QC	83238	2017	1,582	\$149,000

HYDRAULIC EXCAVATORS					
KOMATSU PC650LC-11	14' ARM	80062	2018	1,380	POR
KOMATSU PC490LC-11	13' ARM, QC	85139	2016	3,045	\$330,000
KOMATSU PC490LC-11	13' ARM, QC	85017	2015	3,720	\$285,000
KOMATSU PC360LCI-11	10' 5" ARM, WC, UHF	90265	2017	1,917	\$350,000
KOMATSU PC360LC-11	13' ARM, QC	90329	2017	1,946	\$290,000
KOMATSU PC360LC-11	13' ARM, QC	90262	2017	2,124	\$290,000
KOMATSU PC360LC-11	13' ARM, QC	A35280	2016	2,050	\$290,000
KOMATSU PC360LC-11	13' ARM, QC	90374	2017	2,072	\$290,000
KOMATSU PC360LC-10	13' ARM, QC, THUMB, 60" BUCKET	A33587	2015	5,723	\$185,000
KOMATSU PC290LC-11	11'6" ARM, QC, THUMB	A27579	2017	1,591	\$303,750
KOMATSU PC240LC-11	9'7" ARM, QC, THUMB	95196	2017	6,848	\$140,000
KOMATSU PC228USLC-10	9'6" ARM, QC, A-HYDS	2345	2016	2,636	\$160,000
KOMATSU PC228USLC-10	9'6" ARM, QC, THUMB, COMBO HYDS	2712	2017	1,376	\$182,500
KOMATSU PC210LC-11	9' 7" ARM, QC, THUMB, BUCKET, BLADE	C80341	2018	1,121	\$214,000
KOMATSU PC138USLC-11	8' ARM, QC, THUMB, BUCKET, BLADE	50149	2016	3,190	\$162,500
LINK-BELT 460LX	QC, 60" BUCKET	K7J61545	2016	6,194	\$57,500

FORESTRY EQUIPMENT					
KOMATSU XT460L-3	BUNCHER, 24B/360-DEGREE	A5127	2017	2,294	\$489,000
TIMBCO 445EXL	BUNCHER, 22B/40-DEGREE	FT4C2384062504	2004	12,000	\$100,000
TIMBER PRO TL745C	BUNCHER, 2900 INTERMITTEN	TL745C0417042516	2016	4,500	\$375,000
TIMBER PRO TL735B	BUNCHER, 22B, S/N 22B1175	TL735B0243030614	2014	8,749	\$180,000
TIMBER PRO TL735B	BUNCHER, 2900 INTERMITTEN	TL735B0248040114	2014	8,342	\$165,000
DEERE 2954D	PROCESSOR W/ 623C WARATAH	DH0290081	2012	13,931	\$125,000
DEERE 1010E	FORWARDER	1WJ1010EHDD005246	2013	7,240	\$185,000

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MOTOR GRADERS					

KOMATSU GD655-6	14' BLADE, RIPPER, 3DMC2 TOPCON	60250	2018	1,104	POR
KOMATSU GD655-6	14' BLADE, RIPPER, TRIMBLE SYSTEM	60385	2018	1,218	POR

OFF-ROAD TRUCKS

KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10865	2018	1,827	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11354	2019	1,462	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10431	2017	1,594	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10529	2017	2,060	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10418	2016	2,358	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10117	2015	4,500	POR
KOMATSU HM300-3	ARTICULATED TRUCK, TAILGATE	3401	2013	4,510	POR
MOROOKA MST2200VDR	MOROOKA CRAWLER CARRIER	AR224113	2016	1,585	POR
MOROOKA MST1500VDR	MOROOKA CRAWLER CARRIER	AR1506004	2017	881	POR

AGGREGATE EQUIPMENT

CI K300+	TRANSCO RR DISCHARGE PLANT	C171328	2017	40	POR
JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P171908	2017	878	POR
PIONEER 3055	JAW PLANT, 5020 VGF REVERSE MOUNT	PC305540417	2017	191	POR
PIONEER FT2650	PIONEER TRACK MOUNT JAW	417391	2018	656	POR
PIONEER GT125	PIONEER TRACK MOUNT JAW	417408	2018	564	POR
TEREX/FINLAY J1175	TEREX/FINLAY TRACK JAW	KOMB93554	2011	4,600	\$235,000
KPI-JCI FT200CC	JCI TRACK MOUNT CONE CRUSHER	T170319	2017	1,578	POR
KPI-JCI FT4250CC	TRACK MOUNT HORIZONTAL IMPACTOR	417412	2018	516	POR
KPI-JCI 6203-32	PORTABLE SCREEN PLANT	S15SPT0117	2015	N/A	\$231,000
FAB TEC 6203-32	SPOMAC PORTABLE SCREEN PLANT	S17SPT0365	2017	791	POR
FAB TEC 7203-38	PORTABLE SCREEN PLANT	S15SPT0110	2014	N/A	POR
JCI GT165	AMS TRACK MOUNT SCREEN PLANT	184612	2018	1,138	POR
JCI GT205S	AMS TRACK MOUNT SCREEN PLANT	184613	2018	255	POR
KPI 36"X100'	KPI SELF-CONTAINED RADIAL STACKER	416295	2017	864	POR
KPI 36"X136'	SUPER STACKING CONVEYOR, 4WD	417919	2018	N/A	POR
KPI 36"X150'	SUPER STACKING CONVEYOR, 4WD	417928	2018	200	POR
MASABA SDU	MASABA SIDE DUMP TRUCK UNLOADER	2011461	2011	N/A	\$120,000
DEMI 3620	DEMI SKID-MOUNTED BELT FEEDER	3010118	2017	N/A	\$65,000

COMPACTION

HAMM H20I	87" SMOOTH SINGLE, CAB	H2020123	2014	1,522	POR
HAMM H16I	84" SMOOTH SINGLE, A/C	H2110014	2014	2,004	\$82,500
HAMM 3412	84" A/C, 76576 PADSELL	H1800871	2008	1,432	\$65,000
HAMM H10I	84" SMOOTH SINGLE, A/C	H2350445	2018	594	POR
HAMM H5I	54" ROLLER	H2222674	2019	2	POR
HAMM HD+140IVVHF	84" ASPHALT	H2430033	2017	710	POR
HAMM HD+120IVO	78" ASPHALT, OZZI	H2430117	2018	1,151	POR
HAMM HD+110IVO	66" ASPHALT, OZZI	H2090081	2015	1,544	POR
HAMM HD14IVV	54" ASPHALT ROLLER	H2310372	2018	151	POR
HAMM HD12VV	47" ASPHALT ROLLER	H2301791	2018	165	POR
HAMM HD13IVV	51" ASPHALT ROLLER	H2310096	2016	876	POR

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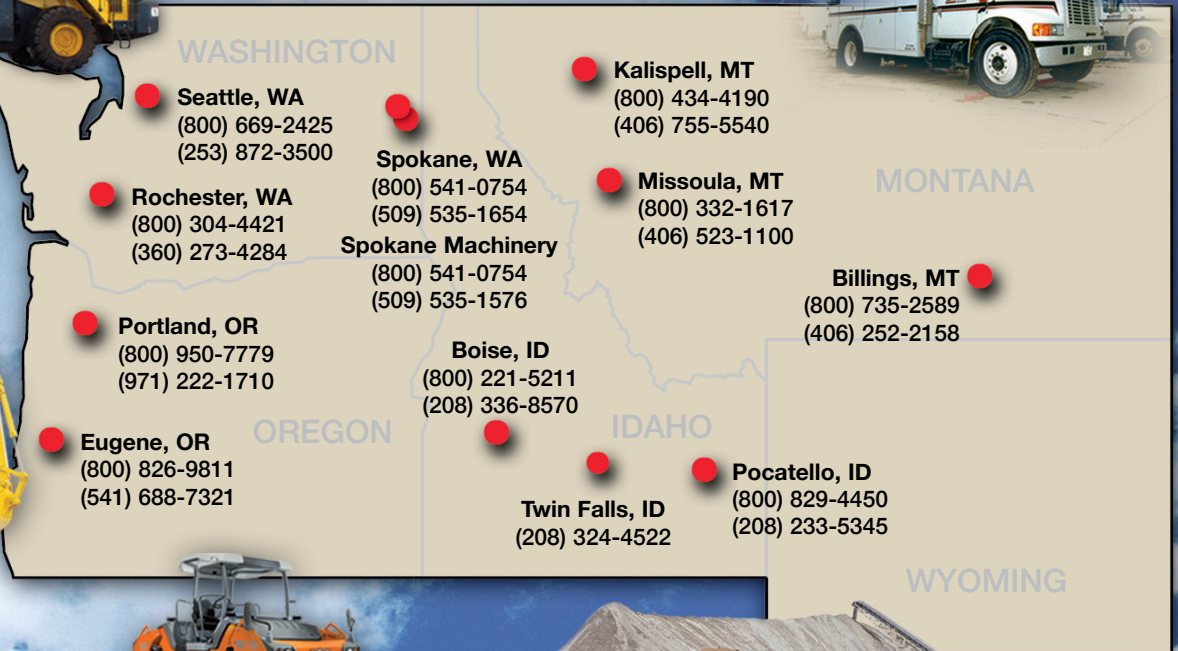
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