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May 2020

KOMATSU®

A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST



LKE Corporation

Learn why couple enjoys
the woods as their office



President and Lead Ecologist Kim and
Operations Manager Jim Erion

A Message from Modern Machinery



Lamont Cantrell

On the cutting
edge of
technology



Dear Valued Customer:

We are all going through a very unusual and trying time now. On behalf of all of us at Modern Machinery, we wish you safety and health. As always in America, we will make it through by working together. We know that this pandemic has created different ways of doing business, and we are taking care of our customers and employees with online parts ordering, curbside pick-up for parts as well as better usage of telematics and so much more.

In this issue we discuss how technology can improve your business and keep everyone safer now and in the future. During the past several years, its prominence in the construction, mining, quarry and other equipment-intensive industries has grown astronomically. Today's machinery is more advanced than ever with integrated GPS and telematics that provide information remotely to enable tracking and automation.

Komatsu has always been on the cutting edge. Twenty years ago, it began looking at ways to implement this technology into its construction machinery. Hours and location were the first bits of information supplied by what, in time, became KOMTRAX. Today, it and KOMTRAX Plus for mining machines, offer a wealth of data that can potentially lower your total cost of ownership. See more about the history and evolution of this innovative tool in this issue of your Modern Machinery Update magazine.

Komatsu believes in serving as a total solutions provider and that includes being a source for financing. The Komatsu & You article, featuring Komatsu Financial President Rich Fikis, gives insight on why more than 80 percent of Komatsu machines are financed through Komatsu Financial.

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

Sincerely,
Modern Machinery

A handwritten signature in black ink that reads "Lamont Cantrell".

Lamont Cantrell,
President



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LKE Corporation owners find inspiration through environmental projects that make the woods their office



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Kim and Jim Erion operate LKE Corporation. The Washougal, Wash., business performs environmental work, including stream and habitat restorations, throughout the western United States.

In the early 1990s, husband and wife Jim and Kim Erion owned a company that provided earthwork services to developers who were building new subdivisions. The work kept the couple busy; however, neither found it particularly gratifying.

"We wanted something more fulfilling," recalled Kim, who is President and Lead Ecologist of LKE Corporation, which takes its name from the initials of her full name, Lorraine Kim Erion. Jim is Operations Manager for the Washougal, Wash., firm, which typically has four to six jobs in progress at any one time. "I started bidding federal projects doing environmental restoration around the Mount Hood National Forest."

From their first job of this nature, the Erions were inspired by the work and remain so today. Through the years they have built and rebuilt stream channels, removed levees and closed ditches. Other tasks involved restoring and enhancing wetlands, improving water quality and rehabilitating or constructing new wildlife habitats for everything from fish to grizzly bears.

"I love that the woods are our office on most days," said Kim. "We get paid to spend all day in a quiet and stress-free environment doing mitigation and restoration work for top-notch agencies. What could be better than that?"

On the bulk of its projects, LKE Corporation serves as a general contractor for the Army Corps of Engineers. It also handles work for the

U.S. Fish and Wildlife Services, Department of the Navy, Federal Highway Administration, Ducks Unlimited and the Lower Columbia Fish Enhancement Group, among others.

City to mountains

In its earliest days, the business consisted of the Erions, along with four or five employees, performing all the work. While the core group is not much bigger today, the company hires up to 60 field crew members, depending on the project load. Its territory has grown from a relatively small area of northern Oregon and southern Washington to now cover the western half of the United States.

"We self-perform nearly every aspect," said Jim. "If there is heavy logging involved, we do sub that out, which is kind of ironic considering both Kim and I grew up in family businesses within that industry and both worked for them at one time. If a few trees need to be taken down, we will do that. We have completed quite a number of jobs through the years where trees are incorporated into the design."

LKE Corporation occasionally works in cities, such as a recent joint venture on a \$4.2 million wetland restoration project in the Oaks Bottom Wildlife Refuge in downtown Portland, Ore. This endeavor involved clearing and grubbing trees that were reused as log structures as well as stream work. Crews also removed and replaced a section of railroad tracks and installed a box culvert.

In the mountains of western Washington, LKE Corporation installed box culverts and several miles of 72- and 84-inch pipe to improve the water quality of the Cispus River after mud slides and failed culverts washed sediment into it. A crew harvested riprap to place on the stream banks for erosion control as it developed a gravel pit between Mount Adams and Mount Saint Helens for later use by the U.S. Forest Service and Federal Highway Administration.

"Our goal is always to leave the lightest footprint possible," noted Kim. "Developing the gravel pit allowed us to get riprap from nearby, rather than haul it from miles away. That reduced the environmental impact, and it gave those governmental agencies a close source of materials for future jobs in this area."

► VIDEO





► VIDEO

LKE Corporation Operations Manager Jim Erion blades a road with a Komatsu GD655 motor grader. "I really like the GD65 because it's the first motor grader we have had that allows me to grade uphill as well as downhill and on flatter roads," shared Erion. "That reduces the number of overall passes on jobs, such as smoothing out haul roads, which improves cycle times for our scrapers."

We produced several varieties of rock for them in exchange for the riprap."

Komatsu fleet

LKE Corporation uses environmentally sensitive fluids throughout its equipment fleet, the vast majority of which consists of Komatsu excavators, loaders and dozers purchased from Modern Machinery with the assistance of Territory Manager Dan Kipp. The Erions' first Komatsu machine was a PC220 excavator they acquired in 1994.

"We followed the first with another PC220, then a PC300, and Komatsu has remained a staple for us ever since," said Jim. "We have run other brands, but Komatsu is a better tool for the work we do. The larger excavators give us versatility to move big rocks or logs as well as dig ditches. The tight-tail-swings let us work in confined spaces without sacrificing power and eliminate the chance of hitting a tree or rock."

LKE Corporation currently has PC18, PC138 and PC228 tight-tail-swing excavators as well as a PC360 and an *intelligent* Machine Control PC210LCi-11. It recently added a D61PXi-24

Continued . . .



► VIDEO

Operator Wyatt Larson digs with a Komatsu PC210LCi-11 excavator on a project in western Washington. "I have basically run every brand of equipment, and Komatsu is definitely my favorite," said Larson. "I like the smoothness and the comfort."

'We really like Komatsu for the uptime'

... continued

intelligent Machine Control dozer and a GD655-6 motor grader. The fleet also includes a WA270 wheel loader.

"I really like the GD655 because it's the first motor grader we have had that allows me to grade uphill as well as downhill and on flatter roads," said Jim. "That reduces the number of

overall passes on jobs, such as smoothing out haul roads, which improves cycle times for our scrapers. The intelligent machines are great for getting to final contours faster with the built-in GPS. We appreciate that there are no masts or cables to hang up."

"We really like Komatsu for the uptime," added Kim. "We work in remote locations, so it's essential to have equipment that gives us maximum production without breaking down. If we do have an issue, we call Dan or someone else at Modern, and they respond right away. They have always treated us respectfully and take great care of LKE. We appreciate that."

'That's the bliss'

During the past two decades, competition in the environmental market has increased noticeably. The Erions, however, have no intentions of expanding into other sectors to seek additional work.

"This is our niche, and we have to stay on the cutting edge to remain competitive," said Kim. "Fortunately, we have done that since we got started, and we have not slowed down. I don't want to do anything else, like build parking lots or house pads again. I also don't want to get bigger. If we can keep a few people busy making a living in the forest and wake up to elk bugling on the refuge, that's the bliss. That's what it's all about for us." ■



(L-R) LKE Corporation's Kim and Jim Erion meet with Modern Machinery Territory Manager Dan Kipp. "We work in remote locations, so it's essential to have equipment that gives us maximum production without breaking down," said Kim. "If we do have an issue, we call Dan or someone else at Modern, and they respond right away."



Operator Hunter Frisbie moves material with a Komatsu WA270 wheel loader. LKE Corporation serves as a general contractor for the Army Corps of Engineers on the bulk of its projects.

► VIDEO





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Machine demos, Proactive Dozing Control headline customer event



Isaac Rollor,
Komatsu District
Manager

Komatsu welcomed more than 300 customers to its recent Demo Days at the Cartersville Customer Center in Georgia, providing attendees the chance to operate equipment, speak with product experts and learn about the latest advancements in construction technology.

"It's fun to see and run all of the new equipment to get a great feel for what the technology is truly doing," said Rachel Contracting Operations Manager Robbie Koopmeiners. "To be front and center with the newest and greatest technology is something that can't be replaced."

Headlining the new machinery and technology on display was Komatsu's Proactive Dozing Control logic, available on the D51i-24 and D61i-24. The event also included a sneak preview of the WA475-10 wheel loader, which is scheduled for release in the next few months.

Full itinerary

"We featured our *intelligent* Machine Control dozers with Proactive Dozing Control," said Komatsu District Manager Isaac Rollor. "We debuted this technology last spring, and a lot of customers were ready to get into the dozers and get first-hand experience with how it really works."

The three-day event featured 25 machines ranging from utility equipment to mining and aggregate pieces, including the full lineup of *intelligent* Machine Control dozers and excavators. The morning sessions focused on machine walk-arounds with product experts, followed by equipment demonstrations. Each afternoon, customers were free to operate equipment. They could also take part in two machine competitions and visit the "Machine of the Future" display where they were encouraged to provide feedback about what they would like to see incorporated into future equipment and technology.

"We design Demo Days as a highly interactive experience," said Rollor. "With machine demos and Komatsu experts, plus games, booths and other information, we want customers to get all of their questions answered before they leave. It's our goal to provide the best experience possible."

Customers agreed that Komatsu accomplished its mission.

"I'm blown away at the hospitality Komatsu provided," said War Paint Enterprises Owner Brock Parker. "You have the opportunity to see and run everything. Plus, you get to talk to the people who designed these machines and learn a lot about the equipment. I would definitely recommend coming to Demo Days." ■



Wade Kramer of Rickabaugh
Construction (left) and John Hamlin
of Modern Machinery



(L-R) Jason Vaughn, Modern Machinery; Lonnie
Kronsteiner, West Coast Contractors; and Karl
Schaffeld, Modern Machinery

Attendees had the opportunity to operate a wide array of equipment as well as gather information and other tips from Komatsu product experts during Komatsu's Demo Days at the Cartersville Customer Center in Georgia.

▶ VIDEO

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Hunter and Clint Shackelford
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Crowd pours into Las Vegas for CONEXPO-CON/AGG, IFPE triennial gathering



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The crowd was much better than expected under the circumstances,” said David Price, Chairperson of International Fluid Power Exhibition (IFPE), which had a co-located event with CONEXPO-CON/AGG’s show at the Las Vegas Convention Center and Festival Grounds. “We were very pleased with the strong showing from the 300-plus exhibitors at IFPE 2020, and we are looking forward to the 2023 gathering.”

Even amid concerns about COVID-19, CONEXPO-CON/AGG and IFPE drew large daily attendance. The showcase featured

the latest machinery and technology for the construction, mining, scrap handling, waste, forestry and other industries. Registrations for the show totaled more than 130,000.

“CONEXPO is a great way to see what’s new,” said Seth Wisney with McGuirk Sand-Gravel of Mt. Pleasant, Mich. “It’s very impressive.”

Despite the last day being cancelled, the event reached some key metrics according to organizers, including overall contractor and producer attendance growth of 14 percent. Attendees purchased a record-breaking 75,622 tickets for educational sessions, a 46 percent increase from three years ago.

“We refer to this as the ‘heavy metal’ show, but it’s much more than that,” stated Mary Erholtz, CONEXPO-CON/AGG Show Chairperson. “It has giant machines, incredible exhibits, fantastic education and huge expectations. Organizers have a legacy of building and innovating on previous shows, and the 2020 gathering extended that record of success.”

Technology at the forefront

CONEXPO-CON/AGG highlighted technology in today’s and tomorrow’s construction industry with the Tech Experience. This exhibit emphasized the effects of artificial intelligence, autonomous equipment, big data, sustainability, smart cities and modern mobility.

“I’m amazed at what some of the minds at the Tech Experience think up,” said Helen Horner, Director of Education Programs at the Association of Equipment Manufacturers (AEM), the organization that co-owns and operates CONEXPO-CON/AGG. “What we’re seeing in bringing all of these ideas to one place is how some connect to form new ideas. Hopefully, those germinate after the show to give us even more amazing technology to explore at the next CONEXPO-CON/AGG.”

Tech talk topics included Driving Decisions with Artificial Intelligence; Smart Cities; 3D Printing Buildings – Current Possibilities and Future Implications; Wireless Energy Transfer; and Prevention and Protection of Traumatic Brain Injuries.

“New ideas and connections are the core of what we want people to experience at CONEXPO-CON/AGG,” said Show Director

(L-R) Komatsu’s Greg Metzgar, Modern Machinery’s Jared Johnson and Depatco’s Chris Stoddard visit at the Las Vegas show.



John Parks (left) and Bill Scallion of Brothers Excavation & Construction, LLC enjoy CONEXPO.



Wood Brothers Trucking and Construction’s Casey Dill (left) and Darren Wood take a break at the Komatsu booth.



► VIDEO

A large contingent of people checked out the Komatsu booth during the co-located CONEXPO-CON/AGG and IFPE show in Las Vegas.

Dana Wuesthoff. "The big iron and big deals are definitely fun, but the technology, information and education are what secure the future of the industry and the continuing viability of the businesses that attend and exhibit here."

"Creating Connections"

Komatsu, with its exhibit theme of "Creating Connections" was among those making a strong showing with both equipment and technology. The company debuted machines for multiple industries, including the D71PXi-24, its newest and largest hydrostatic transmission dozer. It features Komatsu's *intelligent* Machine Control (iMC) 2.0, which also was introduced in Las Vegas.

Komatsu showcased its upcoming suite of 11 Smart Construction solutions that will roll out over the next year. By tapping into the Internet of Things, customers will soon be able to control construction planning, management, scheduling and costs, and optimize processes remotely and in near real time.

The D155CX-8 pipelayer, designed in conjunction with pipeline companies, made its global premiere in Komatsu's 40,000-square-foot exhibit space. Previously previewed machines that were formally introduced at the event included the PC130-11 excavator and the WA475-10 and WA800-8 wheel loaders.

"CONEXPO provides a unique opportunity for contractors to see not only where the equipment industry is today, but also where it's headed; and we believe Komatsu is leading the way," said Rich Smith, Vice President, Product and Services Division. "We wanted attendees to see Komatsu's commitment to advanced



Modern Machinery's Ken McGuire (left) and Justin Piersol of Piersol Construction Inc. attend a Komatsu event.



Tim Shields (left) and Bob Boren of Kodiak Pacific Construction spend some time at Komatsu's area.



Thomco Construction Inc.'s Edmund (left) and Dave Thomas check out the Komatsu equipment.



Jacob (left) and Zach Waters of Bateman Bros. Construction enjoy the convention.

products backed by innovative solutions that can potentially reduce overall ownership and operating costs significantly. The feedback we received shows we achieved our objective." ■

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Modern Machinery's exhibit at Oregon Logging Conference debuts TimberPro TL755D shovel logger

Modern Machinery displayed a variety of forestry machines during the recent Oregon Logging Conference (OLC) and occupied one of the show's largest exhibit spaces. Among the products displayed was the Komatsu-owned TimberPro TL755D shovel logger, which made its U.S. trade show debut. It was configured with a Pierce Pacific live-heel logging front and TC60 grapple.

"The machine has a leveling upper that allows operation on very steep slopes and can shovel tree-length log stems to the roadside where they can be processed and prepared for transport to the mills," said Modern Machinery Eugene Branch Manager Jason Vaughn.

Modern Machinery's exhibit also included a TimberPro TL755 "West Coast Special" with a Quadco 27B 360-degree saw head. "The TimberPro is used for the same purpose as a Komatsu XT465, except it carries a larger saw head for cutting large-diameter stems," explained Vaughn. "It's unique in that it has an oversized boom cylinder for greater lift capacity as well as a larger lower structure and track frames for greater stability on steep slopes."

Introduced in 2019, Komatsu's XT465-5 feller buncher has a compact swing radius and is used in primary felling for both clear cut and thinning. The saw head utilizes a continuous rotation saw disc to cut trees and bunch them to be forwarded by either logging shovel, skidding or cable yarding. It was displayed with a Quadco 24B 360-degree saw head.

Falcon products focus on safety

Additional highlights included the Falcon Forestry Equipment (FFE) steep-slope, winch-assist machine set up on a Komatsu PC290LC-11. The winch assist is designed for constant tension and attaches to a log loader, feller buncher, harvester or skidder to allow those machines to work on steep slopes where it would be too dangerous to operate without cable assist.

The exhibit also featured an FFE Falcon Claw motorized grapple carriage for semi-automated cable yarder logging. That gives it the ability to handle tree-length stems without the aid of people on the ground,

Continued . . .



Modern Machinery's booth featured the Falcon Forestry Equipment steep-slope, winch-assist machine on a Komatsu PC290LC-11. The Falcon set up is designed for safer operation where it would be too dangerous to work without cable assist.

Demonstrating commitment to the forestry industry

... continued

which keeps workers out of harm's way and improves safety in cable logging applications, explained Vaughn.

Good combination

Modern also displayed a Komatsu 931XC harvester with a C144 processing head, an

875 forwarder and a PC290LL-11 log loader with a Southstar QS600 processing head.

"The 931XC and 875 are used in cut-to-length logging operations, which are generally thinning, where smaller diameter logs are cut into shorter lengths by the harvester and then picked up and moved to roadside locations by the forwarder," said Vaughn. "The log loader can then put them on a truck for transport to the mills."

Showing support capabilities

Since 1938, the OLC has highlighted the forestry industry. It not only showcases equipment but also offers educational opportunities. Similar to the past several years, it was held at the Lane Events Center in Eugene. This year's theme was Working Forests: Carbon Keepers.

More than 20 Modern Machinery personnel attended the event. Representatives from some of Modern's manufacturing lines were also on-hand.

"The OLC is a great way for us to show our industry-leading products and Modern's support capabilities to the numerous attendees; we're proud of the cutting-edge brands we represent," said Vaughn. "Participating also shows our commitment to the forestry industry that supports so many jobs in the communities and areas we serve." ■



The TimberPro TL755 "West Coast Special" was another highlight of Modern Machinery's display. It was equipped with a Quadco 27B 360-degree saw head.

Modern Machinery had one of the largest displays at the Oregon Logging Conference. It included the new TimberPro TL755D shovel logger which made its U.S. trade show debut, as well as equipment from Komatsu and Falcon Forestry Equipment.



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With a turning radius of 33 feet, 2 inches, Komatsu's new 1,140 net horsepower HD785-8 rigid-frame, off-highway truck helps users reach their objectives while delivering a payload capacity of 101.6 tons. The truck has a 7-speed, fully automatic transmission with two selectable reverse speeds. The Komatsu Advanced Transmission with Optimum Modulation Control System ensures smooth clutch engagement for a more comfortable ride and reduced material spillage.

Get more done in less time

"Thanks to its Tier 4 engine, the HD785-8 has the highest in-class horsepower in North America for the best travel performance on grade," said Robert Hussey, Komatsu Product Marketing Manager. "Additionally, it delivers

fast acceleration out of the pit when loaded and short return times to the loading area for more hauling cycles and increased production per hour."

The Komatsu Traction Control System is standard and automatically applies pressure to independent brake assemblies for optimum traction in various ground conditions, without the need for differential lock-up, so steering performance is not compromised.

"The wet multiple disc brakes on all four wheels provide excellent downhill brake retarding performance," said Hussey. "The Automatic Retard Speed Control maintains a selected downhill travel speed, rather than engine RPM, so operators can keep their focus on the haul road." ■



Robert Hussey,
Komatsu Product
Marketing Manager



Discover more

Quick Specs on Komatsu's HD785-8 Off-Highway Truck

Model	Net Horsepower	Payload Capacity	Industries
HD785-8	1,140 hp	101.6 ton	Aggregate, Quarry, Mining

Komatsu's new HD785-8 rigid-frame, off-highway truck has a turning radius of 33 feet, 2 inches, making it highly maneuverable. "It delivers fast acceleration out of the pit when loaded and short return times to the loading area for more hauling cycles and increased production per hour," said Robert Hussey, Komatsu Product Marketing Manager.



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

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After 20 years, telematics system continues to help owners use equipment data for more cost-effective practices

K Knowing where your machines are located and the number of hours on them are critical pieces of information when maintaining a fleet. Those capabilities were the original features of Komatsu's remote monitoring KOMTRAX telematics system, which celebrates its 20th birthday in 2020.

"After all of these years, those are still two important functions, although KOMTRAX has considerably more capabilities now," said Steve Day, who served as Komatsu's Director of Service in 2000, and was instrumental in the adoption and implementation of KOMTRAX. He recently retired from Tractor & Equipment Company where he was Executive Vice President/General Manager-Product Support. "It evolved into a tool for monitoring equipment health, idle time, fuel consumption and much more. The information can be used to address changes that lead to better practices, which reduce owning and operating costs."

Depending on the machine, today's KOMTRAX can deliver information on cautions, abnormality codes, actual working hours versus idle time, hydraulic relief hours, load frequency and digging hours, among other critical data. The latest version, KOMTRAX 5.0, is standard on Tier 4 construction machinery and includes Komatsu Diesel Particulate Filter

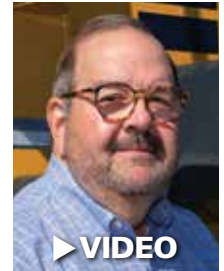
soot count, active regeneration time, operator identification and diesel exhaust fluid level.

"Early on, we recognized how valuable the data could be to customers, our distributors and to Komatsu as a manufacturer, and each has played a significant role in its evolution," emphasized Komatsu Director of Parts Marketing Chris Wasik, who also worked on the initiative that eventually led to KOMTRAX. "There was some discussion in the initial stages about what to charge for the service. However, we quickly saw such great potential benefit that we decided to provide it complimentary, and we still do."

Continued . . .



Discover more at
ModernUpdate.com



► VIDEO
Steve Day,
former Komatsu
Director of Service,
now retired



Chris Wasik,
Komatsu Director of
Parts Marketing

KOMTRAX, Komatsu's remote monitoring telematics system, turns 20 this year and has evolved from a box that offered basic information on location and hours to an integrated system that provides comprehensive data on machine health, usage and more.



'The customer benefit is better support'

... continued



Rizwan Mirza,
Komatsu Manager,
KOMTRAX –
Technical Support &
Product Quality,
Products & Services
Division

Beneficial to all

Wasik said that Komatsu now monitors hundreds of thousands of machines equipped with the technology to analyze trends and assess data, which may determine manufacturing levels and inventory. Distributors keep track of equipment in their territories to determine when to perform service intervals, what parts to stock and to remotely diagnose error codes and more.

"The customer benefit is better support," said Wasik. "For instance, when a machine has a fault code, KOMTRAX sends an alert. Before driving to a customer's site to check the machine, the technician can pull the parts that may be needed and take them along. In the past, the technician may have needed to assess the machine, determine the required parts, then go back to the shop and get them. KOMTRAX reduces downtime, and because it shows where a machine is located, the tech can drive right to it, which saves time and travel expense."

Customers can keep an eye on their machines through a secure website via desktop and laptop computers, tablets or with a smartphone using the KOMTRAX app. McManus Construction, LLC Fleet Manager James Bedgood utilizes the service to research error codes as well as to track idle time and hours.

"If I'm out of the shop, I check it through the app on my phone," said Bedgood. "It's a great

Equipment users can track a machine's hours, idle time, usage, operation modes and much more with KOMTRAX. "The increases in productivity and efficiency we get across the board with Komatsu are fantastic," said Dorado Construction Group Fleet Manager/Equipment Manager Clay Butler. "I see it every day when I look up the machines through KOMTRAX on my desktop computer or tablet."

tool that allows us to be even more proactive regarding service."

Dorado Construction Group Fleet Manager/Equipment Manager Clay Butler consistently uses KOMTRAX to track how his company's Komatsu equipment is running.

"The increases in productivity and efficiency we get across the board with Komatsu are fantastic," said Butler. "I see it every day when I look up the machines through KOMTRAX on my desktop computer or tablet. If a code pops up, it alerts us so that we can address it quickly."

Rizwan Mirza, Komatsu Manager, KOMTRAX – Technical Support & Production Quality, Products & Services Division said that this kind of end-user adoption has always been one of Komatsu's goals.

"We want customers to utilize it to its fullest and reap the benefits of what's available," added Mirza. "Whether it's basic hours and location or more advanced data, such as idle versus production time, economy mode versus power mode functionalities, unnecessary travel or something else, it's beneficial to their operations. Komatsu and our distributors can consult with customers to use the information in a way that maximizes production and efficiency."

Total solutions tool

KOMTRAX has exceeded the initial development team's expectations.

"Telematics were being used in the trucking industry, and someone had the foresight to see its applications for construction equipment," Day recalled. "We started with a box and put it on one excavator to do some field testing and see what we could do with the information."

"It was introduced on four machines, and the benefits were so great that we expanded it," added Wasik. "KOMTRAX was so well-received, that we manufactured retrofit packages for older models. Some customers put it on their competitive brands and other types of equipment to track them as well."

Mirza said predictive analysis could be the next step in the evolution of KOMTRAX. "A machine may tell the customer that it's nearly time to replace a component, for instance. We are working to marry it with our MyKomatsu website and other business aspects as part of our total solutions package." ■



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

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President Rich Fikis says Komatsu Financial customizes solutions to fit needs of individual businesses

QUESTION: More than 80 percent of Komatsu construction equipment is acquired using Komatsu Financial. What makes it such an attractive lending source?

ANSWER: During the past several years, we have made a concerted effort to be closer to customers and better understand their specific needs. It helps us know what they are looking for in a monthly payment; whether they do maintenance in-house or need long-term maintenance plans built into

their payment or lease structure; what their machine applications are; and more. Those items are important in making sure we focus on their success, rather than simply providing blanket financing at a certain rate during a given time frame.

As an example, in some parts of the country winter can be especially rough for contractors. They may not work for an extended time. We can build payment skips into their financing that allow them to finalize purchasing or leasing decisions, maintain good cash flow and start making payments again in the spring when projects are up and running and their receivables are better.

I believe another reason is our strong relationship to Komatsu's distributor network. Komatsu Financial provides training and works closely with sales personnel at the distributorships to ensure they are every bit as qualified to talk about Komatsu Financial products as we are. We are in lockstep with one another.

QUESTION: How long does it take to receive a financing decision?

ANSWER: The average time is about four business hours after the distributor submits the application to us. That's our goal; however, the vast majority are quicker. That's due, in part, to having numerous repeat customers and automatic approval capabilities.

QUESTION: How much of your business comes from repeat customers?

ANSWER: More than 70 percent, which is an excellent number for our industry. A lot of that is a result of our willingness to work with customers and being flexible; they really appreciate it.

QUESTION: Do you finance more than equipment?

ANSWER: Yes, we also finance Komatsu Genuine Parts and service handled by our distributor network. We pre-approve a specific amount to help make the decision to have maintenance and repairs done. Our standard term is 15 months of equal payments, which



Rich Fikis,
President, Komatsu Financial

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.

Rich Fikis started with Komatsu Financial in 1997. At the time, he and his colleagues worked in a building that was separate from Komatsu America. "That's no longer the case; today we are a much bigger part of the picture," said Fikis. "We are closer than ever to our distributors and customers, which allows us to better understand their perspectives on financing and how we can build plans and programs tailored to their needs."

Fikis began his career in the operations area and spent four years in collections before moving into credit and then to a regional manager position. He also worked in financial planning and analysis for Komatsu America before becoming President of Komatsu Financial.

"I really enjoy going out to our distributors and sitting down with customers, listening to what their needs are and finding solutions to help," said Fikis.

He and his wife, Tami, have three sons who are active in sports, and the couple enjoys attending their athletic events.



President Rich Fikis says Komatsu Financial does more than provide blanket rates for certain periods of time. "During the past several years, we have made a concerted effort to be closer to the customers and better understand their specific needs," said Fikis. "That's why more than 80 percent of Komatsu construction equipment acquisitions are financed through Komatsu Financial."

allows for a major repair without hampering monthly cash flow; however, we can develop customized payment plans as well.

QUESTION: What does the future hold for Komatsu Financial?

ANSWER: We are looking at some enhancements to tailor lease programs specifically to Komatsu Care Certified used machinery. We can look at KOMTRAX and check distributor records to verify that all of the services were done as scheduled, so when those machines go out, we and the customer are confident in their condition and value.

We continue to better utilize technology, and right now we are getting ready to launch a more dealer-friendly portal that will allow them to quickly submit an application and receive lease quote information. The enhancement of our KomatsuFinancial.com website continues as well and will offer customers the option to make payments, view their information, pull up invoices and more.

QUESTION: What is your outlook for 2020?

ANSWER: Everything we see shows that the general fundamentals of the economy are



Repeat customers account for more than 70 percent of Komatsu Financial's business. "That's an excellent number for our industry," stated President Rich Fikis. "A lot of that is a result of our willingness to work with customers and being flexible; they really appreciate it."

strong. Low unemployment is a positive, as are the manufacturing indexes of late. We still think there's some opportunity in the housing market. All indicators point to another strong market in 2020. ■

Recruitment event for high school and college students emphasizes careers and technology



Craig Yager,
Komatsu Training
Manager

High school and college students learned about technician careers when Komatsu hosted its annual Komatsu Recruitment Day at the Cartersville Customer Center in Georgia last fall. The day is part of a larger initiative to generate interest in heavy-equipment careers.

"Finding qualified technicians is an issue facing the industry," explained Komatsu Training Manager Craig Yager. "We worked with some local distributors to develop this event to help attract more people to our industry and provide information on what career opportunities are available."

This year's Recruitment Day brought in more than 100 attendees and four Komatsu distributors. General diesel program students from nearby Chattahoochee Technical College met and interviewed with distributor recruiting representatives and also had the opportunity to operate equipment. The high school students could talk with distributors, take part in machine walk-arounds and participate in an equipment-themed game show.

"Both groups had a unique experience here," said Yager. "For the college students, it was geared more toward a career path and getting them in front of potential employers because they are further along in their education. An instructor shared that students start talking

about attending this experience months in advance.

"The goal for high schoolers was to raise their interest in this field and build excitement for it," he added. "They aren't old enough to operate the equipment, so we focus on making it both fun and informational with some interactive activities."

'Eye-opening' experience

Yager says that events like this have taken on a greater role in an effort to ensure a qualified workforce for the heavy-equipment industry in the future.

"Being able to educate both the students and guidance counselors about the opportunities in our industry is very important," noted Yager. "There are so many more options available than a four-year degree. Plus, for some of these programs, the distributors or Komatsu will pay for the schooling. That's another big selling point we try to emphasize.

"These events also help us change the perception of this kind of work – we are a high-tech industry," he continued.

"It's more than grease and dirt; it's very technology-driven. When students see what is really going on, it opens their eyes to all of the possibilities." ■

More than 100 college and high school students participated in Komatsu Recruitment Day at the Cartersville Customer Center in Georgia.

"When students see what is really going on, it opens their eyes to all of the possibilities," said Komatsu Training Manager Craig Yager.



Aileen Collins encourages both women and men to pursue service technician careers

When people ask Aileen Collins why she didn't become a doctor or a nurse, her answer is, "I sort of did. The patients are just bigger and not human. They come to us, and we take care of them. Like people, sometimes the issues are big. Other times, it's a checkup and some maintenance."

In 2018, Collins became the first woman to graduate from a Komatsu Advanced Career Training (ACT) program when she earned an Associate of Applied Science in Diesel and Heavy Equipment, Komatsu ATC Technology degree at Oklahoma State University Institute of Technology (OSUIT). The two-year curriculum at the school in Okmulgee, Okla., combines classroom and hands-on courses on campus, with real-world work in the shops of sponsoring Komatsu distributors.

Collins' patients represent a cross-section of heavy equipment, including dozers, excavators, wheel loaders and more. As a service technician for a Komatsu

distributorship, she can diagnose and fix what ails them.

'Very rewarding'

"I wanted a career that would never get boring," stated Collins. "This definitely hits the mark. No two days are ever the same, and there are always opportunities to learn something new."

While in high school Collins knew she wanted to pursue a career working on machinery. In 2014, she graduated with a degree in diesel and heavy equipment from a technical college, then went to work for her dad's plumbing business. After a few years, she decided to further her education.

"I didn't realize I was the first female until a couple months before graduation," said Collins. "I hope that more women consider becoming technicians. In fact, I encourage anyone – male or female – to pursue this as a career. It is very rewarding." ■

"I wanted a career that would never get boring. This definitely hits the mark."



Service technician Aileen Collins was the first woman to graduate from a Komatsu Advanced Career Training program. Now, she tells others about the benefits and opportunities afforded to service technicians. "I encourage anyone – male or female – to pursue this as a career. It is very rewarding," said Collins.

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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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Gains in civil engineering salaries continue

Civil engineering compensation continues to climb, reaching a median pretax salary of \$109,000, according to a recent report from the American Society of Civil Engineers (ASCE). The research also shows that base salaries have risen 4 to 6 percent each year since 2016, according to ASCE.

Additional highlights of the “2019 Civil Engineering Salary Report” indicate that those with Professional Engineer licenses earn an

average of 20 percent more than their peers who haven’t earned this credential; males make nearly \$23,000 more on average than females; and civil engineers generally have benefits which include health insurance as well as paid time off and parental and sick leave.

Data for the report came from a survey of ASCE members. More than 80 percent of respondents said they were satisfied or very satisfied with their jobs. ■

Study shows impact of improving inland waterways

Increasing investment in America’s inland waterways would boost the nation’s gross domestic product (GDP), as well as create more than 470,000 jobs, according to a recent U.S. Department of Agriculture (USDA) study. In its report, the USDA said additional funding of \$6.3 billion until 2029 and \$400 million per year thereafter through 2045 would raise

waterways’ contribution to the GDP by 20 percent.

The findings show that current waterway infrastructure has exceeded projected capacity and delays have a negative impact on operators, shippers and end users of the transported commodities. ■



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Modern Machinery names industry veteran Lamont Cantrell as its new President

When Lamont Cantrell earned his college diploma in the late 1970s and landed his first job with Komatsu America, he likely didn't envision himself working in the heavy-equipment industry more than 40 years later.

Cantrell, who served as Chief Operating Officer at Modern Machinery, was recently named the company President. He joked about his longevity in the industry, "I may be the longest-tenured consecutive Komatsu-affiliated person in the country."

Early in his career he led the team responsible for introducing Komatsu excavators to the U.S. market. After successful stints with Komatsu distributors in Pennsylvania and Illinois, the West Virginia native joined to Modern Machinery in 2003 as the Vice President of Sales and Marketing.

"Mr. Sheridan, the President of Modern Machinery, asked me to become part of the leadership team as the company was growing significantly. He afforded me this great opportunity to become part of that endeavor. My role changed through the years, primarily from focusing on developing our sales and marketing to management responsibility for all aspects of the operation," shared Cantrell.

Tremendous growth

The company expanded significantly during his tenure with the addition of several lines, such as the Wirtgen Group and

SENNEBOGEN, and through acquisitions of Madill, Astec Industries and SPOMAC.

"Our goal was to create a full lineup to serve customers in quarry, sand and gravel, infrastructure, recycling, forestry, highway construction and more," said Cantrell.

Throughout his career in the heavy-equipment industry, Cantrell has watched a number of trends come and go; however, he says that some things, like building relationships, never go out of style.

"At the end of the day, relationships matter. Trust and communication are key; treating people with respect and dignity will never change. To run a good distributorship, you must take care of your customers. The fundamentals, what in some sports we call blocking and tackling, remain," Cantrell said. "You need trained technicians, parts on hand and the willingness to invest in tooling and service trucks. The great companies excel at product support as well as supply and logistical management."

To fill Cantrell's previous role, Modern Machinery created two new positions – Vice President of Operations and Vice President of Marketing, to which it promoted Jim Hassebrock and Rob Bias, respectively.

"Modern has been fortunate to have Lamont's leadership, energy and passion for nearly two decades," said Larry Simkins, Director of the Washington Companies, Modern Machinery's parent company. "This opportunity for him to lead at the highest level of the company is a testament to his commitment to Modern." ■



Lamont Cantrell,
President

ROUTES highlights funding for rural infrastructure projects

The U.S. Department of Transportation (DOT) wants residents in rural areas to know infrastructure funds are available to them. It's doing so through an initiative known as ROUTES (Rural Opportunities to Use Transportation for Economic Success), which DOT Secretary Elaine Chao introduced late last year. She pointed out that the fatality rate on rural roads is double the rate on urban roads and 80 percent of bridges on rural routes are in poor condition.

Part of the initiative is the formation of a rural transportation infrastructure council within the DOT to coordinate activities among the department's agencies. Chao noted that there are several avenues for rural areas to seek funding, including the infrastructure for the Rebuilding America grant program, which has increased the dollars available for rural undertakings. ■



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Used Equipment Priced to Sell

(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Crawler Dozers					
KOMATSU D375A-6	U-BLADE, MS RIPPER	60272	2014	8,608	\$526,500
KOMATSU D155AX-8	U-BLADE, MS RIPPER	100206	2018	1,153	POR
KOMATSU D65PX-18	STRAIGHT BLADE	90216	2016	4,516	\$187,500
KOMATSU D65PXI-18	PAT BLADE, 915 SYSTEM	90480	2016	2,421	\$305,000
KOMATSU D65PX-17	PAT BLADE	1001	2014	4,426	\$169,000
KOMATSU D61PXI-24	PAT BLADE, 915 SYSTEM	B60305	2017	2,269	\$299,500
KOMATSU D61PX-24	PAT BLADE, MSR-CARE CERTIFIED	B60395	2018	1,224	\$266,500
KOMATSU D61EX-24	PAT BLADE, MSR	40045	2016	1,952	\$246,500
KOMATSU D51EX-24	PAT BLADE, MSR	B20411	2019	454	POR
KOMATSU D39PX-24	PAT BLADE	95004	2016	1,668	POR
KOMATSU D37PX-24	PAT BLADE	85260	2018	470	POR

Wheel Loaders					
KOMATSU WA600-8	9.5-YD, BRK COOL, XLDD1 RDLS	80119	2018	4,680	\$495,000
KOMATSU WA500-8	8-YD BUCKET, AJSS	A96647	2019	2,023	POR
KOMATSU WA470-8	5.5-YD BUCKET	A49341	2018	1,799	\$297,500
KOMATSU WA470-8	5.5-YD BUCKET	A49466	2017	1,245	POR
KOMATSU WA380-8	QC	15100	2017	2,082	POR
KOMATSU WA320-8	QC	85853	2019	1,338	\$179,000
KOMATSU WA270-8	QC	83238	2017	1,776	\$149,000

Forestry Equipment					
KOMATSU XT460L-3	BUNCHER, 24B/360 DEGREE	A5127	2017	2,300	\$489,000
TIMBER PRO TL745C	BUNCHER, 2900 INTERMITTEN	TL745C0417042516	2016	5,049	\$398,900
TIMBER PRO TL735C	BUNCHER	TL735C0394010616	2016	4,349	\$290,000
TIMBER PRO TL735B	BUNCHER, 22B/40 DEGREE	TL735B0182012413	2013	10,147	\$200,000
DEERE 959K	BUNCHER W/HOT SAW	209106	2011	5,999	\$118,000
DEERE 2954D	PROCESSOR W/623C WARATAH	DH0290081	2012	13,931	\$100,000
DEERE 1010E	FORWARDER	1WJ1010EHDD005246	2013	7,240	\$125,000

Motor Graders					
KOMATSU GD655-6	14' BLADE, RIPPER, 3DMC2 TOPCON	60250	2018	1,141	POR
KOMATSU GD655-7	14' BLADE, RIPPER	60385	2018	56	POR

Off-Road Trucks					
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10865	2018	2,660	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11354	2019	3,957	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10966	2018	2,638	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10529	2017	3,174	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10418	2016	2,639	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10117	2015	5,321	POR
KOMATSU HM300-3	ARTICULATED TRUCK, TAILGATE	3401	2013	4,979	\$225,000
MOROOKA MST1500VDR	CRAWLER CARRIER	AR1506004	2017	1,013	POR

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Hydraulic Excavators					
KOMATSU PC650LC-11	14' ARM, COUNTERWEIGHT REMOVAL	80069	2018	1,714	POR
KOMATSU PC490LC-11	13' ARM, QC	85139	2016	3,490	\$330,000
KOMATSU PC490LC-11	13' ARM, QC, THUMB, 3RD MEMBER HYDS	85017	2015	3,729	\$342,500
KOMATSU PC360LCI-11	10' 5" ARM, QC, UHF	90265	2017	2,673	\$285,000
KOMATSU PC360LC-11	13' ARM, QC, 3RD MEMBER HYDS	90329	2017	2,005	\$380,000
KOMATSU PC360LC-11	13' ARM, QC	90262	2017	2,219	\$290,000
KOMATSU PC360LC-11	13' ARM, QC	A35280	2016	2,432	\$290,000
KOMATSU PC360LC-11	13' ARM, QC	90374	2017	2,215	\$290,000
KOMATSU PC360LC-10	10' 6" ARM, QC, 48" BUCKET	A33554	2014	3,506	POR
KOMATSU PC290LC-11	11' 6" ARM, QC, COMBO HYDS	A28026	2018	1,184	POR
KOMATSU PC240LC-11	9' 7" ARM, QC, THUMB	95196	2017	6,850	\$140,000
KOMATSU PC228USLC-10	9' 6" ARM, QC, A-HYDS	2345	2016	2,722	\$160,000
KOMATSU PC228USLC-10	9' 6" ARM, QC, THUMB, COMBO HYDS	3315	2018	1,620	POR
KOMATSU PC210LC-11	9' 7" ARM, QC, PLUS 1, THUMB	C80341	2018	1,153	\$214,000
KOMATSU PC138USLC-11	8' ARM, QC, PLUS 1, THUMB, BLADE	50149	2016	3,190	\$162,500

Aggregate Equipment

JCI K300+	TRANSCO RR DISCHARGE PLANT	C171328	2017	837	POR
JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P192026	2020	0	POR
PIONEER 3055	JAW PLANT, 5020 VGF REVERSE MOUNT	PC305540417	2017	3,029	POR
PIONEER FT2650	TRACK MOUNT JAW	417391	2018	1,376	POR
PIONEER GT125	TRACK MOUNT JAW	417408	2018	890	POR
KLEEMANN MC110ZI	TRACK MOUNT JAW	K0150058	2019	732	POR
KPI-JCI FT200CC	JCI TRACK MOUNT CONE CRUSHER	T170319	2017	1,578	POR
KPI-JCI FT200CC	JCI TRACK MOUNT CONE CRUSHER	T170319	2018	564	POR
KPI-JCI FT4250CC	TRACK MOUNT HORIZONTAL IMPACTOR	417969	2018	838	POR
KPI-JCI 6203-32	PORTABLE SCREEN PLANT	S15SPT0117	2015	N/A	\$231,000
FAB TEC 6203-32	PORTABLE SCREEN PLANT	S16SPT0189	2016	2,400	\$217,500
FAB TEC 7203-38	PORTABLE SCREEN PLANT	S15SPT0110	2014	N/A	\$245,000
JCI GT165	AMS TRACK MOUN SCREEN PLANT	184612	2018	1,140	POR
JCI GT205S	AMS TRACK MOUN SCREEN PLANT	184613	2018	435	POR
KPI 36"X100'	KPI SELF CONTAINED RADIAL STACKER	416295	2017	864	POR
KPI 36"X136'	SUPER STACKING CONVEYOR, 4WD	417919	2018	282	POR
KPI 36"X150'	SUPER STACKING CONVEYOR, 4WD	417932	2018	204	POR
SPOMAC	45-YD LOAD OUT BUNKER	M18LOB	2018	1	POR

Compaction

HAMM H20I	87" SMOOTH SINGLE, CAB	H2330053	2018	224	POR
HAMM H16I	84" SMOOTH SINGLE, A/C	H2110014	2014	2,004	\$82,500
HAMM H10I	84" SMOOTH SINGLE, A/C	H2351207	2019	208	POR
HAMM H10I	84" SMOOTH SINGLE	H2350639	2018	394	POR
HAMM H5I	54" ROLLER	H2222674	2019	259	POR
HAMM HD+140IVVHF	84" ASPHALT	H2430033	2017	857	POR
HAMM HD+120IVO	78" ASPHALT, OZZI	H2430117	2018	427	POR
HAMM HD+110IVO	66" ASPHALT, OZZI	H2090081	2015	1,544	POR
HAMM HD14IVV	54" ASPHALT ROLLER	H2310372	2018	320	POR
HAMM HD13IVV	51" ASPHALT ROLLER	H2310096	2016	1,134	POR
HAMM HD12VV	47" ASPHALT ROLLER	H2003455	2013	3,208	\$16,700

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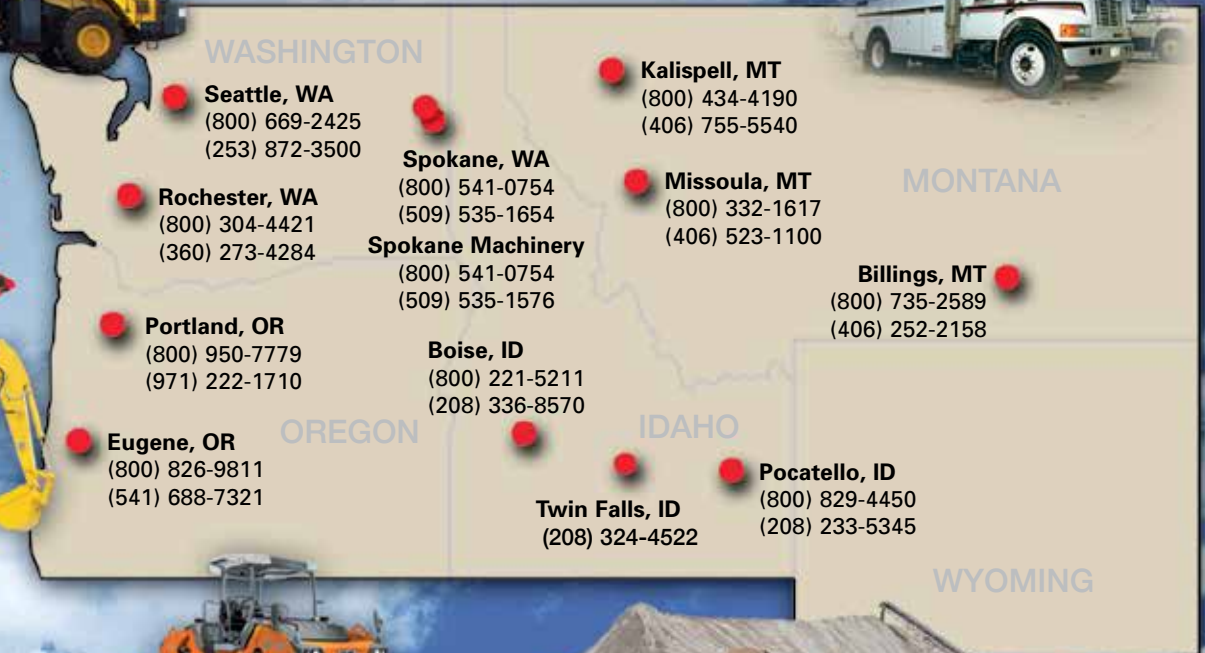
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