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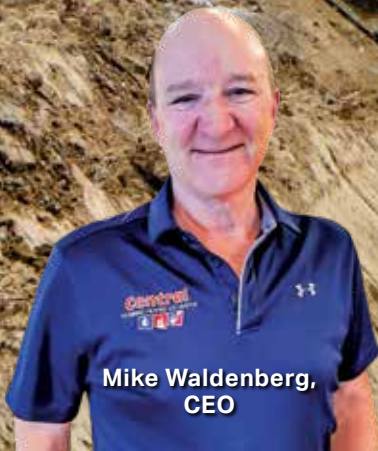
June 2023

A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST



## Central Plumbing, Heating, Excavation

Montana-based contractor  
delivers outstanding  
customer service



Mike Waldenberg,  
CEO



Jesse Waldenberg,  
President,  
Great Falls



Marcus Wilcox,  
President,  
Bozeman

## A Message from Modern Machinery



Jeff Schwarz

**Never too busy  
for safety**



Dear Valued Customer:

This time of year tends to be the busiest in the industry with lots of activity that involves manpower. It is easy to focus on the task at hand, but remember what's most important: your employees. I encourage you to review safety guidelines, from having the proper protection systems for your trenches to providing plenty of water and sunscreen to help your staff beat the heat.

To help get projects done on time, properly maintain your equipment. Fortunately, most new Komatsu machines come with complimentary Komatsu Care for the first three years or 2,000 hours. Our trained technicians perform the services at your convenience to help limit downtime — typically after normal work hours or when your equipment is not being used.

Komatsu Care also gives you certainty in your owning and operating costs. Learn about Komatsu's new program, Komatsu Care Cost Per Hour, in this issue. We believe it's well worth the investment.

We hope you were able to attend CONEXPO-CON/AGG this past March, but if not, there's a recap of the event inside this issue that provides information about some of the machines that were on display, such as Komatsu's new PC210LCE electric excavator.

You can also read about the Komatsu PC78US-11 tight tail swing excavator that offers excellent production in confined spaces as well as open areas. The model's predecessor — the PC78US-10 — earned a Highest Retained Value Award from EquipmentWatch.

As always, if there is anything we can do for you, please feel free to contact us.

Sincerely,  
Modern Machinery



Jeff Schwarz,  
President



## In this issue

### Central Plumbing, Heating, Excavation pg. 4

Read about this Montana-based company that was founded in 1946.

### Industry Event pg. 8

Get a glimpse of CONEXPO-CON/AGG 2023.

### Innovative Technology pg. 12

Delve into construction equipment electrification.

### Excellent Excavator pg. 16

Take a look at Komatsu's PC78US-10 and PC78US-11 excavators.

### Tech Talk pg. 19

Check out Komatsu's upgraded machine control monitors and GNSS receivers.

### New Payment Option pg. 21

Learn about Komatsu Care Plus Cost Per Hour.

### Industry Insight pg. 23

Prevent trench-related fatalities by following OSHA's rules.

### New Forestry Attachments pg. 25

Improve performance with Komatsu's upgraded C144 harvester head and new grapples.

### Timber Talk pg. 27

See what equipment was displayed at the Oregon Logging Conference.



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See employee directory



## Montana-based Central Plumbing, Heating, Excavation delivers outstanding customer service



Mike Waldenberg,  
CEO



Jesse Waldenberg,  
President,  
Great Falls



Marcus Wilcox,  
President,  
Bozeman

For nearly 80 years and four generations, the Waldenberg family has run what is now known as Central Plumbing, Heating, Excavation. The company was originally founded in 1946 by Louis Waldenberg as Central Plumbing & Heating Co. due to its location on Central Avenue in Great Falls, Mont., and primarily provided residential plumbing services.

"My grandfather started out plumbing houses and doing service and repair on the Malmstrom Air Force Base, and as time went by our services grew," recalled Mike Waldenberg, the current CEO of Central. "My dad, Vernon, eventually became the sole owner. I started here in 1976 as an apprenticed plumber and eventually took over sole ownership as well. Over the years, we have had numerous family members involved, including my uncles and brothers, as well as my wife, Stacy, and our sons. Along the way, we added on services that diversified and grew the company, including pipefitting, sheet metal fabrication and mechanical services, which have proven to make us more viable and valuable to our customers."

One of the biggest and most recent additions to Central's portfolio was civil construction. Mike and Stacy's son Jesse, who joined the business full time in 2005 and is now the president of the company's Great Falls location, was instrumental in its introduction.

"Our civil side focuses on civil construction, either as a general contractor or sub," explained Jesse. "We want to be a full-service solutions provider that takes care of everything from a sitework standpoint, including all grading and utility installation as well as site concrete and paving."

That's true not only in the Great Falls marketplace, but also in the Bozeman/Belgrade area, where Central opened a second office several years ago. Between the two locations, Central employs about 180 people.

"During the 17 years I have been here, we have built up to performing all of the same services here as in Great Falls," said Marcus Wilcox, the president of the Bozeman location. "The main difference is that this area has an emphasis on commercial sites, where Great Falls is more of an industrial community with refineries, and there is a lot of hospital work. When it comes down to it, though, we are doing similar types of work."

### New venture

Both the Great Falls and Bozeman teams have multiple projects in the works at any one time, with about 10 to 15 ongoing civil construction jobs at each location. To complete one of Central's recent projects, a crew spent approximately nine months installing about 38 miles of water line that tied into a core pipeline off the Tiber Reservoir, which is also known as Lake Elwell.

An operator pushes dirt with a Komatsu D61EXi-24 intelligent Machine Control (iMC) dozer on a pipeline project. "We've been using iMC machines since 2017, and ultimately, they lower our costs and increase productivity," stated General Superintendent Kolby Green.

### ► VIDEO





## ► VIDEO

Central Plumbing, Heating, Excavation uses a Komatsu PC360LCi-11 iMC excavator equipped with a specialty trapezoidal bucket to dig a pipeline trench. "The iMC technology worked perfectly with the bucket, so we could dig directly to final elevation quickly and efficiently without over-digging," said General Superintendent Kolby Green.

"It was two phases, starting with 26 miles of 8-inch water line at Loma, followed by 12 miles of 12-inch water line that started at Big Sandy; both ran north, and there were a couple of pump stations that had to be put in and some directional drilling to go under roadway and wetlands," described General Superintendent Kolby Green. "In the open cuts, the bottom of the trench was 7 to 7.5 feet deep. We install a lot of pipe but not at this magnitude or process, so that presented some challenges. We overcame them and did a great job of optimizing performance."

The project's success has Central looking at similar work.

"It was our first with multiple miles of pipeline," said Jesse. "Nerve-wracking to bid, but it's been very rewarding and a great learning opportunity."

## Increased productivity with iMC

Kolby emphasized that one of the keys to success on the project was a Komatsu PC360LCi-11 intelligent Machine Control (iMC) excavator equipped with a specialty trapezoidal bucket that allowed operators to dig the trench and create a 1-to-1 slope at the same time. Central worked closely with Modern Machinery, especially Montana Sales Manager Ryan Rich

and Technology Solutions Expert Dan Gau, to pair the bucket with the iMC excavator.

"During the bidding process, we came up with a strategy to perform the project, then had the bucket pieces built, and we assembled it," explained Kolby, noting that the bucket is 2 feet wide at the bottom with attached wings that are 16 feet wide at the top. "The iMC technology worked perfectly with the bucket, so we could dig directly to final elevation quickly and efficiently without over-digging. Ryan and Dan were instrumental to getting it set up. They were enthused about doing it because of its uniqueness. As with other large projects, they were a great partner for us."

Central currently has six iMC machines, including two dozers that Central uses to complete various tasks from stripping to finished grade.

"We've been using iMC machines since 2017, and ultimately, they lower our costs and increase productivity," stated Kolby. "I would say we are at least 10% more productive. The operator has a road map of the project right in front of them, and the machines always know where they are in relation to finish grade. You do the job once and right the first time. We get jobs done faster, which leads to better profitability."



**Kolby Green,**  
General  
Superintendent,  
Great Falls



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[ModernUpdate.com](https://ModernUpdate.com)

*Continued...*



# 'Modern has bent over backwards taking care of us'

... continued

In addition to iMC machines, Central has standard Komatsu equipment, including tight tail swing excavators, wheel loaders and dozers. Modern and Central track all new machines with Komtrax to ensure scheduled services are done on time for the first 2,000 hours or three years under the Komatsu Care program.



Modern's Ryan Rich (second from right) meets with Central's (L-R) Kolby Green, Jesse Waldenberg and Mike Waldenberg. "Ryan has been especially helpful over the years and is a big reason why we transitioned to Komatsu equipment," said Jesse. "He is always genuine and has become a good friend."



Operators dig a utility trench with Komatsu PC360LC-11 and PC240LC-11 excavators on a job site in Bozeman, Mont. "The excavators are very capable of picking the loads and digging the trenches," said Foreman Jimmy Baker. "We haven't had much downtime with them; they seem to stay up and running."



"Modern has bent over backwards taking care of us, from sales to rentals to service," said Jesse. "If we need something, they are right there to help. Ryan has been especially helpful over the years and is a big reason why we transitioned to Komatsu equipment. He is always genuine and has become a good friend."

## A business family

Moving forward, Central is open to new jobs but will remain true to its mission.

"Central has always been about providing excellent service to our customers," Jesse said. "We will never lose sight of that as we continue to do the same types of work, while also looking for additional opportunities such as the massive amount of military missile site upgrades happening in the state. We are a preferred contractor for those types of projects. I'm really excited to see what the next 10 years brings in Montana."

The immediate future involves one major change, according to Mike.

"We are transitioning away from a family-owned business to a business family as we are now employee-owned," explained Mike. "We pride ourselves on having huge longevity here, and we acknowledge our employees in five-year increments. There are several employees who have bought shares, and we couldn't be happier for them to take ownership. In addition to the Waldenbergs, our employees have been integral to Central's success. I tell people that I'm living the dream every day because I get to work with the neatest people in the industry." ■





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# KOMATSU

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# CONEXPO-CON/AGG 2023 attendees see the future of construction as manufacturers highlight electric equipment



Watch the video

Electric! That describes both the atmosphere and an abundance of new machines at CONEXPO-CON/AGG 2023, which was held March 14-18 in Las Vegas. With an eye toward sustainability, a host of manufacturers across multiple industries debuted electric and autonomous equipment designed to reduce fuel usage and carbon footprints.

A record crowd of more than 139,000 people attended North America's largest equipment show, which was co-located with the International Fluid Power Exposition (IFPE) at

the Las Vegas Convention Center. More than 2,400 exhibitors from 36 countries were spread out across approximately 3 million square feet of exhibit space, which was about 10% larger than the previous show in 2020.

"The innovations in the construction industry unveiled this week will play a role in helping construction professionals drive meaningful and sustainable economic growth," said CONEXPO-CON/AGG Chair Phil Kelliher. "Live events in the construction industry are very important, because you can see, touch and experience the products. That value was reaffirmed this past week across the show floor."

## Sustainable focus

Komatsu introduced innovative electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology. It has 451 kilowatt hours (kWh) of battery capacity that offer up to 8 hours of operating time, depending on workload conditions and application.

Suitable for a diverse range of workplaces, including indoors, the Komatsu PC30E electric mini excavator with a 35-kWh battery and a 17.4-kilowatt electric motor was on display. The PC30E is designed to be fast-charged, and it offers quiet and simple operation with zero emissions and no vibrations.

Attendees had the opportunity to see Komatsu's smallest electric excavator —



Manufacturer representatives were on hand to answer attendees' questions about equipment and technology. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions (pictured above, right).

At CONEXPO-CON/AGG 2023, Komatsu introduced innovative new electric products such as the 20-ton PC210LCE electric excavator that features Proterra's lithium-ion battery technology.

## ▶ VIDEO







In addition to electric equipment, Komatsu showcased its new PC900LC-11 excavator, which was paired with a Komatsu HM400-5 articulated truck.

the PC01E electric micro excavator. Developed jointly with Honda, it is powered by portable and swappable mobile batteries. The new machine is designed for confined spaces in landscaping, agriculture and construction.

Komatsu's vision for the swappable battery system is to scale up the technology for use in larger micro excavator models. The PC210LCE, PC30E and PC01E will be available in select markets later this year.

Komatsu also showcased three types of charging infrastructure, as well as its WA electric wheel loader prototype with a chassis based on the WA70. The wheel loader prototype utilizes an "intelligent electrification system" that features an electric traction motor, lift, tilt and steering cylinders, power electronics, a system control computer, a battery, and a battery management system.

In addition to electric equipment, Komatsu highlighted its HB365LC-3 hybrid excavator designed for high production and efficiency with low fuel consumption. Its hybrid system can provide an additional 70 horsepower on demand and allows operators to be up to 15% more productive in Power mode. The hybrid's environmentally friendly operation offers up to 20% more fuel efficiency and 20% less carbon dioxide emissions compared to the standard PC360LC-11.

Also on display was Komatsu's suite of Smart Construction solutions — Dashboard, Design, Drone, Field, Fleet, Office, Remote and Retrofit — designed to optimize the job site, as well as its new Smart Quarry solutions that help increase efficiency, improve production, and maintain a high level of performance, such as Smart Quarry Site and Smart Quarry Study.

Lastly, Komatsu featured its intelligent Machine Control (iMC) 2.0 dozers and excavators, along with the new PC900LC-11 excavator, and other construction and forestry machines.

"We had a lot of great conversations at the show and really wanted customers to take away that we are committed to working with them to create value together," said Komatsu's Brandon Rakers, Senior Product Manager for Technology Business Solutions. "CONEXPO gives us the opportunity to show attendees how Komatsu can be an end-to-end solutions provider with equipment and digital tools that can help increase efficiency and reduce costs."

CONEXPO-CON/AGG is scheduled to return to the Las Vegas Convention Center March 3-7, 2026. ■

Learn more about Komatsu at CONEXPO: [https://www.komatsu.com/events/conexpo/?utm\\_source=Komatsu&utm\\_medium=PressRelease&utm\\_campaign=ConExpo2023&utm\\_content=pc900](https://www.komatsu.com/events/conexpo/?utm_source=Komatsu&utm_medium=PressRelease&utm_campaign=ConExpo2023&utm_content=pc900)



Learn more

Continued...



# 'It's been a great time'

... continued

## Electric experience at CONEXPO



*"This is our first CONEXPO experience. It's mind-boggling how large it is, but that's why we came. We wanted to know what's coming, so we can gear our business around where the industry is going."*  
**– Sy Kirby, Sy-Con Excavation & Utilities**

*"It's a chance to see what's new in equipment and how it could possibly help our business. I ran a simulator that was just like actually operating a real truck. It would be great for teaching new drivers."*  
**– Jesse Cummings, Scott Schofield Construction Inc.**



*"We see CONEXPO as an opportunity to experience a little more outside of what we do every day. It's been a great time."*  
**– Jon Martzall, Iron Eagle Excavating**



(L-R) Clancey Soderbeck, Shannel Soderbeck and Wade Soderbeck from Idaho-based Equipment Rescue LLC checked out a Komatsu HB365LC-3 hybrid excavator.



(L-R) Connie Hamilton and Scott Matson from Whitefish, Mont., represented Matson Trucking and Excavating at CONEXPO-CON/AGG 2023.



(L-R) Endicott-Woods Enterprises Inc.'s Ronald Endicott, Claude Brinegar and Andrew Larkins roamed the Las Vegas Convention Center to see all the equipment on display.



(L-R) Taylor Northwest LLC's Anthony Faller, Joe Delance and Jason Lafaver visited the Komatsu booth at CONEXPO-CON/AGG 2023.

(L-R) City Transfer Inc.'s Cody Zwolski, Tyler Wicklund, Tom Gammons, Kevin Wicklund, and Todd Wicklund traveled from Tukwila, Wash., to participate in CONEXPO-CON/AGG 2023.





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# Construction equipment electrification: a glimpse into the future of the electric job site



**Andrew Earing,**  
Director of  
Tracked Products  
and Service,  
Komatsu

From electric vehicles (EVs) to mining equipment, the shift toward an electric-powered world to reduce carbon emissions — including construction equipment electrification — has already begun.

The Bipartisan Infrastructure Law, which President Joe Biden signed in November of 2021, includes an investment of up to \$7.5 billion for EV charging stations to help build out a national network of 500,000 EV chargers.

Additionally, the Bipartisan Infrastructure Law created a joint office between the Departments of Energy and Transportation to collaborate with local communities and provide technical assistance to support the creation and development of EV charging infrastructure.

Actions are being taken at the state level as well. The California Air Resources Board announced the Advanced Clean Cars II rule in August of 2022 that codified Governor Gavin Newsom's climate goals for the state. The rule established that all new cars and light trucks sold in California must be zero-emission vehicles by 2035.

"While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu.



An operator places a battery in an electric Komatsu machine. "While electrification is at the forefront of everyone's mind due to automotive, our equipment on the construction site is often creating that infrastructure for electric automobiles," remarked Andrew Earing, Director of Tracked Products and Service at Komatsu.

"There are challenges, and we have solutions to those challenges that we are exploring, but it's not going to be a one-size-fits-all solution for the various applications and the various sizes of the products that we provide."

### The electric advantage

Komatsu recently showcased a PC210LCE electric excavator and a fully electric compact wheel loader prototype at Bauma 2022, an international trade fair that was held in Munich, Germany, as well as CONEXPO-CON/AGG 2023 in Las Vegas.

In a press release, Seiichi Fuchita, Chief Technology Officer and President of the Development Division at Komatsu, noted that for Komatsu to reach its target of reducing the CO2 emissions of products in use by 50% by 2030 (from 2010 levels), and "to achieve carbon neutrality by the end of 2050, we are looking for promising technologies from suppliers to accelerate our electric machine development."

"Industries including construction are trending in the direction of carbon neutrality," added Earing. "We want to be a leader. We are a technology leader when it comes to construction and mining equipment. We feel that electrification is one viable option in the construction space."

With the PC210LCE, Komatsu created an electric excavator from a popular size class.

"We wanted to introduce the 20-ton size class, because it opens us up to a lot of different operating applications and environments," explained Earing. "They're going to be used indoors and outdoors. It's a very diverse size class, and we wanted to get a much better understanding of all those applications and how they work with electrification."

In 2023, the PC210LCE will begin to see real work on the job site.

"In North America, we are going to conduct a pilot program where we will work with many of our customers to jointly test not only this machine, but the solutions for our customers' applications to better understand the benefits to them, and how we can help meet their needs," said Earing.

Meanwhile, a Komatsu electric wheel loader prototype, created in collaboration with Moog, is currently undergoing further tests to enhance and showcase the advantages of a fully electric





Komatsu's PC210LCE electric excavator provides immediate advantages over a combustion machine, such as better air quality and reduced noise. "It can operate in areas where it may not have been able to operate before, and for longer durations," said Andrew Earing, Director of Tracked Products and Service at Komatsu.

machine, such as increasing its operating cycle, adding assist functions, and creating a comfortable environment for the operator. The wheel loader also has sensors to add automation capabilities.

Compared to its combustion predecessors, electric machinery provides two immediate advantages: better air quality and noise reduction.

"With a zero-emissions machine, it allows the flexibility for that piece of equipment to operate indoors without harming the air quality around it," said Earing. "It can now operate in areas where it may not have been able to before and for longer durations. When you have a traditional emissions vehicle operating indoors, air quality has to be monitored, and sometimes the machine must be shut down for extended periods of time to let emissions dissipate."

Metropolitan and urban worksites are often accompanied with restrictions for when a contractor can work — in part to reduce noise pollution for the populace.

"That's why urban environments are another application for electric machines," Earing continued. "It's not only due to exhaust emissions, but also because of sound emissions. Going with an electrified machine, which has near zero sound emissions, allows

for an extended operating window for our contractors and customers."

### **Bridging the gap to construction equipment electrification**

While combustion engines will remain crucial to the development of electric infrastructure, there is currently hybrid machinery available to help the transition between 100% combustion and 100% construction equipment electrification.

Komatsu released its first hybrid excavator in 2008, and its most recent model, the HB365LC-3, entered the market in 2017.

"The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu. "Based on the Environmental Protection Agency's CO2 formula, the hybrid potentially offers up to a 20% reduction in CO2 emissions compared to the standard PC360LC-11."

The force behind the excavator's fuel savings is its electric swing motor, which offers a glimpse into the capabilities of future electric excavators. The electric swing motor captures and regenerates energy as the upper structure slows down and converts it to electric energy.



**Kurt Moncini,  
Senior Product  
Manager,  
Komatsu**

*Continued...*

# 'Swing is fully electric'

... continued

Moncini explained, "It's using energy that would normally be wasted and makes it available to do work, contributing to increased efficiency and decreased diesel usage."

The energy captured during each swing braking cycle is stored in the HB365LC-3's ultracapacitor. Each time the excavator swings, the capacitor discharges electric power to the electric swing motor.

"A traditional battery requires time for the chemical process that releases electricity to occur," stated Moncini. "The heavy work nature of construction equipment places a much faster demand on power transfer. The ultracapacitor's ability to store and discharge energy quickly makes it ideal."

He added, "Since swing is fully electric, all available engine power can go to the boom, arm and bucket when bringing a loaded bucket out of the ground and over a truck, spoil pile or hopper. This creates a faster cycle time and a very quick, responsive swing."

In addition to powering the swing motor, the ultracapacitor sends electric energy to the engine via the motor-generator. This energy is used to accelerate the engine from an ultra-low idle speed of 700 revolutions per minute (rpm) and improve hydraulic response.

It is this technology that can likely be applied to future electric excavator models to extend battery life and increase power.

"Komatsu has the technology to not only capture but also supply energy into an electric swing motor, which gives the HB365LC-3 up to an additional 70 horsepower that it can use for efficiency needs or even use for additional performance needs depending on the customer's application," said Earing.

## Steps toward carbon neutrality

Complete construction equipment electrification and hybrids are at the forefront of construction's push toward carbon neutrality, but electrification is just a part of what the industry sees as a solution to meeting carbon goals.

"We're not just exploring electrification — we're also exploring other technologies that are out there such as hydrogen fuel cells and clean fuels," said Earing. "We're looking at all of these options because we're making sure that we have the right solution for the right job site and customer application."

Earing concluded, "In the future, I would say that the trends that we see in carbon neutral machines will depend on the machine application, plus size and weight. With different sizes, there are going to be different technologies that suit those machines." ■

Hybrid equipment, such as the Komatsu HB365LC-3 excavator, bridges the gap between combustion and electric machinery. "The HB365LC-3 offers increased fuel efficiency without sacrificing power. A topper on the cake is the added benefit of reduced emissions that lowers your carbon footprint and promotes sustainability," said Kurt Moncini, Senior Product Manager at Komatsu.





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# Komatsu's PC78US-10 earns top honor with EquipmentWatch's Highest Retained Value Award for small crawler excavators



Learn more

With a five-year retained value of 76%, the Komatsu PC78US-10 won the 2022 Highest Retained Value Award for small crawler excavators from EquipmentWatch.

**T**ight tail swing excavators continue to gain popularity due to their high production in confined spaces. Add in a solid value when it comes time to sell or trade them in, and you have a winning combination, according to EquipmentWatch, which gave Komatsu's PC78US-10 a Highest Retained Value Award.

The PC78US-10 has an ultra-short (US) tail and a rounded cab design that allows it to swing within the same swing radius as the counterweight. The 65.5-horsepower excavator has a five-year retained value of 76%, which was 15 percentage points higher than the overall average for the small crawler excavator category, according to EquipmentWatch. The retained value is a prediction for the value of a piece of equipment five years from now. Analysis was limited to models still sold in 2022 to ensure that the results can be applied to buying decisions today.

"Retained values are often related to the concept of depreciation, which is a measure of how far a piece of equipment's value decreases over time," said Don McLoud in the article "Komatsu PC78US-10: The Small Excavator with the Highest Retained Value for 2022." "Retained values are an important

factor in equipment purchases or lease decisions, as some new equipment holds its value better than others over time. This could mean more money in your pocket when it comes time to trade it in."

### High output, six working modes

Komatsu recently released an upgraded PC78US-11 model that features a quiet, high-output engine with increased fuel efficiency. The hoist swing and lift rate are both faster compared to the PC78US-10 model, and the standard auxiliary hydraulic circuit now has up to 12% greater hydraulic flow.

The PC78US-11's versatility can be expanded with attachments such as hammers and grapples. The excavator has the standard two-way auxiliary hydraulic control and a dual-stage relief valve. Adding an optional thumb lets you run most tools in the industry, which could potentially increase profitability and lead to a better return on investment.

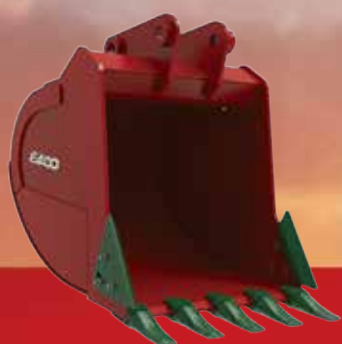
Six working modes are available: Power, Economy, Lifting, Breaker, Attachment-Power, and Attachment-Economy. The improved blade is designed to better roll material for more efficient dozing and backfill work. ■





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# New replacement monitors, GNSS receivers provide upgrades to your existing intelligent Machine Control devices

**K**omatsu's intelligent Machine Control (iMC) equipment has always been on the cutting edge of technology that automates grading and excavating. To ensure that's the case on all models of iMC equipment, Komatsu has now introduced remanufactured, upgraded machine control monitors and GNSS (global navigation satellite system) receivers.

"Komatsu always looks to upgrade its equipment and components in order to increase our customers' efficiency and production, and we updated these devices to the latest technology as well," said Goran Zeravica, Senior Product Manager, Reman. "There have been slight changes to the hardware, but the biggest upgrades came in software that makes them even more effective than the previous models."

The new devices are replacements for the original monitors in iMC dozers and excavators and their GPS/GNSS receivers. All are now Komatsu Genuine Reman with proprietary technology, including the PH700 iMC excavator monitor (replacing the older X31) that shows

operators where cuts and fills are, as well as other job site features. Users can upgrade their GX-60 to a new GX-55 in iMC dozers. As with the PH700, the GX-55 shows cuts and fills and other job site features.

Previous MC-i3 GNSS receivers have been replaced with new MC-i4 models, which provide GPS/GNSS positioning for the machine, so it knows where it is on the job site and in relation to final plan elevations.

### Available through distributors, My Komatsu

"As with cell phones, which you upgrade periodically to have the latest technology, we encourage you to do the same with your iMC devices," said Arash Moghaddamzadeh, Product Manager, Reman Products and Forestry Aftermarket. "These new devices are available through your Komatsu distributor by contacting your product support representative, technology solutions expert, or through the parts department. Additionally, they are available as Reman by using your My Komatsu account." ■



**Goran Zeravica,**  
Senior Product Manager,  
Reman,  
Komatsu



Komatsu Genuine Reman devices for intelligent Machine Control (iMC) dozers and excavators feature proprietary technology that helps increase earthmoving efficiency.



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## New Payment Option

# Komatsu Care Plus Cost Per Hour gives you a fixed hourly rate on unlimited services for 60 months

**A**s your machines age, increase certainty in your owning and operating costs with Komatsu's new Komatsu Care Plus Cost Per Hour program that delivers unlimited scheduled maintenance services at a fixed rate for 60 months.

"Komatsu Care Plus Cost Per Hour is a subscription-style billing plan that gives customers a very cash-flow-friendly alternative and lets them extend coverage beyond the complimentary maintenance period," said Komatsu National Accounts Manager Felipe Cueva. "There is a nominal, up-front, opt-in charge. Customers then lock in their cost per hour for that 60-month period and are billed based on the machine's monthly usage. Price protection is built in. The rate doesn't change, which offers a hedge against inflation and rising costs."

The benefits of Komatsu Care Plus Cost Per Hour include:

- Unlimited hours
- Up to 60 months of coverage guaranteed
- Price protection
- Total periodic maintenance (oils, filters, labor, travel and oil sampling)
- Monthly payments based only on machine utilization reported in Komtrax
- National coverage

### How it works

"For example, if the rate on their particular machine is \$5 per hour and the customer used the machine for 10 hours, they would be billed \$50," Cueva explained. "If they put 100 hours on the machine, the cost would be \$500 for that month."

The usage is tracked with Komatsu's Komtrax telematics system to ensure accurate billing.

"Added peace of mind comes in knowing that, as with other Komatsu Care programs, the services performed with Komatsu Care Plus Cost Per Hour are done by certified technicians," said Cueva.

He also noted that Komatsu Care Plus Cost Per Hour is restricted to current production models such as Dash-11 excavators. Hourly rates vary depending on machine. Once the initial 60-month period ends, customers may opt in again at the current rate.

"Customers can cancel their subscriptions at any time after 1,000 hours and two completed services without penalties or fees," said Cueva. "We encourage anyone who wants more certainty in their costs to check this out, as well as other options through My Komatsu. Your local Komatsu distributor can help get you covered." ■



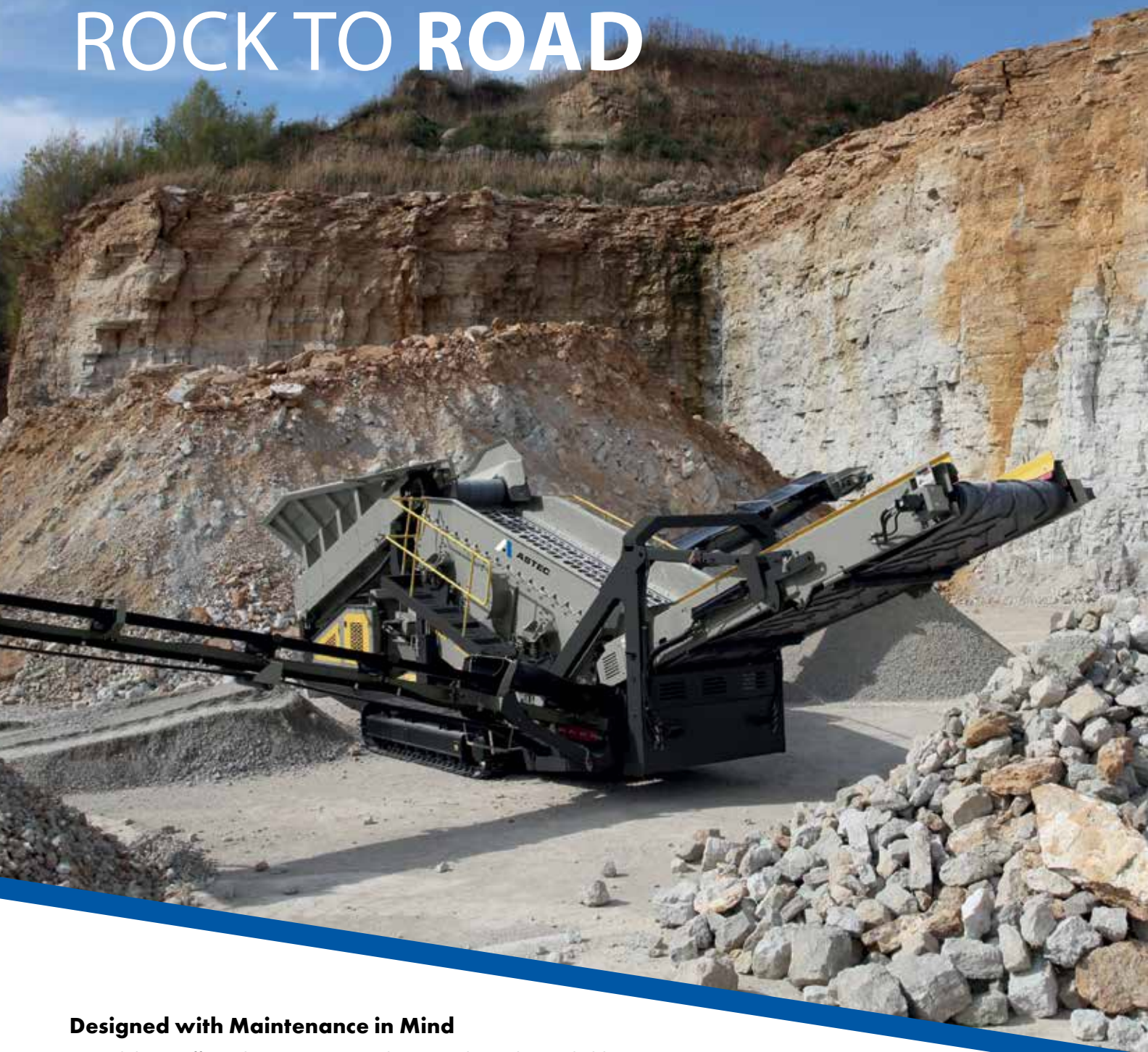
**Felipe Cueva,**  
National Accounts  
Manager,  
Komatsu

**Komatsu Care Plus Cost Per Hour locks in a fixed hourly rate for 60 months, and customers are billed on their monthly usage, which is tracked with Komatsu's Komtrax telematics system to ensure accuracy. Services are performed by certified technicians.**





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# OSHA reports large rise in trench-related fatalities, announces enhanced enforcement and oversight

**T**he Occupational Safety and Health Administration (OSHA) reported that nearly 40 deaths occurred in trenching and excavation work during 2022, making it one of the deadliest years on record. The total more than doubled the 15 fatalities reported in 2021.

OSHA reported 22 deaths in the first half of 2022, prompting it to launch enforcement initiatives to protect workers from known industry hazards. Compliance officers from OSHA were sent to perform more than 1,000 trench inspections nationwide.

"The Occupational Safety and Health Administration is calling on all employers engaged in trenching and excavation activities to act immediately to ensure that required protections are fully in place every single time their employees step down into or work near a trench," said OSHA Assistant Secretary Doug Parker. "In a matter of seconds, workers can be crushed and buried under thousands of pounds of soil and rocks in an unsafe trench. The alarming increase in the number of workers needlessly dying and suffering serious injuries in trenching accidents must be stopped."

OSHA reminded companies and workers that trenching and excavation operations require protective systems and inspections before workers can enter. Those requirements apply to trenches 5 feet or deeper unless they are made entirely in stable rock. Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper, and they must be located within 25 feet of all workers.

When designing a protective system, you must consider factors such as soil classification, depth of cut, water content of the soil, changes caused by weather or climate, surcharge loads, and other operations in the vicinity.

Protective systems include:

- **Benching:** Protecting workers from cave-ins by excavating the sides of an excavation to form one or a series of horizontal levels or steps, usually with vertical or near-vertical surfaces between levels; this method cannot be done in Type C soil
- **Sloping:** Cutting back the trench wall at an angle inclined away from the excavation
- **Shoring:** Installing aluminum hydraulic or other types of supports to prevent soil movement and cave-ins
- **Shielding:** Protecting workers by using trench boxes or other types of supports to prevent soil cave-ins

"OSHA stands ready to assist any employer who needs help to comply with our trenching and excavation requirements," Parker said. "We will conduct outreach programs — including safety summits — in all of our 10 regions to help ensure any employer who wants assistance gets it. The stakes are too important." ■

**OSHA requires protective systems for trenches 5 feet or deeper unless they are made entirely in stable rock. Safe access and egress, including ladders, steps, ramps or other safe means, are required for employees working in trench excavations 4 feet or deeper, and they must be located within 25 feet of all workers.**





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**Sold and Supported by Modern Machinery**



# Komatsu's new C144 harvester head, grapple line improve performance with increased reliability for great productivity

For success on forestry projects, your equipment needs to be highly productive and reliable. Komatsu's upgraded C144 harvester head and new grapple range can help deliver both.

The C144 features a new valve bank with a longer service life than its predecessor (verified through testing). Its resilience against wear boosts the reliability of the harvester head and contributes to more uptime and reduced repair costs. To save fuel, the new valve bank lowers energy losses due to decreased hydraulic resistance in the valve block.

An increased feed rate on the smaller feed roller motor from approximately 16 feet per second to 21 feet per second helps deliver greater production and profitability. The design of the saw box has been improved to simplify maintenance and increase reliability.

Better stem holding performance during felling is another improvement. It comes from inverting the direction of the oil flow in the feed system. Test operators who tried the new C144 said that they got more response from the head and described it as "distinct."

### Longer service life

To help save time, Komatsu's new grapple range encompasses 10 completely redesigned models with larger openings that offer better wood pile penetration and make it easier for the logs to roll into the grapple. They have also been refined for gathering and straightening timber.

In addition to new features, the grapples retain the key advantages of the previous models such as a robust, durable design. Several improvements on the new grapples contribute to a longer service life, ensuring durability in demanding forest environments.

New models range from the G82, which holds 0.85 square feet, to the G87H, which holds 1.64 square feet. The range is divided into standard, bioenergy (brushwood) and heavy-duty applications. All are compatible with the most common forwarders, as well as most types of truck cranes and other vehicles that handle timber. ■



C144



Grapples



Komatsu's upgraded C144 harvester head features a new valve bank with a longer service life to help increase its reliability and contributes to more uptime and reduced repair costs. Komatsu's new grapple range encompasses 10 completely redesigned models with larger openings to help save time because they offer better wood pile penetration and make it easier for the logs to roll into the grapple.







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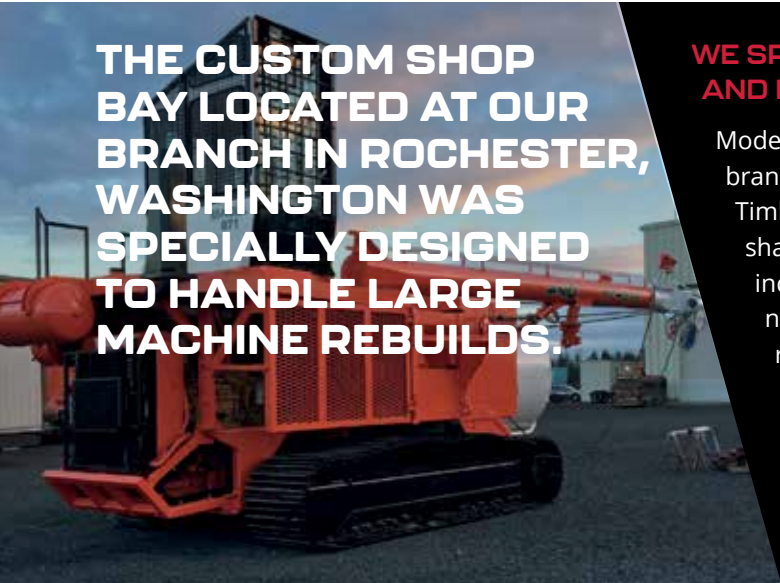
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**MODERN**  
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# Modern Machinery displays new equipment at annual Oregon Logging Conference, including Komatsu PC230F-11 processor

**M**Modern Machinery showcased a variety of forestry machines and attachments with one of the largest exhibit spaces at the Oregon Logging Conference (OLC). The annual event was held at the Lane Events Center and Fairgrounds in Eugene, Ore.

"2023 was another great year for the OLC and Modern Machinery," stated Jason Vaughn, Oregon Regional Manager for Modern. "Though the weather was quite cold and caused some travel complications, we still feel like the turnout was good despite the challenges. We were excited to showcase some new product offerings from a couple of our manufacturing partners, including the new Komatsu PC230F-11 processor equipped with a Southstar QS500 processing head."

The purpose-built PC230F-11 features a rugged design, high and wide undercarriage, and a powerful swing motor, and it is designed

to withstand high-debris conditions. The robust wide-fin radiator is covered by heavy-duty forestry screens, and a variable pitch reversing fan helps improve airflow.

With a 197-horsepower engine, the PC230F-11 has a powerful swing system and a large swing circle to move large trees easily. Its reach of up to 29.3 feet and excellent maneuverability help drive productivity.

An Auto Power Max feature lets operators adjust quickly to a sudden change in load weight without compromising productivity. It automatically senses the difference and reacts with an 8.5-second burst of additional horsepower to help pull the trees through during the delimbing process.

An 89,000-pound-plus Komatsu PC290LL-11 log loader was another highlight with its 40-foot live heel logging boom and arm as well as nearly 76,000 foot-pounds of swing torque.

*Continued...*

**At the 2023 Oregon Logging Conference, Modern Machinery displayed two TimberPro TL775D feller bunchers equipped with Quadco saws, including a West Coast Edition that has an oversized boom cylinder for great lift capacity.**



# 'Sentiment from the attendees was positive'

... continued

## Falcon, TimberPro

Modern also displayed a new Falcon PC290LC-11W with a tandem carriage for cable logging and Generation 4 winch assist from Falcon Forestry Equipment (FFE).

"The winch is based on a new Komatsu PC290LC-11 excavator and will offer our customers the ability to take advantage of many of Komatsu's value-added products such as Komatsu Care and extended warranties," said Vaughn.

An FFE Falcon Claw 1750 motorized grapple carriage for semi-automated cable yarder logging was exhibited. It gives timber companies the ability to handle tree-length stems without the aid of people on the ground, which keeps workers out of harm's way and improves safety.

TimberPro (a Komatsu-owned company) TL775D feller bunchers with Quadco saws were prominently displayed, including a West Coast Edition equipped with a 27B/360. The West Coast Edition works well for cutting large-diameter stems and has an oversized boom cylinder for great lift capacity. It also has a larger lower structure and track frames for greater stability on steep slopes.

## Grinding, crushing

Attendees could also view a Peterson Pacific 88,500-pound tracked 5710D horizontal grinder designed for high-volume producers with demanding end-product specifications, as well as for frequent moves between jobs. Users can choose from a standard 1,050-horsepower engine or an optional 1,125-horsepower engine that

provides a high power-to-weight ratio. It has a 60-by-40-inch feed opening and can handle a wide range of materials, including stumps.

For crushing materials for road building and other applications, Modern showcased a new Astec Ranger J20 mobile jaw crusher that works great for recycled concrete and asphalt, as well as aggregates. It has a compact design and tracks to make mobility and setup easy.

In addition to crushing a variety of materials, you can change how the Ranger J20 is configured. It is a standard closed-circuit machine, but it does have the capability of disconnecting the onboard screen and making it an open circuit. That allows it to be paired with another crusher or screen, if needed. It's mainly used as a primary machine, but it's been used in tandem with an Astec tracked impactor or screen to make multiple products.

A set of easy-to-use hydraulic controls let operators adjust the closed side setting, reverse the jaw if needed, adjust the powerful overband magnet up or down depending on how much metal is in the recycled materials, and adjust the deflector plate to move metal away from the crusher belt.

"It was great to have many of our OEM (original equipment manufacturer) partners attending in person," said Vaughn. "Sentiment from the attendees was positive, and we look forward to having another great year representing some of the new and older products we had on display, as well as the wide array of equipment Modern carries."

OLC is slated to return to the Lane Events Center and Fairgrounds February 22-24, 2024. ■

The new Komatsu PC230F-11 processor that features a rugged design, high and wide undercarriage, and a powerful swing motor was showcased at the 2023 Oregon Logging Conference. The processor has a 197-horsepower engine and a reach of up to 29.3 feet.





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# MODERN MACHINERY

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(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
<b>Dozers</b> 					
KOMATSU D375A-8	U BLADE, MS RIPPER	80042	2019	4,915	\$910,000
KOMATSU D155AX-8	SIGMA BLADE, MS RIPPER	100359	2019	2,279	\$485,000
KOMATSU D85PX-18	SU BLADE	22098	2017	5,077	\$229,000
KOMATSU D65PXI-18	PAT BLADE, UHF SYSTEM, NEW UC	90339	2016	6,045	\$215,000
KOMATSU D65PXI-18	PAT BLADE, UHF SYSTEM, NEW ENG, GOOD UC	90273	2016	8,504	\$175,000
KOMATSU D65PX-18	PAT BLADE	92117	2019	2,076	\$275,000
KOMATSU D65WX-18	PAT BLADE, MS RIPPER	91899	2019	1,511	\$275,000
KOMATSU D61PX-24	PAT BLADE, MS RIPPER	45174	2021	1,393	POR
KOMATSU D51PXI-24	PAT BLADE, 915 SYSTEM	B20850	2020	1,404	\$246,000
KOMATSU D39PX-24	PAT BLADE, MS RIPPER	100179	2021	985	POR
<b>Wheel Loaders</b> 					
KOMATSU WA500-8	7.5 YD SPADENOSE BUCKET, AJSS, AUTO LUBE	90642	2022	384	POR
KOMATSU WA500-8	8.2 YD BUCKET, AJSS, 875/65 TIRES	A97144	2020	3,823	POR
KOMATSU WA480-8	6.5 YD BUCKET, AJSS, AUTO LUBE	A48132	2020	4,491	\$289,000
KOMATSU WA475-10	QC, BUCKET, FORKS, AJSS, 775/65 TIRES	A40066	2022	1,874	POR
KOMATSU WA380-8	QC	A75257	2020	2,790	\$219,000
KOMATSU WA380-8	QC	A75796	2022	1,798	POR
KOMATSU WA380-8	QC, BUCKET, 3RD VALVE	A74981	2019	3,508	\$195,000
KOMATSU WA320-8	QC, FENDERS	86758	2022	1,296	POR
KOMATSU WA270-8	QC	85282	2022	1,150	POR
<b>Compaction</b> 					
DYNAPAC CA5000D	84" SINGLE DRUM, A/C	10000174TMA031170	2021	496	POR
DYNAPAC CA3500PD	84" SINGLE DRUM, PADFOOT	10000168AJA023630	2019	359	POR
DYNAPAC CA2500D	84" SINGLE DRUM, A/C	10000167ANA034348	2023	538	POR
DYNAPAC CA2500PD	84" SINGLE DRUM, PADFOOT, A/C	10000167HNA033445	2022	122	POR
DYNAPAC CA1500D	66" SINGLE DRUM	10000160CPA035261	2023	3	POR
DYNAPAC CA1400D	66" SINGLE DRUM	10000169PLA030646	2021	64	POR
DYNAPAC CC4200VI	66" ASPHALT ROLLER	10000385JJA023170	2019	150	\$137,000
DYNAPAC CC1300VI	51" ASPHALT ROLLER	10000470JMA032239	2022	264	POR
DYNAPAC CC1200VI	47" ASPHALT ROLLER	10000446LMC010549	2021	380	POR
<b>Excavators / Backhoes</b> 					
KOMATSU PC800LC-8E0	11' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65380	2019	3,886	\$850,000
KOMATSU PC650LC-11	14' ARM, QC	80094	2019	2,478	POR
KOMATSU PC490LCI-11	13' ARM, UHF SYSTEM	85184	2017	5,904	\$260,000
KOMATSU PC490LC-11	13' ARM, QC	A42505	2020	3,789	POR
KOMATSU PC390LCI-11	13' ARM, QC, DUAL	A31068	2022	1,484	POR
KOMATSU PC390LC-11	10' ARM, QC, THUMB, +1 HYDRAULICS	A30676	2021	1,860	POR
KOMATSU PC360LC-11	10' ARM, QC, THUMB, +1 HYDRAULICS	A37574	2020	1,706	POR
KOMATSU PC360LC-11	10' ARM, QC, +1 HYDRAULICS	A38766	2022	1,547	POR
KOMATSU PC290LCI-11	11' 6" ARM, QC	A29168	2022	704	POR
KOMATSU PC290LC-11	11' ARM, QC, THUMB, FOPS, CAB GUARD	K73150	2019	698	\$311,700
KOMATSU PC240LC-11	10' ARM, QC, +1 HYDRAULICS	95397	2019	3,951	\$189,000
KOMATSU PC238USLC-11	9'6" ARM, QC, THUMB	5616	2018	3,233	\$206,000
KOMATSU PC210LCI-10	9' ARM, QC, +1 HYDRAULICS, DUAL	505700	2021	1,358	\$259,000
KOMATSU PC210LC-11	9' 7" ARM, QC, THUMB, +1 HYDRAULICS	C81530	2022	820	POR
KOMATSU PC170LC-11	8' 7" ARM, QC, 36" BUCKET, THUMB, +1 HYDRAULICS	36122	2021	467	\$206,000
KOMATSU PC138USLC-11	8' ARM, QC, THUMB, +1 HYDRAULICS, BLADE	62386	2022	702	POR
KOMATSU PC88MR-11	QC, 18"/24"/48" BUCKETS, PRO THUMB, ROADLINERS	10369	2022	970	POR

Prices are subject to change.

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
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## Motor Graders



KOMATSU GD655-7	14' BLADE, MS RIPPER	65027	2019	701	\$330,000
KOMATSU GD655-6	14' BLADE, MS RIPPER	60073	2017	1,616	\$250,000

## Off-Road Trucks



KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11260	2019	3,369	\$484,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11211	2019	3,541	\$535,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	11664	2020	2,145	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12435	2022	1,044	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12047	2021	2,192	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10365	2017	4,724	\$374,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11337	2021	2,053	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11219	2020	3,273	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11508	2022	1,044	POR

## Aggregate Equipment

KPI-JCI T400	FABTEC REAR DISCHARGE JAW PLANT	PC351722	2022	0	POR
KPI-JCI K300	SPOMAC REAR DISCHARGE JAW PLANT	C211587	2021	1,385	\$717,500
KPI-JCI FT2650	PIONEER TRACK MOUNT JAW	419869	2022	735	POR
KPI-JCI FT2650	PIONEER TRACK MOUNT JAW	419868	2022	895	POR
KPI-JCI J20	RANGER 2034 TRACK MOUNT JAW	225130	2023	20	POR
KPI-JCI J20CC	RANGER 2034 TRACK MOUNT JAW	225127	2022	407	POR
KPI-JCI GT125	PIONEER TRACK MOUNT JAW	419835	2023	195	POR
KPI-JCI FT4250CC	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	419969	2022	234	\$965,770
KPI-JCI FT4250CC	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	419970	2022	69	\$965,770
KPI-JCI 7203-38	SPOMAC SCREEN PLANT W/ SWITCH GEAR	S15SPT0110	2014	N/A	POR
KPI-JCI 6203-32	SPOMAC SCREEN PLANT	S225575	2022	132	\$295,000
KPI-JCI 6203-32	SPOMAC SCREEN PLANT	S225577	2022	325	POR
KPI-JCI 6203SP	VALE SCREEN PLANT, 9 WAY CHUTES	210342	2021	100	POR
AMS GT165	DF SCREEN PLANT, 2 PRODUCTS	214978	2021	534	POR
AMS GT205S	AMS SCREEN PLANT, 2 DECK, MULTI-FREQUENCY	225140	2022	802	\$443,850
KPI-JCI 36"X150'	SUPER STACKING CONVEYOR	420320	2023	2	POR
VALE 36"X100'	VALE RADIAL STACKER SELF CONTAINED, DIESEL	220784	2022	556	POR
VALE 36"X80'	VALE RADIAL STACKER SELF CONTAINED, DIESEL	210701	2021	589	POR
SPOMAC 36"X60'	LOW PRO EXTREME	M22CON1516025	2022	N/A	POR
SPOMAC 36"X40'	LOW PRO EXTREME	M22CON1515858	2022	N/A	POR
SPOMAC 36"X40'	LOW PRO EXTREME	N/A	2020	1	\$26,500
SPOMAC 36"X30'	LOW PRO EXTREME	M1210915	2021	N/A	POR
KPI-JCI GT3260	32X60 RANGER TRACK CONVEYOR	225279	2022	55	POR
SPOMAC 45YD	LOAD OUT BUNKER	M1308146	2021	0	POR
TRANSCO 32BF	TRANSCO 36" PORTABLE BELT FEEDER, SKID MOUNT	1223361	2021	N/A	\$115,000
SPOMAC MMG14	14X9 STATIC GRIZZLY	M1399922	2022	N/A	POR

## Forestry Equipment

DEERE 2954D	10000 LOGMAX	1FF2954DVE0290211	2014	9,216	\$250,000
KOMATSU PC290LL-11	LOG LOADER W/ QS600 HARVESTER	A29542	2022	1,195	POR
TIMBERPRO TL775D	SHOVEL LOGGER TC60 GRAPPLE	TL775D0771081220	2020	1,181	POR
KOMATSU PC290LC-11W	WINCH ASSIST MACHINE	A28000	2018	4,503	POR

## Miscellaneous

ATLAS COPCO ROC T45-10	ATLAS COPCO DRILL, 3.5-5"	G18SED0141	2018	2,610	\$502,000
ROADTEC RX600E-3	ROADTEC MILL, 86" DRUM	4039	2016	2,486	\$185,000
ROSCOE RB50	BROOM, A/C	308656	2021	28	POR
AUSTIN AE12	12,000 GALLON AUSTIN WATER TOWER	12WKT0879	2022	N/A	POR

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