

UPDATE

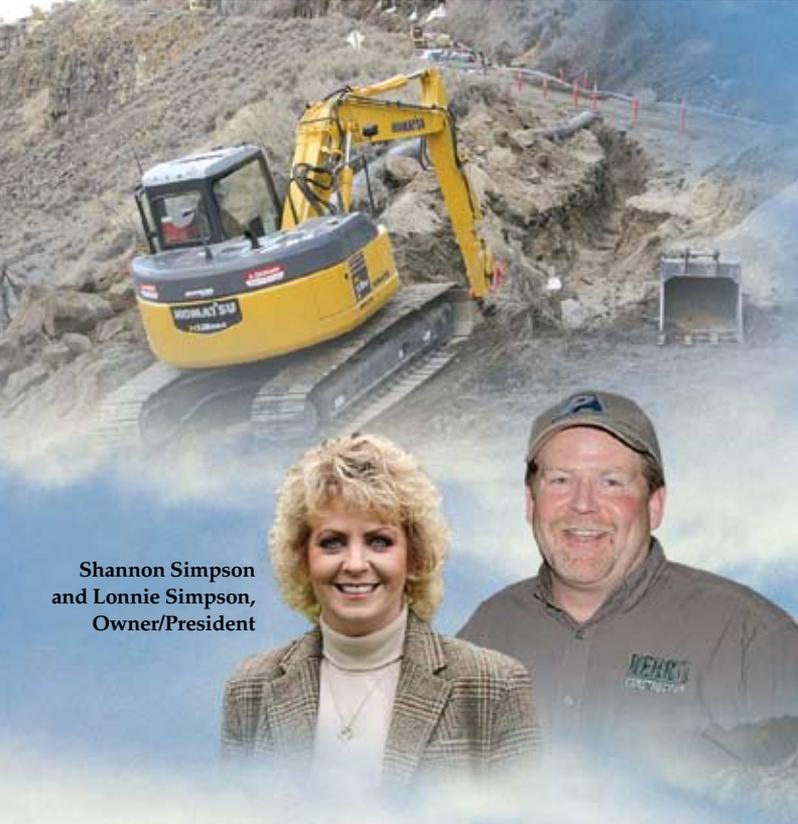
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Featured in this issue:

DEBCO CONSTRUCTION

How this Idaho heavy construction general contractor has succeeded despite long odds

See article inside...



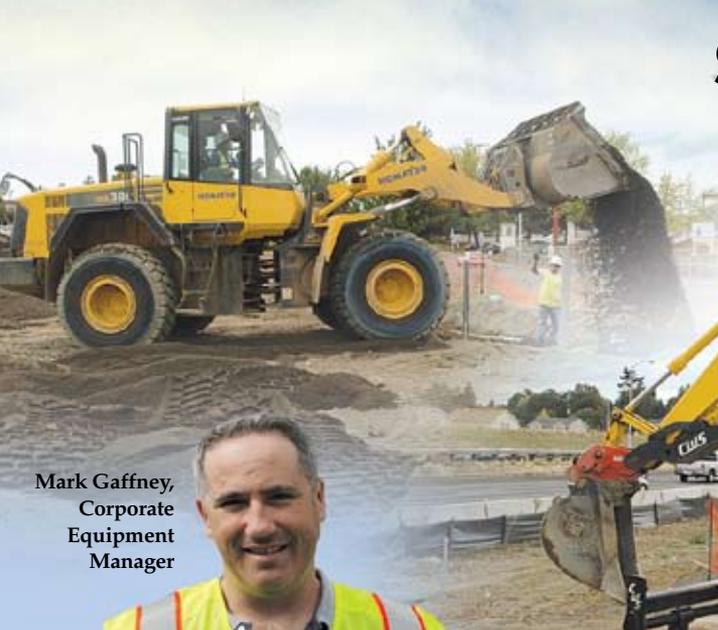
Shannon Simpson
and Lonnie Simpson,
Owner/President

Featured in this issue:

STACY AND WITBECK, INC.

How this Bay-area firm has made a name for itself in the Northwest doing transit work

See article inside...



Mark Gaffney,
Corporate
Equipment
Manager





Brian Sheridan

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Dear Equipment User:

There's been a lot of national news coverage recently about the housing slowdown and a possible ripple effect throughout the economy. While there may be areas of the country where that's happening, we haven't seen a lot of evidence of it here. At Modern Machinery, our machine sales for 2007 were very strong and we're optimistic about 2008 as well.

One reason business remains brisk is because many equipment owners have seen the production benefits of owning new equipment compared to older machines. New machines tend to be faster, more powerful, more fuel-efficient and more reliable than those they replace.

The new Komatsu PC270LC-8 hydraulic excavator (featured in this issue of your *Update*) is a good example of how Komatsu's newest models outperform not only the previous generation, but competitive machines as well. In a Komatsu field test with two top competitors, the PC270LC-8 showed significant advantages in both trenching and truck loading.

At Modern, providing productive and longlasting equipment is just one way we can help you succeed. Another way is by providing outstanding parts and service support that keep all your machines up and running. One service we offer is a preventive maintenance inspection (PMI), where one of our trained technicians will thoroughly inspect your machines. He'll check all working parts and components to make sure there are no issues cropping up that may lead to potentially costly repairs, or worse yet, shut you down during a busy job.

To schedule such an inspection, or to learn what else we can do to help you get the most out of your existing equipment fleet, feel free to contact your Modern product support representative or our service department. We'll be happy to assist you in any way we can.

Sincerely,
MODERN MACHINERY

Brian Sheridan
President

UPDATE

IN THIS ISSUE...

DEBCO CONSTRUCTION

Read how Lonnie Simpson grew his company from a small startup in 1991 to become one of the leading heavy-construction general-contracting firms in the Northwest.

STACY AND WITBECK, INC.

Learn how this bay-area firm has made a name for itself doing transit work in the Northwest.

GUEST OPINION

Christian A. Klein, VP of Government Affairs for Associated Equipment Distributors, shares his thoughts on the country's infrastructure needs in the wake of the Minneapolis bridge collapse.

INDUSTRY EVENT

CONEXPO-CON/AGG is coming soon and it will be the largest ever, with more than 2 million square feet of exhibit space. Here's a preview of what the triennial show will have to offer.

EQUIPMENT FOCUS

See how results of recent field tests confirm that the Komatsu PC270LC-7 excavator truly is the "best in class."

UTILITY EQUIPMENT

Learn more about Komatsu's PC78, a larger-size compact excavator that offers many advantages.

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DEBCO CONSTRUCTION

How this Idaho heavy construction, general contractor has succeeded despite long odds



Lonnie Simpson,
Owner/President



Shannon Simpson

There are lots of self-made men in the construction industry — people who've risen from modest circumstances to significant business and personal success. Few, however, have done so as dramatically as Lonnie Simpson, Owner and President of Idaho-based Debc Construction.

Lonnie started life in what he calls "a one-window, tar-papered shack" near Orofino, Idaho. In grade school, he began living with a nearby farm family and learned early on the value of hard work. After high school, he was working as a sharecropper on the farm to earn money for college, but the crops were terrible and he needed to find some other way to make ends meet. A large, road-construction job was underway nearby. They didn't have any job openings at the time, so Lonnie just hung around. As a way to get noticed, he worked for free, doing whatever needed to be done. Eventually, his persistence paid off and he was hired onto the crew.

Over the next seven years, he worked his way up from laborer to truck driver

to operator to surveyor to foreman to superintendent. "I was working a ton of hours, but since I was salaried, I didn't feel as though I was being compensated fairly," Simpson recalled. "I figured if I was going to work this hard, I might as well do it for myself."

So, in 1991, Simpson started Debc Construction with two friends (he bought them out about a year later). "In the beginning, we had about half a dozen people and did mostly small utility jobs in the region. Gradually, we expanded our list of services and our territory."

Today, Debc, based in Orofino with an office in Twin Falls, employs about 250 people during the busy season (about 75 are full-time, year-around employees), and is one of the leading heavy-construction, general-contracting firms in the Pacific Northwest. The company does multimillion-dollar highway jobs (mass excavation and paving), large-scale site work and underground utilities (including treatment plants and pumping stations) throughout eastern Washington, all of Idaho and all of Montana.

Good relationships, loyal employees

The fact that the company's typical job is now in the \$5 million to \$15 million range, and that a job in the \$40 million to \$50 million range is not out of the realm of possibility, is rather remarkable for a guy who started out with nothing.

"I sank my life savings of \$20,000 into the business when I started," said Simpson. "I was bound and determined to succeed and to do so by doing things 'the right way.' That is, do quality work at a fair price, and build good relationships along the way."

This Debc operator uses a Komatsu tight-tail-swing PC138USLC to lay sewer line at the Canyon Springs job in Twin Falls, Idaho.





It's a philosophy that's led to a lot of loyalty from customers, vendors and employees.

Debco has many talented and experienced people throughout its work force. Key personnel include Vice President/Equipment Manager Russell Henderson; Accountant/Office Manager Jenny Trock; Project Managers Lance Leaper, Sandra Coursey and Chuck Martinez; Supervisors Casey Anderson, Rick Travis and Steve Sisler; and Lonnie's wife, Shannon Simpson.

"I don't ask any of my employees to do anything I won't do," said Simpson. "That includes getting down in a ditch and wading through sewage if that's what it takes. All of my people, including Shannon, who we call 'Spike,' have been in the trenches with me and worked their way up. They really treat the company like it's their own and they and our other full-time people are a major reason for the success we've had."

Based at least in part on his own experience of feeling underpaid and unappreciated, Simpson compensates his employees very well. "We pay substantial wages and bonuses and have one of the best benefit/retirement packages in the industry. A couple of my guys have told me they actually think I offer too much — but I count on them. The company's too big for me to do it all by myself anymore and I want them to be treated like I wanted to be treated."

Successful jobs

Debco has done many large jobs in the region in recent years, including the reconstruction of four miles of Highway 77 near Albion, Idaho.

"It's a historic area, we had 700,000 yards of excavation, and it was the first Superpave job in Idaho — so there were complicating factors," said Simpson. "But we overcame them and it was a very successful job for us. I would say that many of our projects tend to have an unusual element to them. I think figuring out the best way to do a difficult job is one of our strengths."

Simpson says he emphasizes three things on each and every job — safety, quality and economics. "We believe safety and quality go hand-in-hand. Crews that work safely are more efficient and do things right the first time."

Simpson modestly says he believes his company's work is "above average." But a recent paving project (Debco started doing its own paving two years ago because it was having trouble getting paving companies to offer them a price quote) indicates quality is above that.

"We paved eight miles of road in Montana last fall that federal highway officials there called one of the top five projects they've ever had for smoothness," said Simpson. "Those type of comments mean a lot to us. For one

Continued . . .

Debco purchased this Komatsu PC600 two years ago to help move more than 700,000 cubic yards of material at the company's Albion Hill/Highway 77 project near Albion, Idaho. "It's probably the best equipment investment I ever made," said Debco President Lonnie Simpson.

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Debco optimistic about economy and work load

... continued



Jenny Trock, Debco Accountant/Office Manager, is with trusted best friend, Moondog.

thing, they usually mean an incentive bonus — and they mean we rarely have to go back to redo anything. But it's also really nice to hear comments like that and know your customers appreciate your work."

As for economics, Simpson says like all companies, Debco has to make money. "We've been successful through the years in bidding and maintaining our margins, but I don't take anything for granted. I study the market and study my competition. I try to check them out to see what they're doing, especially on a job that I bid and they beat me on it. I want to see how they were able to make it work, and I chalk that up to experience."

Productive equipment and dealer support

In recent years, Debco has turned to Modern Machinery for equipment to do those tough jobs. The company's Komatsu fleet includes three excavators (PC600, PC200 and PC138), a WA380 wheel loader and a D61 dozer, as well as a paver and two rollers from Modern.

"Komatsu makes great equipment — powerful, productive and fuel efficient," said Simpson. "We're especially fond of the PC600 (133,000 lbs. and 429 hp). It's an animal. We have 45-ton trucks and the PC600 loads them in about a minute and a half. It's surprisingly fast and has been 100 percent reliable. We haven't had a single issue in more than two years."

(L-R) Project Superintendent Casey Anderson, Operator Sam Irby, VP/Equipment Manager Russell Henderson, Operator Doug Cook, Operator Ed Allen, retired Operator Rex Crookes, Foreman Jaime Edelmayer and President Lonnie Simpson pose in front of the Komatsu PC600. Crookes, 73 years old, retired from Debco in 1999 but was given the honor of being the first to run the PC600, Debco's largest excavator.



Because of that, Simpson says, "The PC600 is probably the best equipment investment I ever made. I bought it for \$450,000. I've used it for 4,000 hours and put nothing into it except routine wear parts and oil changes. If I sold it today, I could get \$375,000 for it. So that's 4,000 hours worth of work for \$75,000, which figures out to less than \$20 an hour. That's pretty remarkable for any machine, let alone one as big and productive as the Komatsu PC600."

As pleased as he is with Komatsu, Simpson says the service he gets from Modern Machinery is equally important to him. "From my salesman Gary Peters right up through President Brian Sheridan, Modern has provided us with excellent support — and they've always been very fair. Simply put, they're the best dealer I've ever worked with."

"We appreciate the opportunity Lonnie gave us to meet his equipment and support needs," said Sheridan. "We appreciate him as both a friend and a business partner, and look forward to working with him for many years to come."

Future looks bright

Much of Debco Construction's growth has occurred in the last few years, but Simpson says he doesn't foresee the company getting much larger.

"I think the economy is good in the Northwest and we could probably do more work if we wanted to, but I like where we're at right now," said Simpson. "We're big enough to do really large jobs, but we're small enough that I can still be hands-on out in the field, which I enjoy. We also have excellent managers in place right now, but if we got much larger, we'd need more — and good people are hard to find."

Besides, looking back on where he's been, Simpson says life right now is pretty good. "I always say, 'I didn't choose this career — it chose me.' And I'm very glad it did. Certainly, I was hoping for something like this when I started Debco, but you need some breaks along with the hard work to actually make it happen. I feel very fortunate. It's been a great ride and I don't think any of us are ready for it to end anytime soon." ■

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STACY AND WITBECK, INC.

How this Bay-area firm has made a name for itself in the Northwest doing transit work



Mark Gaffney,
Corporate Equipment
Manager

Stacy and Witbeck, Inc. was started in San Francisco in 1981, focusing on underground, heavy and civil construction work. Over the years, the company has become a public-transit specialist.

“We work with transit agencies across the western U.S. doing turnkey design-build projects including light rail, commuter rail, trolleys and transit malls,” said Corporate Equipment Manager Mark Gaffney. “In addition to the Bay area, we work in Denver, Phoenix, Salt Lake City and extensively in the Pacific Northwest — specifically Portland and Seattle.”

Now headquartered in Alameda, Calif., Stacy and Witbeck, Inc. became an employee-owned firm when the founders sold the business in 1998. Ron Wells is President and CEO; John Bollier, George Furnanz and Darrell Goodson are Senior Vice Presidents.

“Something we strive for on every job is to truly partner with our client,” said Gaffney.

Stacy and Witbeck has been involved in virtually all the light-rail, commuter-rail and transit projects in the Portland area, including this current I-205 light-rail project, which will connect Clackamas County with downtown Portland.

“We consciously avoid adversarial situations. We work with the project owner from the very beginning as the contractor, which includes planning and design as well as construction, to ensure that the job goes smoothly. There are always issues to deal with — the business community, neighborhoods, traffic flow, etc. We address all concerns head-on and work with the owner to solve any potential issues before they become problems. In other words, we do our best, not just to get the job done, but to generate goodwill in the community.”

Impressive jobs

Stacy and Witbeck’s list of transit projects includes an award-winning, fast-track job to build a light-rail system in Salt Lake City in time for the Winter Olympics in 2002. Essentially, the project called for two years of work to be done in 18 months. Stacy and Witbeck completed it in 11 months and won project-of-the-year awards from numerous industry groups.

The company’s long list of transit jobs in and around Portland are equally impressive. Stacy and Witbeck did the first CM/GC (Construction Manager/General Contractor) light-rail project in the U.S. in Portland, The Portland Streetcar (1999-2001); followed by the I-MAX light-rail project that included 4.5 miles of street and utility reconstruction as well as light rail (2000-2003); and a 14-block track loop for Portland Streetcar, the flagship public transportation project to revitalize the Waterfront District.

Current Stacy and Witbeck jobs in the Pacific Northwest include a Seattle project connecting Lake Union to downtown; a commuter rail line in Washington County, Ore., (Beaverton to





Wilsonville); the Portland Mall project which consists of substantial work at Fifth and Sixth Avenues between Union Station and I-405; and the I-205 light-rail project, which will connect downtown Portland with Clackamas County. Both the Portland Mall and I-205 jobs are joint ventures.

“We have a number of high-quality competitors,” said Gaffney. “Sometimes we work alone and sometimes we team up with a partner or two. Many of the jobs we do are very large, multi-year projects — and there are times it makes sense to share the risk and reward.”

Support from Modern

When Stacy and Witbeck works anywhere in or around Portland, the first call Gaffney and Stacy and Witbeck Northwest Equipment Manager Rick Best make is to Modern Machinery and Sales Representative Ed Kanable.

“We’ve worked with Ed and Modern for a long time,” said Gaffney. “We discuss with them what we’re going to be doing, and together, we try to figure out the best tools for the task. We look to Ed and Modern to provide us with a service, not just a machine. For example, we have a Modern mechanic who’s essentially on staff for us while we’re working up here. We feel as though Modern is part of our team. We appreciate the one-stop-shopping service they provide and we view them as an integral part of the success we’ve had in the Pacific Northwest.”

“The great thing about Modern is, if I have a problem or an issue, I can call anybody at the Portland branch, and I know it’s going to be taken care of,” added Best. “Once I hang up the phone, I can forget about it because I know they’re on it. It’s peace of mind.”

Both Kanable and Modern President Brian Sheridan say they appreciate the opportunity to work so closely with Stacy and Witbeck.

Stacy and Witbeck uses specialty attachments like this tie jig, shown here on a Komatsu PC300LC-6, to improve efficiency. “We use it to pick up a pallet of concrete ties off a truck or a stack, open them up and set them to the proper spacing,” said Corporate Equipment Manager Mark Gaffney.



This is one of two Komatsu WA380-6 wheel loaders purchased for the I-205 light-rail job. “We like Komatsu because it’s excellent equipment,” said Corporate Equipment Manager Mark Gaffney. “The operators love it and we have very little downtime. Also significant, when we dissolve the joint venture created for the I-205 job, we sell the equipment — and with Komatsu, we get top dollar because it holds its value so well.”

“They’re a pleasure to work with because they’re so professional,” said Kanable. “For example, they plan ahead. If they know they’re going to be working through the night and they absolutely can’t afford to be down for any part of that time, they’ll call us in advance to alert us and ask us if we can put somebody on standby in case there’s an emergency. By working with us like that, Stacy and Witbeck gives us a chance to shine.”

“I think the reason the relationship is so good is because our philosophies are similar,” said Sheridan. “Like Stacy and Witbeck, Modern Machinery likes to partner with customers because that’s the way we can be most effective for them. We definitely appreciate the way they’ve worked with us through the years.”



Jesse Rodriguez,
Construction
Manager,
I-205 project

Continued . . .

Stacy and Witbeck grows along with light rail

... continued

Productive equipment

As for the equipment itself, Gaffney says, "Komatsu machines are fantastic. We've used a lot of Komatsu equipment through the years on our various jobs here and elsewhere. The quality of the equipment is excellent. The operators love it and we have very little downtime."

The current I-205 project is a joint venture called South Corridor Constructors, which consists of Stacy and Witbeck (50 percent) and two other firms. At the beginning of the job, South Corridor Constructors bought the equipment they were going to need, which includes two Komatsu WA380-6 wheel loaders, two Komatsu D65WX dozers, a Komatsu PC138 and three PC200LC-8 excavators. When the job ends, the equipment will be sold with proceeds split equally among the joint-venture companies.

"We rent some other equipment as needed, but this type of arrangement works well for

(L-R) Stacy and Witbeck Northwest Equipment Manager Rick Best and Corporate Equipment Manager Mark Gaffney work closely with Modern Machinery Sales Rep Ed Kanable whenever the company has a job in the Portland area. "We consider Ed and Modern to be part of our team up here, and an integral part of the success we've experienced in the Northwest," said Gaffney.



This Stacy and Witbeck operator uses a Komatsu D65WX dozer (six-way blade) to push dirt as part of the I-205 light-rail project in Portland.



joint ventures," said Gaffney. "We get new equipment so we get the latest production and performance benefits, as well as excellent uptime. Then, when the job's over, the machines are still relatively low-hour and have been well-maintained, so we still get a good price for them. The high resale value is one of the things we appreciate about Komatsu equipment."

Employees work for a common goal

Stacy and Witbeck relies on talented employees throughout its work force to complete complex projects on time and on budget.

"We've been a magnet for high-quality people — managers, operators and laborers," said Gaffney. "I think our reputation for safety and quality and the fact that we work hard to foster goodwill on all our jobs is a large factor in that. Also, because we are employee-owned, people feel as if they're working for a common goal."

The high-quality work force has earned the company a reputation as a good partner and has led to numerous opportunities.

"Our reputation has spread by word-of-mouth," said Gaffney. "When we started branching out beyond the Bay area, Portland was a real hot spot for light-rail systems and we did a lot of work there. Now, when transit departments from other cities call and ask about our services, we tell them to come to Portland to get a firsthand look at what we do and how we do it. Often, the trip they make to Portland leads directly to them hiring us for their transit work."

Transit growth

With the western U.S. growing rapidly, and with congestion on the major roadways an issue in most cities, Gaffney sees a bright future for transit systems, and for Stacy and Witbeck.

"With the oil problem and the price of gas, combined with overall street congestion and parking issues in downtown areas, transit is definitely growing — and so are we. At Stacy and Witbeck, our services are in demand because we have the skills, we have a strong body of work and we're committed to our customers. As long as we maintain that commitment to communities and to project owners, I think we'll be as busy as we want to be for the foreseeable future." ■



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Minneapolis bridge collapse brings heightened awareness of funding crisis

The tragic collapse of the I-35W bridge in Minneapolis has focused national attention on our nation's massive highway and bridge construction funding shortfall. Following the initial shock and chaos, it only took the media a few hours to hone in on infrastructure investment as a major storyline. The fact that 25 percent of all bridges nationwide are "structurally deficient" or "functionally obsolete" seemed to attract particular attention.

Officials in Washington were quick in responding to the tragedy:

- The House and Senate quickly passed, and the President signed, H.R. 3311, which authorizes \$250 million for reconstruction of the I-35W bridge and \$5 million in transit assistance for traffic problems occurring around the disaster site.
- House Transportation and Infrastructure Committee (T & I) Chairman Jim Oberstar, D-Minn., proposed legislation to establish a trust fund, modeled after the Highway Trust Fund, to provide a dedicated source of revenue for the repair, rehabilitation, and replacement of those bridges deemed "structurally deficient" by the Federal Highway Administration. Oberstar has advocated increasing the gas tax to help finance the plan.
- The Senate passed S. 775 to establish a commission to study the state of American infrastructure.
- Both the House and Senate announced plans for oversight hearings on structurally deficient bridges.
- In a welcome display of bipartisanship, Rep. Don Young, R-Ark., former chairman of the House T & I Committee, agreed with Rep.

Oberstar that the gas tax should be increased to pay for repairs to crumbling bridges and infrastructure. Florida Rep. John Mica, the T & I Committee's senior Republican member, said he believed transportation funding has been overly focused on new construction and has neglected maintenance.

Unfortunately, despite obvious needs, President Bush has restated his opposition to a gas tax user fee increase to provide additional funding for road and bridge investment.

For AED's part, we hope that the Minnesota tragedy won't be in vain and that our leaders will recognize this for what it is: further and dramatic proof of an infrastructure crisis that threatens our global competitiveness and, as we have seen, the safety of our fellow countrymen. ■



Christian A. Klein

*This Guest Opinion, which first appeared in the newsletter, **Washington Insights**, was prepared by Christian Klein, Vice President of Government Affairs for the Associated Equipment Distributors. Mr. Klein can be contacted at caklein@potomac-law.com.*

Thirteen people died and about 100 were injured when the I-35W bridge over the Mississippi River collapsed in Minneapolis. Industry officials say the tragedy is dramatic proof of an "infrastructure crisis" in the U.S.

AP Photo



CONEXPO COMING SOON

Industry event will be the largest ever with more than 2 million square feet of exhibit space

If you've ever been to CONEXPO-CON/AGG you know the size and scope of the show is massive. If you haven't been before and are going this time around, you're in for a huge treat that features more types of equipment, educational opportunities and technology than you can possibly imagine in one location.

The largest show of its kind in the construction industry, the next CONEXPO-CON/AGG will be held March 11-15, 2008, at the Las Vegas Convention Center, the largest such facility in the world. You can get information on the event and register for it online at www.conexpoconagg.com. You can also map out your visit ahead of time using the show's Virtual Trade Show, which includes an interactive floor plan of exhibits, as well as make a personalized list of companies and products you may want to see.

CONEXPO is the largest show of its kind in the construction industry. Held inside and outside the Las Vegas Convention Center every three years, the 2008 show, to be held March 11-15, will have more than 2 million square feet of exhibit space.

"We are proud to be known as a show run by and for the construction industries, and our primary goal is to create a positive show experience for all attendees and exhibitors," said CONEXPO-CON/AGG Director Megan Tanel. "The show continues to grow, but we really don't want the show just to be about being the biggest in the industry. We want attendees to see that the show is a place to find information, education and solutions to issues they may face in their businesses. It's a place to bring the user, the owner, the distributor and manufacturer together in one place where they can all work together."

Every three years when CONEXPO rolls around, the show is bigger than the last, and 2008 will be no exception as the triennial event features more exhibit space than ever before. For the first time ever, the show will top 2 million square feet, breaking 2005's record-setting mark of 1.88 million. More than 2,000 exhibits from leading manufacturers, such as Komatsu, and service providers will display wares, with more than 125,000 industry professionals expected to be on hand.

Komatsu will display 24 products, including several new Dash-8 excavator and Dash-6 wheel loader models which feature ecot3 Tier 3 engines that offer more productivity with less fuel consumption and lower emissions. Also in its 30,000 square feet of display area will be dozers, motor graders, trucks, compact track loaders, backhoe loaders and skid steer loaders.

Products grouped together

Event organizers are grouping similar products and companies together, making it easier to navigate your way around the show. For instance, if you're interested in



earthmoving equipment it can all be found in the North Hall, part of the Central Hall, the Riviera Pavilion and the Gold, Blue and Riviera lots outside the convention center.

If your interests lie in other types of equipment, there are product concentration areas for lifting equipment, asphalt paving and production, concrete paving and production, aggregate processing and heavy-duty trucks and mixers. Other sub-specialties such as engines, hydraulics, lubricants, tires and components have their designated areas as well.

Information stands will be set up throughout the show, and interactive product locators, searchable by company and product, will be on the show floor. These will also have information regarding seminars and meetings. Other show services will include an expanded, free, shuttle system to transport visitors from hotels to and from the convention center, and an intra-show shuttle-bus system.

Several new items on the agenda

Attendees may be directed to several new items on the expo's massive list of things to see and do, including the free educational program "Best Practices for Small Fleet Management" to be held on March 15. The program will provide practical solutions for fleet management needs of small business owners specializing in commercial, industrial and public construction. Topics include budgeting and staffing, productivity and work scheduling, among others.

Other new features are an International Driver Mixer Championship, the first ever international competition of concrete mixer truck drivers; an IPAF Safety Zone that features live demonstrations and safety education; and "Construction Challenge," a competition with students competing in three challenges related to the construction industry.

"We're very excited about the new features, and we believe that attendees will find them informative and helpful," said Tanel. "The Construction Challenge is one area we're particularly looking forward to as it showcases young people involved in the construction



Komatsu always has one of the largest displays at CONEXPO. Twenty-four products will be available for attendees to check out at the 2008 event.



CONEXPO is more than just an equipment showcase. Attendees can learn more about the construction industry through educational programs in such areas as aggregates, asphalt, project management, equipment management, personal development and safety.

industry. We see this as a way to generate interest among youth and highlight for them the careers available in construction."

An Innovation and Solutions Center will also be new. Experts in the field will be presenting sessions that highlight research and developments in Fluid Power Solutions, Green Solutions, Motion Control Solutions Now and in the Future, and Innovative Applications in the Entertainment Industry.

Educational opportunities abound

While CONEXPO continues to add new items, one thing that hasn't changed from previous expositions is the chance to take

Continued . . .

Educational opportunities abound at CONEXPO

... continued

in some educational opportunities that will benefit you and your business. There are 10 seminar tracks organized by specific industries and issues: aggregates, asphalt, concrete, construction project management, earthmoving, environmental/recycling, equipment management, management, personal development and safety. Sessions are 90 minutes in length and include materials you can take with you for future reference.

Seminars in the earthmoving category include Introduction to Adopting Positioning Technology for Construction; Paydirt: Mass Excavating Alternatives for Mass Profit; Introduction to Design Data & Earthmoving Construction Projects; Costs to Own & Operate Heavy Equipment; and The Amazingly Versatile Backhoe.

Equipment management educational opportunities include An Introduction to Biodiesel Fuel, Equipment Management: Taking it to the Next Level; Getting the Most Out of Your Equipment at Disposal; Are Fuel Costs Cutting Into Your Profits?; The Equipment Triangle View of Asset Management Best Practices for Fleet Management; and Realizing Cost Return (or Cost Savings) Through Effective Oil Analysis. For more details on these and other educational opportunities, you can visit the CONEXPO-CON/AGG Web site.

Attendees at the last CONEXPO got up close to machinery and looked at the inner workings of equipment such as Komatsu's ecot3, Tier 3 engines, now standard in numerous machines.



"The educational opportunities are a great way for attendees to learn new and creative ways to help increase their productivity, lower costs and become better at what they do," said Tanel. "Because the show is so large, it's not always feasible to attend every seminar. We're working this year on ways to bring the seminars to the attendee by putting them live on cable through the hotels, over the Internet and by podcast."

A great partnership

Industry certification courses and exams are offered, including a Certified Equipment Manager Exam and Study Course of the Association of Equipment Management Professionals, and Crane Operator Certification Examinations of the National Commission for the Certification of Crane Operators.

CONEXPO is produced and sponsored by the Association of Equipment Manufacturers, the National Stone, Sand & Gravel Association, the National Ready Mix Concrete Association, and the Associated General Contractors of America.

"The success of CONEXPO-CON/AGG has always been because of the partnership of these organizations," Tanel noted. "Several of them hold their annual meetings during CONEXPO. They are all committed to helping everyone involved in the construction industry succeed. That's why each has a strong commitment to making the show as informative and insightful as possible."

Tanel pointed out that the ultimate goal for those attending the 2008 CONEXPO is to take away something that they can use in their business to make it better.

"The show is really about ways to highlight the industry and what it can do to help businesses and individuals be more successful," she said. "We hope they find solutions to everyday challenges, make contacts and learn more about the industry in general. We want them to go home seeing that the show had value to them and looking forward to coming back in 2011 to find something else that will help them." ■

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REDISCOVER THE PC270LC-8

Field tests demonstrate how Komatsu's new excavator delivers superior performance

If you're an equipment user in the market for a 28- to 33-ton excavator, the newly designed and upgraded Komatsu PC270LC-8 needs to be at the top of your "check-it-out" list.

"We've believed for some time that we had a very competitive machine in this size class," said Komatsu Excavator Senior Product Manager Peter Robson. "Compared to the other leading brands, we suspected that we were better in terms of fuel consumption, and that everything else was fairly similar. But in taking another look at the machine, we concluded that by increasing counterweight mass, the PC270LC-8 would not just be competitive or a little bit better than the competition, but would be much better. So that's what we did."

As part of a running design change, Komatsu increased counterweight mass on the PC270LC-8 by 17 percent compared to the PC270LC-7.

"The change was remarkable," said Komatsu Excavator Product Manager Trenton Glore. "With the additional counterweight, lift capacity increased significantly. Just as important, if not more so, machine stability improved dramatically. It gives the new unit a much better 'firm footedness.' With that solid base, operators are more comfortable digging and loading at a faster speed, and in more difficult material, so productivity is now much improved."

Field tests confirm PC270LC-8 superiority

How much improved? To find out, Komatsu put the machine to a field test against two top competitors. Here's what they found.

In a trenching test, the Komatsu PC270LC-8 averaged 216 feet per hour, compared to 196

feet and 192 feet for the competitive units. That's 9 percent better than one machine and 11 percent better than the other. "More than 20 feet per hour adds up quickly over the course of a day, a week, a month or a year of trenching," pointed out Glore.

"The difference between machines was even more pronounced when we included the amount of fuel required to do the work," he continued. "In terms of fuel efficiency (which measures how many feet of trench are being dug per gallon of gas), the Komatsu PC270LC-8 was 9 percent better than one of the competitors, and a whopping 17 percent better than the other."

Continued ...



Peter Robson,
Senior Product Manager



Trenton Glore,
Product Manager

Trenching Test		
Model	Production	Fuel Efficiency
Komatsu PC270LC-8	216 ft./hr.	26.8 ft./gallon
Competitor	196 ft./hr.	22.2 ft./gallon
Competitor	192 ft./hr.	24.5 ft./gallon

In a recent trenching field test, the new Komatsu PC270LC-8 dug more trench per hour and was significantly more fuel-efficient than two top competitive machines.



Tests confirm outstanding fuel efficiency for PC270LC-8

... continued

For more information on how the Komatsu PC270LC-8 can be a valuable addition to your excavator fleet, contact your sales representative or our branch location nearest you.

The result was similar in a truck-loading test. An analysis of cycle times showed the PC270LC-8 took slightly more than 14.5 seconds to load, swing, dump and return. One competitor's cycle time was about a half second slower, while the other was more than a full second slower. And not only did the Komatsu unit load trucks faster, it was also more fuel-efficient, moving 7 percent to 10 percent more cubic yards of material per gallon of fuel.

Fuel efficient

According to Komatsu, the PC270LC-8's impressive fuel consumption and efficiency figures (roughly 10 percent better than the previous model and about 11 percent better than

the competition) are achieved by total control of the engine, hydraulic and electronic systems.

"Each component and machine system was designed, engineered and manufactured to complement the other components and systems to achieve maximum performance," said Robson. "The way they work together is one of the primary factors in the fuel efficiency we've been able to achieve with the PC270LC-8."

Other factors include the overall efficiency of Komatsu's Tier 3 engine, combined with options and reporting tools that allow an operator to significantly lessen the amount of fuel being used to achieve the same amount of work. These include an economy (E) work mode; an "eco-gauge" that displays to the operator whether he's operating efficiently or wastefully; and an "idling caution" display that alerts the operator when he's been idling for five minutes or more (extended idling is considered to be an unnecessary and wasteful use of fuel).

Truck-Loading Test		
Model	Cycle time	Fuel Efficiency
Komatsu PC270LC-8	14.54 sec.	66.6 cu. yd./gallon
Competitor	14.97 sec.	60.0 cu. yd./gallon
Competitor	15.59 sec.	62.0 cu. yd./gallon

Design features

In addition to overall performance and fuel efficiency, the new PC270LC-8 has numerous other features designed to improve productivity, including:

- Work equipment structures with large castings;
- Boom and arm plates thicker than the competition;
- Easy-to-access service and maintenance points;
- A quieter, more comfortable cab that's the largest among top competitors and loaded with user-friendly technology;
- KOMTRAX, Komatsu's FREE wireless monitoring system, as standard equipment.

Demo will prove its worth

"Obviously, we believe the PC270LC-8 is a superior excavator," said Robson. "Our hope is that equipment users who are in the market for this size of excavator will demo the PC270LC-8 against any comparable machine. If they do, we're confident they will come to the same conclusion we did — that it's the most productive and efficient machine in its class." ■

Brief Specs on Komatsu PC270LC-8

Model	Horsepower	Operating weight	Blade capacity
PC270LC-8	187 hp (net)	65,336-67,393 lbs.	0.76-2.13 cu. yd.

The Komatsu-sponsored field test also showed a truck-loading advantage (faster cycle time and up to 10 percent more fuel efficient) for the PC270LC-8 compared to two competitive models.





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FILLING THE GAP

As larger “compact” excavators, Komatsu PC78 models offer many advantages

For more information on the PC78 compact excavator, contact your sales representative, or call our nearest branch location.

The Komatsu PC78US-6 and PC78MR-6 series excavators are the largest of the Komatsu utility range but they can hardly be called “compact.” These machines weigh in at more than seven and eight metric tons respectively — about the same as a full-size backhoe loader. They feature outstanding performance, superior operator comfort and they fill the product gap between compact and construction-size excavators.

- Two product types allow contractors to choose between a fixed-boom machine (PC78US-6), like a full-size construction excavator, or an offsetting boom unit (PC78MR-6), like a compact excavator.

Brief Specs on Komatsu PC78 compact excavators

Model	Power	Dig Depth	Dump Ht.	Bkt. Force	Arm Force	Operating Wt.
PC78MR-6	54 hp	15'7"	15'8"	13,780 lbs.	9,330 lbs.	18,230 lbs.
PC78US-6	54 hp	15'5"	18'0"	13,780 lbs.	9,330 lbs.	15,850 lbs.

Komatsu engineered its larger, PC78 compact excavator models to fill the gap between compact and construction-size excavators.

- A full-featured cab is standard equipment on these models. Every low-noise cab features a spacious operator station with a digital monitor panel, air conditioning, a radio and a suspension seat.
- Hydraulics on the PC78MR-6 and PC78US-6 are of the same pedigree as Komatsu construction excavators. Load-sensing, pilot proportional joystick controls provide low-effort precise control and enable the operator to perform tasks smoothly and productively.
- A choice of three track shoe systems allows contractors to choose what’s right for their operations: steel, rubber and Komatsu Road Liner track shoes. The Road Liner track shoes allow the operator to travel on hard surfaces, such as asphalt and concrete, without damaging them like a steel grouser can.
- A great alternative to a backhoe loader, the PC78s offer digging depth, dump height, bucket power, arm power, lifting capacity, better range of motion when working next to an object, and better productivity because they don’t have to be repositioned like a backhoe loader.
- Maintenance is easy with a wide-opening engine cover that provides great access to daily checkpoints. The wide-opening side cover provides access to the hydraulic tank, air cleaner and main hydraulic valve. There’s also ground-level fueling with a sight gauge. Sealed pins allow Komatsu to extend the lubrication intervals to 100 hours on the arm tip and 250 hours on the arm, boom, and swing pins, rather than the daily or weekly lubrication required of some other brands. ■



“RUGGED AND EFFICIENT”

New landfill dozers reduce cost per yard with Tier 3 engines that push more material with less fuel

With its new landfill dozers, Komatsu combined the best of its standard dozer features — which were designed to provide increased productivity and efficiency — with unique features that make them perfect for the rugged conditions of a landfill operation. New landfill dozer sizes range from the nearly 53,000-pound D65EX-15SL to the 116,528-pound D275AX-5SL.

Like Komatsu’s latest line of standard dozers, the landfill dozers are powered by turbocharged, after-cooled, ecot3 Tier 3-compliant diesel engines designed to provide more horsepower with less fuel consumption and lower emissions than previous models. The combination provides the best-ever cost per yard of material moved.

Komatsu engineered each landfill dozer’s hydraulics, power train, frame and all other major components in an integrated design that works together for higher production, greater reliability and versatility. Add the factory-installed Landfill Package with guarding specifically designed for harsh landfill conditions, and the result is machines that operate longer for increased production.

“Our landfill dozers start off with standard dozer features — Hydrostatic Steering System, Palm Command Control System, hydraulic-driven radiator fan, wet-disc brakes, Tier 3 engines and others — and have added features, such as gap seal guards, remote A/C and oil cooler and guarding packages, among others, that make them stand out,” said Mike Milostan, Komatsu America Product Manager, Working Gear. “They really are purpose-built machines that will benefit landfill operations by providing the productivity those customers need because Komatsu designed them to stand up to the challenges of working in that environment.”

Blades on the dozers are larger with integrated trash racks that provide more material capacity without restricting visibility. A semi-U blade is available on all models, while a full-U blade is available on all models except the D65EX-15SL. The landfill counterweight is designed to optimize the machine balance in landfill applications.

Continued . . .

Brief Specs on Komatsu Landfill Dozers

Model	Operating Weight	Net hp	Blade Capacity
D65EX-15SL	52,097 lbs.*	205	14.8 cu. yds.*
D85EX-15SL	62,245 lbs.*	240	22.5 cu. yds.**
D155AX-6SL	96,709 lbs.*	354	33.2 cu. yds.**
D275AX-5SL	116,528 lbs.**	410	44.3 cu. yds.**

*With semi-U blade **With full-U blade

Komatsu’s new landfill dozers feature Tier 3 engines for greater production and fuel economy. Each model has a factory-installed Landfill Package with guarding specifically designed for harsh landfill conditions.



Unique features stand up to landfill challenges

... continued

Komatsu's landfill package includes a large number of unique features built into the dozers to make them stand up in challenging conditions. Among them is a chassis-seal package that helps close the gaps around the chassis where material could enter the engine compartment. Final drive, pivot shaft and idler seal guards help prevent debris from entering oil-seal areas, extending component life.

Extended component life

Extending the component life of the tracks is a priority, so Komatsu landfill dozers use trapezoidal track shoe holes to minimize debris packing. Bolt-on front and rear striker bars help prevent debris from riding up onto the tracks and damaging fenders and chassis. Chassis deflector bars and bolt guards protect and help keep debris away from components as well.

The machines are further protected from debris with additional guarding that's available only on landfill dozers, such as the fuel and hydraulic tank guard. Hinged covers allow easy access for cleaning and maintenance.

Keeping the working parts clean for optimal production is necessary, and Komatsu makes it easier than ever with features such as perforated hood and side doors that increase cooling airflow to the radiator while minimizing the size of airborne particles entering the engine compartment. The

perforated hood reduces air velocity passing through the screens, reducing debris sticking against the screens.

A standard, reversible, hydraulically driven fan is mounted in front of the radiator core so the blades pull air through the core rather than push it, virtually eliminating debris blasting on the core surface and increasing the life of the heat exchangers. Thermally controlled, the fan turns at maximum speed only when maximum cooling is required, reducing the debris collection on the engine inlet screens during normal daily operations.

Computer-controlled forward and reverse intervals clean the radiator regularly, allowing the operator to concentrate on productivity. The computer timer is easily adjusted for varying conditions and also has a manual override switch.

Fine control

A turbine precleaner helps remove particulates from the engine air before they reach the filter elements. Quick-opening, two-piece doors allow easy access to the radiator and fan for cleaning. An engine bottom guard with electric winch simplifies cleaning of the engine compartment. The engine compartment features two fewer items, as Komatsu relocated the hydraulic cooler and fan, as well as the air conditioner condenser. Both were moved to increase cooling efficiency.

Efficiency is enhanced with Komatsu's Torqflow Transmission that offers single-lever control of speed and directional changes. A hydrostatic steering system makes for smooth, quick and powerful control of tracks. Palm-control steering and blade joysticks provide fine control. Operators will also appreciate the hexagonal-designed pressurized cab, which offers greater visibility and comfort. Cab dampen mountings increase ride comfort while decreasing noise and vibration.

"Lock-up torque converters and automatic shifting, available on our D155 and D275 models, make these even more powerful and efficient to operate," pointed out Milostan. "Production is terrific with these machines, and that's really the bottom line." ■

Komatsu engineered each of its new landfill dozers with hydraulics, power train, frame and all other major components that work together in an integrated design for higher production, greater reliability and versatility.



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REMANUFACTURED PRODUCTS

General Manager says ISO certification of Komatsu reman plant ensures product quality

QUESTION: One of your emphases, upon joining Komatsu Remanufactured Products, was to earn ISO 9001 certification from the International Standards Organization. Have you achieved that, and why is it an important designation?

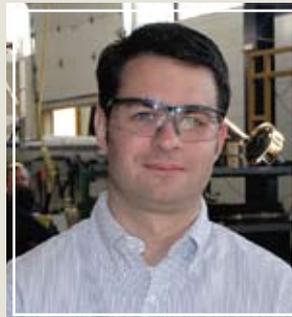
ANSWER: We became an ISO-certified plant a little more than two years ago and we believe it's a very significant designation for a manufacturing plant like ours. For one thing, ISO certification, which includes regular, ongoing field audits of our operations, ensures that we're following our own standardized processes. These standardized processes lead to a consistently high-quality product that our customers can count on.

Equally important, ISO certification requires us to continuously improve our operations. They check quality measurements, warranty ratios and customer complaints to see that we're taking appropriate action and fixing any problems that arise. So yes, for us, ISO certification is a very big deal because it's the foundation for the quality of product that we're now producing at Komatsu Remanufacturing.

QUESTION: Why is standardization so important in manufacturing?

ANSWER: It's important because, with a standardized process, in which the same job is done the same way every time, when a problem crops up, we can locate what happened. Without it, you have one person doing the job one way and another person doing it another way, so you may never be able to figure out why a failure occurred. It's because of our standardized processes that we're able to produce replacement parts and components that are essentially the same as new and are warrantied as such.

Continued . . .



Rob Shear,
General Manager,
Komatsu Remanufactured Products

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.

As the son of a financial controller for the Department of the Army, Rob Shear grew up in many places. Born at Fort Leonard Wood in Missouri, Rob and his family moved to Korea for a time, then to Virginia, then to Oklahoma for his high school years. Following high school, Rob earned a spot at the U.S. Military Academy at West Point, and after graduation, spent time in the Army leading a tank platoon.

After his army service, Rob went into manufacturing. While working for Cardinal Health as a plant manager, he earned an MBA at Northwestern University, where a classmate recruited him to Komatsu.

Rob joined Komatsu America as General Manager of the company's remanufacturing operations in Lexington, Ky., in late 2003. In his capacity as GM, Rob oversees the efforts of about 140 employees and has been responsible for numerous improvement initiatives at the plant.

"Our goal at Komatsu Remanufactured Products is to produce parts and components for Komatsu equipment that conform to the standards and specifications of brand-new parts and components. We think remanufactured products make sense for the end-using Komatsu customer as a way to save both time and money, and get the peace of mind of a factory warranty at the same time."

Komatsu Reman emphasizes “value”

... continued

QUESTION: What Komatsu remanufactured products are available?

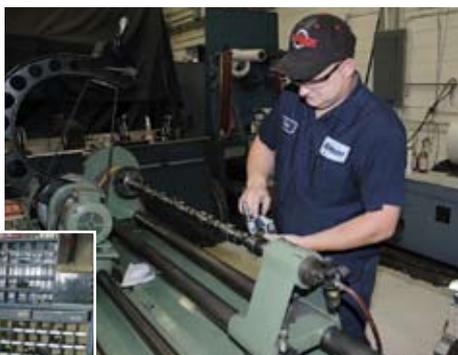
ANSWER: We reman all major components including engines, transmissions, torque converters, final drives, turbochargers, hydraulic cylinders, hydraulic pumps, alternators — nearly everything for construction equipment up through the largest mining machines. We’ve hired a marketing director to work with our Komatsu distributors to make sure we’re meeting their needs and don’t have gaps in our product offerings.

QUESTION: What advancements have you made recently?

ANSWER: We’ve started inspecting and reusing valve springs for use on cylinder heads. Before, we would have used a new valve spring if we were reman’ing a cylinder head. We’re especially proud of this because it was initiated by our employees. They determined they could do it and thought it would be a good, cost-saving measure.

QUESTION: It sounds like Komatsu Remanufacturing values its employees.

Individual parts are carefully inspected to ensure they meet OEM standards prior to being used in a reman component. Here, technician Tony Johnson measures a camshaft for a mining dozer as part of the inspection process.



Located in Lexington, Ky., Komatsu Remanufactured Products employs about 140 people, including technician Paul Carrico, shown here assembling a reman engine for a D375 dozer. All reman engines are dyno-tested after final assembly.



ANSWER: Certainly. We have a lot of experience in our work force and very little turnover, and we rely on our employees to help make us better. Some assembly teams have formed what we call “quality circles,” consisting of three to five members. The quality circles provide input from the floor on how we can improve. It was one of these quality circles that came up with the idea of reman’ing the valve springs.

QUESTION: How do your products compare with new components?

ANSWER: Our target is to produce a product that costs 60 percent to 65 percent of what a new component costs, and that provides 80 percent of the life of a new product. Some people may be wondering why, if it’s built to the same standards as a new component, we only expect to get 80 percent of the life. They’ve got to understand that if a reman engine goes into a machine that has 10,000 hours on the frame and 10,000 hours on the transmission, it may not run as long as the first engine did. A new engine put in the same used machine may not run as long either.

QUESTION: How does a reman product compare with a “job shop” rebuild?

ANSWER: The main differences between us and a “job shop” are our standardized processes and the number of units we build. We’re specialists. This is all we do.

As for a “will-fit” or “job shop” mechanic, they’re not going to get the support from the OEM that we do. For example, we’re in weekly contact with the factory, getting the latest critical updates on products and how to improve performance. Another big difference is that typically, a “job shop” warranty covers only the labor.

QUESTION: Why should Komatsu equipment users look to Komatsu Remanufactured Products for replacement parts and components?

ANSWER: Komatsu is all about providing value for customers, and we’re an important part of that value equation. The combination of price, availability and quality make Komatsu remanufactured products not only a viable alternative to new and rebuilt components, but an excellent value as well. ■





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FOCUS ON PAVEMENTS

Federal Highway Administration seeks paving improvements

To learn more about FHWA and its pavement programs, visit the agency Web site at www.fhwa.dot.gov/pavement.

In an effort to improve the nation's highways, The Federal Highway Administration (FHWA) is spearheading a nationwide pavement assessment, which will be followed up with a "best practices" approach that addresses specific roadway issues.

According to FOCUS Newsletter, a publication of the U.S. Department of

Transportation, FHWA will work with states and other partners on the assessment and best practices report, which will have six focus areas. They are:

- Pavement design and analysis;
- Pavement materials and construction technology;
- Pavement management and preservation;
- Pavement surface characteristics;
- Construction and materials quality assurance;
- Environmental stewardship.

Improving construction, maintenance and preservation of the nation's pavement network is the goal of a new effort by the Federal Highway Administration (FHWA). New initiatives to achieve higher performance objectives could be in place in as soon as three years.

Higher performance objectives

The six focus areas will guide FHWA's Research and Development efforts, as well as Technical Service Teams whose job it is to employ the new technologies.

The focus areas are designed to guide FHWA in developing technologies that will improve the construction, preservation and maintenance of the nation's pavement network.

"States are having to do more with less," Peter Stephanos, Director of FHWA's office of Pavement Technology, told FOCUS. "We want to work with them to introduce tools and technologies to make their job easier. We also need to strive to develop a more effective partnership with state and local agencies, industry and academia."

FHWA will issue annual reports on this pavement and materials program, and hopes to begin implementing new initiatives to achieve higher performance objectives during the next three to five years. ■



AED launches campaign to boost highway investment

Associated Equipment Distributors (AED) has launched an initiative to position the construction equipment distribution industry for a leadership role in the looming national debate over transportation infrastructure investment.

In a recent speech, AED President Toby Mack told equipment industry executives that the nation's infrastructure needs are dire, that Congress would soon be forced to make difficult decisions about how to pay for much-needed additional highway construction, and that AED would be playing a major role in that national dialogue. The vehicle for AED's involvement will be the association's new Highway Infrastructure Taskforce (HIT).

Mack pointed to government estimates predicting that by the time SAFETEA-LU, the current highway law, expires in September 2009, gas tax revenues will fall short of authorization levels by close to \$5 billion. If Congress does not address the problem, highway funding in 2009 could be cut by more than 30 percent, and such cuts would continue into the future.

"AED has seen this coming and we have no intention of sitting on our hands," Mack said. "We're gearing up to play a major leadership role beyond anything we've done before. With the mobilization of our membership to provide both the resources and political activism, not only can we turn this around, but we can lay the groundwork for major new investment in highway capacity going forward." ■



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UNDERCARRIAGE MANAGEMENT

How machine owners and operators can help prevent unnecessary undercarriage wear

With undercarriage costs consuming a significant portion of the average operating cost-per-hour of your track-type equipment — 50 percent in most cases — properly maintaining your undercarriage system is essential. Use the following recommendations to maximize the hours of service life built into your Komatsu undercarriage components, keeping in mind that the undercarriage works and wears as a system. A worn component can have an adverse effect on the entire system, greatly reducing your total undercarriage life.

Understand the System. Undercarriage is often the least-understood system on the track-type machines. If you are experiencing accelerated undercarriage wear, the problem may not be the fault of the components. Operation, application, maintenance and component selection can often be contributing factors in undercarriage wear. Wear cannot be eliminated, but it can be controlled. Invest the time to learn all you can and take control of undercarriage costs.

Manage the System. Begin with a comprehensive undercarriage management program. Inspection is only the beginning. Evaluating the measurement data and following the recommendations of your factory-trained distributor undercarriage specialist is paramount to achieving satisfactory service life. Management is essential and continuous. One of the tools available through your Komatsu distributor is the computer-assisted Track Management System or TMS. By taking advantage of this service, you will reduce unscheduled downtime and operating expense.

Ensure proper alignment. The quickest way to detect an alignment problem is to look for anything shiny that normally should not be shiny. The inside of track links that are scuffed

and shiny, roller and front idler flanges that show wear, and sides of sprockets that are coming in contact with the inside of the track links most often are indicators that the track frame alignment system needs attention. Failing to heed alignment warning signs will cause accelerated parts wear and, in extreme cases, LTS seal and/or bushing failure.

Operate with the undercarriage in mind. Managing undercarriage wear and controlling operating cost-per-hour come first from the operator's seat. Turning, speed and direction of travel are three of the most important operationally controlled wear factors. While you can seldom build job operations around these operating factors, you should give them ongoing consideration.

In short, undercarriage cost-per-hour control starts with understanding and managing the system. Then, operate the machine keeping in mind control of undercarriage wear factors. ■



Dick Schaefer,
Senior Product
Manager -
Undercarriages

Inspection is a starting point to managing your undercarriage. One of the tools available through your Komatsu distributor is the computer-assisted Track Management System or TMS. By taking advantage of this service, you will reduce unscheduled downtime and operating expense.



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ROY LAWSON REMEMBERED

Modern Machinery establishes scholarship in the name of longtime, respected Idaho logger

In recognition and admiration of longtime northern Idaho logger Roy Lawson, who passed away in August, Modern Machinery has established a scholarship in his name at the University of Idaho. Funded through the Washington Foundation, the Roy Lawson Memorial Scholarship will be awarded to a student or students in the College of Natural Resources at the university.

“Roy was extraordinarily active in promoting the logging industry, including having students and faculty from the U of I come out to his operation to gain firsthand insights,” said Modern Machinery President Brian Sheridan. “We wanted to do something to recognize Roy and a scholarship seemed the perfect way to do that.”

Based in Deary, Idaho, Roy Lawson Logging is one of the most respected and innovative logging firms in the region. It was one of the first logging operations in the Northwest to embrace the cut-to-length method of logging, which revolutionized the industry by incorporating very high-technology machines to make a more efficient logging operation.

Roy’s forward-thinking approach to logging earned him numerous industry awards. Last year, he was presented with the prestigious COFE Award (from the Council of Forest Engineering Professionals), which is an international recognition typically presented to a researcher or academic. This year, he was honored with the lifetime achievement “Crown Award” from the Idaho Forest Products Commission (IFPC) for his ongoing support for responsible forest management, community involvement, and a commitment to the industry based on personal beliefs — not economic gain.

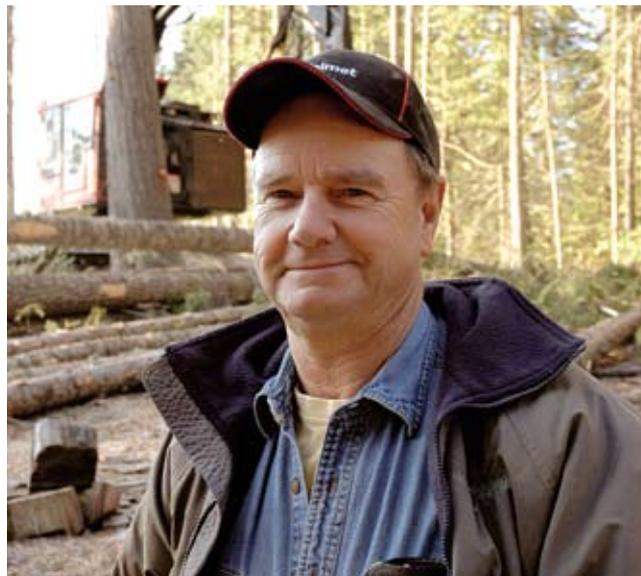
“It would seem that the criteria were written with Roy specifically in mind,” wrote Jack Buell,

chairman of the IFPC, in a letter to Lawson’s wife, Linda, and daughter, Pennie. “He set a high standard for getting involved and giving of himself. He will be well remembered by all.”

René Van Der Merwe, Modern’s Komatsu Forest/Valmet Product Manager, worked closely with Lawson through the years.

“Roy was an innovator and a professional who was willing to share his knowledge and expertise with everybody,” she said. “That’s why it’s appropriate that we honor him with a scholarship in his name. It will be a lasting tribute to a man who always did his best to educate himself and others about the most productive, most efficient and most beneficial methods of logging.”

Added Sheridan, “Roy was a very good customer, but more importantly, a very close friend. While his death was a blow to all of us who knew him and worked with him, we believe this scholarship will ensure that Roy’s legacy will live on for as long as logging is conducted in the Pacific Northwest.” ■



Friends in the logging industry remember Roy Lawson as a leader and innovator. Modern Machinery recently established a scholarship in his name at the University of Idaho.

CERTIFIED USED MACHINES

Why used equipment buyers will want to check out Komatsu ReMarketing's CONEXPO display



Lee Haak,
Komatsu ReMarketing
Director



Do you want to avoid making a potentially costly mistake in your next used equipment purchase? A good way to be safe in buying used is to buy a Komatsu Distributor Certified used machine. A Distributor Certified machine is not your typical used machine. To illustrate the difference, the Komatsu ReMarketing group will have a unique “half-and-half” machine at its display area at the upcoming CONEXPO in Las Vegas.

“We’re taking a used D61PX dozer and fixing half of it to the standard of a ‘B-level’ Distributor Certified unit,” explained Komatsu ReMarketing director Lee Haak. “The other half, we’re leaving ‘as is.’ We believe this will strikingly demonstrate what separates a Komatsu Distributor Certified machine from a used machine you might buy at auction.”



What’s the difference between Komatsu Distributor Certified used equipment and other used machines? A unique “half-and-half” D61 dozer (half certified and half used) will be on display at CONEXPO to illustrate the stark differences. Komatsu ReMarketing officials will be on hand to explain what gets done and what it means to you as a used equipment purchaser.

The big difference between the two, according to Haak, is that Komatsu certifies what you’re buying, both inside and out. “The first thing we do is put the machine through a rigorous inspection to determine if it’s worth restoring. If it doesn’t pass, we don’t fix it. We sell it ‘as is,’ with a full report on what’s wrong with it — or we sell it for parts.”

Looks good and runs well

If the inspection reveals the machine is worth fixing, your Komatsu distributor will make the repairs, including putting in new or remanufactured parts or components where necessary.

“Unlike some used equipment sellers who only do cosmetic work like paint jobs, we make sure the machine is going to run well, as well as look good,” said Haak. “We do track work, blade or bucket work, service the hydraulic system, repack the cylinders, overhaul the engine — whatever is required. The bottom line is, because of the work we’ve done, you can be sure the machine will do what you’re counting on it to do.”

In addition to viewing the “half-and-half” machine at CONEXPO, and learning what all goes into bringing it up to a higher level, Komatsu ReMarketing will have information on a new warranty program designed specifically for Distributor Certified machines.

“We invite all CONEXPO attendees to stop in and see us, and learn more about Komatsu Distributor Certified used equipment,” said Haak. “It sometimes costs a little more, but we’ll be happy to show you how the additional money is put back into the Distributor Certified pieces to bring them to a higher standard than other used equipment.” ■



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Purchasing Komatsu Distributor Certified Used Equipment makes sound business sense. You'll receive good value for your money and a reliable and productive machine that will get the job done for years to come — we guarantee it!

To learn more about Komatsu ReMarketing's Distributor Certified Used Equipment, contact your local Komatsu Distributor or go to our Web site at www.equipmentcentral.com and click on "used equipment."





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(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
CRAWLER DOZERS 					
KOMATSU D375A-5	U BLADE, MS RIPPER	18073	2003	5,572	\$450,000
KOMATSU D155AX-6	SIG U BLADE, MS RIPPER	80344	2007	521	POR
KOMATSU D65PX-15E0	ST BLADE, A/C	69089	2006	1,600	\$199,900
KOMATSU D65WX-15	PAT BLADE, A/C, RIPPER	67024	2006	996	POR
KOMATSU D41E-6C	PAT BLADE, OROPS, RIPPER	B40921	2006	349	POR
KOMATSU D41P-6C	PAT BLADE, A/C	B40937	2006	216	POR
KOMATSU D21P-7	PAT BLADE, OROPS	81448	2000	1,806	\$32,500
CAT D8R	SU BLADE, MS RIPPER, A/C	7XM00578	1996	14,715	\$275,000
DEERE 700H	700HXL PAT, CAB, RIPPER	T0700HX93028	2004	3,760	\$92,900

WHEEL LOADERS 					
KOMATSU WA380-1	GP BKT, 3SPL, A/C	A45275	1993	25,414	\$39,000
KOMATSU WA250L-5	3.0 YD, RDLS, A/C, ECSS, QC	70367	2004	9,349	\$67,500
KOMATSU WA250-5L	RDLS, QC, HILIFT 74005 BKT	A74439	2007	912	POR
CAT 950G	SPD NOSE BKT	5FW01549	2000	7,035	\$103,500
CAT 980G	GP BKT, BIAS	2KR01073	1998	22,370	\$130,000
CAT 988B	LOADER, SPD NOSE BKT	50W11148	1992	29,213	\$105,000
FIAT FR180.2	4-YD LOADER (51511)	9TC266	1997	5,830	\$32,000

HYDRAULIC EXCAVATORS 					
KOMATSU PC800LC-8	15' A, QC	50036	2006	1,274	POR
KOMATSU PC600LC-8	14' A, QC	55039	2007	835	POR
KOMATSU PC270LC-7L	11'6" A, 42" CWS	A86283	2005	2,600	\$159,900
KOMATSU PC200LC-7L	9'7" A, QC, 36" B&C 1.0 YD	A86444	2003	5,169	POR
KOMATSU PC200LC-6	9'6" A, 36" BKT	94000	1998	6,000	\$73,000
KOMATSU PC150LC-6	QC, BKT, THM	K30142	1997	6,041	\$59,000
KOMATSU PC138USLC-2	8'2" A, QC, THM	1872	2006	697	POR
KOMATSU PC138USLC-2	8'2" A, P. TILT, 60" CU	1824	2005	2,722	POR
KOMATSU PC128US-2	EXCAVATOR	5248	1999	3,489	\$62,500
KOMATSU PC128US-2	EXCAVATOR	6507	2000	3,275	\$57,500
KOMATSU PC120-6	EXCAVATOR, 33" B&C	70239	2003	2,134	\$85,000
KOMATSU PC120LC-6	8'2" A, BLADE, THM, 741391BKT	74338	2007	327	POR
JCB JS330	EXC, QC, 32" 48" BKT, EO712604	SLPJS102YEO7	2000	1,689	\$129,500
COBELCO SK160LC	W/BKT, THM	YM02U0281	2001	4,700	\$49,000
KOBELCO 135SFR	EXCAVATOR	YH0802237	2004	3,397	\$78,500
CAT 320L	24" BKT	9KK04907	1996	1,687	\$55,000

MOTOR GRADERS 					
KOMATSU GD655-3C	14' BLADE, A/C, MS RIPPER	B20036	2006	1,237	POR
685	A/C, AWD, FRT PLOW	685-45494	2006	693	POR

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BACKHOES 					
LB90	4WD, CAB, NO A/C, EXT ARM, 24"	31031892	2001	3,700	\$28,000
KOMATSU WB140-2	4WD, OROPS, STD ARM	F10415	2000	2,826	\$30,000
KOMATSU WB140-2N	4WD, OROPS, EXTD ARM, AUX HYD, LSS	A20546	2003	1,360	\$35,000
FORESTRY EQUIPMENT 					
TIMBCO T475E		CW4C21370209	2003	4,772	\$197,500
TIMBCO 475EXL	W/395VT, SN902	CW4C22240829	2003	3,814	POR
VALMET 500T	W/965 HEAD, SN 333	500T0111	1993		POR
VALMET 500T	HARVESTER W/965	AT4C15470607	1999	2,290	\$150,000
VALMET 500T	SQRT BOOM, 965 SN:452 SN1807	500T0168	2000	7,013	\$250,000
VALMET 921	HARVESTER/965, WAS UNIT #63055	3109	2000		POR
VALMET 921	HARVESTER/965, WAS UNIT #63243	3117	2000	10,918	POR
TIMBCO T445B	QUADCO T445C	FT4C08380222	1996	9,704	\$115,000
TIMBCO T445B	W/BAR SAW, LOGMAX	FT4C06630714	1995	9,056	\$100,000
TIMBCO T425E	HARVESTER	AT4C20480430	2002	8,798	\$155,000
TIMBCO T420	W/BAR SAW	T4C027071590	1990	5,416	\$32,500
KOMATSU PC360LC-5	LOG LOADER	20020	1992	29,000	\$39,000
KOMATSU PC270LL-7L	LOG LOADER	A86004	2005	1,506	POR
VALMET 911C	HARVESTER W/965, SN381	911C4025	1997	8,578	\$150,000
VALMET 921	HARVESTER/965, WAS UNIT #63243	3117	2000	10,918	POR
VALMET 892	FORWARDER	892237	1996	15,248	\$80,000
TJ 1210	FORWARDER	12100372		23,000	POR
HAUL TRUCKS 					
KOMATSU HD785-3	79-YD HAUL TRUCK	2551	1997	22,902	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2552	1997	20,321	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2553	1997	22,133	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2556	1997	23,638	POR
KOMATSU HD785-3	79-YD HAUL TRUCK	2559	1997	22,618	POR
CAT 785	150-TON HAUL TRUCK	8GB00130	1985	45,000	POR
CAT 785	150-TON HAUL TRUCK	8GB00138	1985	44,700	POR
KOMATSU HM300-2	ARTIC. TRUCK, T. GATE	A11081	2007	759	POR
MOXY MT31X	A/C, GATE, KASSE	710675	2006	1,540	POR
AGGREGATE EQUIPMENT					
JCI FT300	TRACK-MOUNT CONE CRUSHER	P060365	2007	2	POR
JCI FT6203CC	TRACK-MOUNT SCREEN PLANT	P060369	2007	17	POR
FABTEC 6X20-3	SCREEN PLANT	P620317698	1998		POR
JCI 6203-32	COMBO SCREEN PLANT	P620330805	2005	1	POR
36X150	SUPER STACKING CONVEYOR	407651	2007	1	POR
MISCELLANEOUS 					
IR DD132HF	84" ASPHALT ROLLER	183872	2006	281	POR
IR DD110	78" ASPHALT ROLLER	157724	1999	2,732	\$39,500
IR SD160DX	84" SMOOTH SINGLE	188170	2006	1,328	POR
ATLAS COPCO CM780D	DRILL	78343	2007	901	POR

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