

UPDATE

DePatco, Inc.

Read how this family firm became southeast Idaho's largest locally owned construction business



Founders Patty and DeVerl Stoddard

(L-R) Sales and Marketing Manager Jonathan, Operations Manager Jed, CEO Greg, Equipment Manager Chris and CFO Daniel Stoddard

A Message from Modern Machinery



Lamont Cantrell

**We're here
in uncertain
times**



Dear Valued Customer:

Like most every industry, construction has been affected by the COVID-19 pandemic. No one knows for sure what tomorrow will bring in these uncertain times. One thing you can count on, however, is that we at Modern Machinery will continue to offer around-the-clock sales and service support.

This issue of your Modern Update magazine highlights the diverse lineup of Komatsu equipment that we carry. Some of it is very technologically advanced, such as the intelligent Machine Control (iMC) dozers and excavators that were introduced several years ago. Read about iMC 2.0, which has new features including Proactive Dozing Control, that can make dozing up to 60 percent more productive than previous generation models.

Komatsu's smallest standard excavator, the PC130-11, performs its role like a champion. It is a basic digging machine that fits into nearly any operation and can be hauled on a tag trailer. Find out more inside.

Komatsu builds impressive specialty machines as well, such as the new WA800-8 wheel loader – made for big applications. The WA800-8 is a great loader for quarries, and with features like automatic dig, semi-auto approach and semi-auto dump, it can make operators more effective in V-cycle loading.

As always, if there is anything we can do for you, please contact us. We're always here to help.

Sincerely,
Modern Machinery

A handwritten signature in black ink that reads "Lamont Cantrell". The signature is written in a cursive style.

Lamont Cantrell,
President



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Fax: (406) 756-0006

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Fax: (253) 872-3519

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Fax: (509) 534-6741

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(360) 273-4284
Fax: (360) 273-4290

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Spokane, WA 99212
(800) 541-0754
(509) 535-1576
Fax: (509) 534-6741

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Expanding services builds multi-generation DePatco, Inc. into southeast Idaho's largest locally owned construction firm



Discover more at
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DeVerl and Patty Stoddard spent many years teaching. At the same time, they were also partners in Stoddard Construction, a firm owned by DeVerl's father and brother. In 1978, the couple had the opportunity leave both behind and, in time, form their own company, DePatco, Inc.

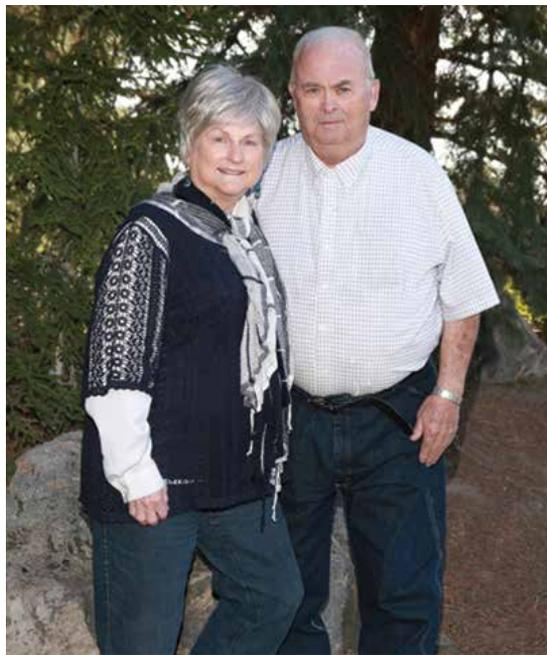
"Stoddard Construction acquired a prefab home franchise and built quite a few of them," explained DePatco Equipment Manager Chris Stoddard, one of the couple's sons. "When flooding broke the Teton Dam

(in 1976), it opened the door to even more work, including houses and septic systems, as well as drain fields for the state of Idaho."

Further opportunities came along, including the chance to bid on building a new convenience store in Sugar City, Idaho. Impressed with the quality of work that Stoddard Construction provided and DeVerl's management of the project, the convenience store chain asked them to build two more stores in New Mexico, and eventually convinced DeVerl to become the chain's full-time construction manager.

He agreed and began traveling the western United States to oversee construction of new stores. Patty also joined the company as the bookkeeper for construction projects. That was the genesis of DePatco, Inc., which got its moniker from combining the beginnings of the couple's first names.

"After the first stores were built, my parents recognized that their new employer could save money by starting its own development company to build some of them, instead of having general contractors do it," said Chris. "With the employer's permission, that became the origin of DePatco, and my parents expanded from there into other services for the chain, such as building and installing cabinets, putting up signage and removing and replacing old fuel tanks. Along the way, they acquired the equipment and manpower for dirt work, underground utilities and concrete."



Patty and DeVerl Stoddard founded DePatco, Inc. in 1978. Today, the company is owned and operated by their sons (L-R) Sales and Marketing Manager Jonathan, Operations Manager Jed, CEO Greg, Equipment Manager Chris and CFO Daniel Stoddard.

Wide range of products, services

Four decades after its start, DePatco continues to provide the same services, but now in the governmental, commercial and residential markets of eastern Idaho, western Montana and western Wyoming. Chris and his brothers, Greg, Jed, Daniel and Jonathan now lead the organization, which has offices in St. Anthony and Idaho Falls.

"Being teachers, Dad and Mom valued education highly, so they said we had to go to school and get our degrees before we could work here full-time," Chris said. "I think it's a testament to what they built that we all chose to return. Our degrees are in engineering,





▶ VIDEO

DePatco, Inc. Grading and Excavating Division Manager Dan Hollist pushes dirt with a Komatsu D61PXi-24 intelligent Machine Control dozer. "The intelligent dozer saves a ton of time and money," stated Hollist. "Once the models are built, it's a matter of uploading them to the machine with either a thumb drive or by cellular and letting the machine do the work."

construction management, accounting and business. It's a good mix for the company."

In addition to earthwork and concrete paving, DePatco also handles asphalt paving and has nine gravel pits that supply a variety of aggregate materials, ranging from dust to boulders. Recently, it added a power division for overhead and underground work, including installation of poles, substations and power and fiber optic lines across the northwestern United States.

"Versatility is a real strength," stated Jonathan, who serves as Sales and Marketing Manager. "We have the ability to take care of nearly any aspect of a site project. In most cases, DePatco is the general contractor and performs the bulk of the work. Our ability to do that is directly related to our outstanding staff. We have been very fortunate to hire and retain numerous long-term employees who are dedicated to the company's success. They are our greatest asset."

Multiple brands from Modern Machinery

Approximately five years ago, DePatco began working with Modern Machinery to meet its equipment needs. "The sales rep kept



▶ VIDEO

Operator Gary Siepert moves aggregate at one of DePatco's pits with a Komatsu WA500-8 wheel loader. "I like the ride control because you don't bounce around and it takes the stiffness out of the bucket, so it keeps the load more intact as you're moving material around and hitting bumps," said Siepert.

contacting us until we finally gave in and did a demonstration with a couple of Komatsu machines," joked Chris. "We liked them and have since bought and leased several

Continued . . .

'The intelligent dozer saves a ton of time and money'

... continued



Rowdy Alldrige,
Crushing and
Screening
Division Manager

excavators and loaders, a motor grader and an intelligent dozer. We look for quality equipment at a fair price, and Modern takes care of us in that respect."

DePatco's fleet includes Komatsu Dash-8 WA500, WA470 and WA380 wheel loaders, as well as Dash-6 versions of the WA470 and WA380 models; PC238USLC-11 and PC228USLC-10 tight-tail-swing excavators; a GD655 motor grader and a D61PXi-24 intelligent Machine Control dozer.

"The intelligent dozer saves a ton of time and money," stated Grading and Excavating

Division Manager Dan Hollist. "Once the models are built, it's a matter of uploading them to the machine with either a thumb drive or by cellular and letting the machine do the work. The fact that it's integrated is even better because there are no masts or cables to deal with."

Crushing and Screening Division Manager Rowdy Alldrige uses a combination of loaders in the material pits, including the WA500 to feed and a WA470 to stockpile at one location. "The WA500 has a larger bucket than our previous loader, so we can haul more material to the feeder, which improves cost-effectiveness. Overall, they are nice-running machines.

"We also really like the KPI-JCI equipment that we have acquired from Modern," he added. "We run the K400 cone crushers in the primary position. They have been very productive, and the downtime is minimal."

DePatco recently worked with Modern Machinery to add a WIRTGEN SP 15i slipform paver with GPS. "It allows us to trim and pour at the same time. We save additional time and expense by eliminating the need to set up a string line the day before we pave," said Project Manager Craig Adams. "We get projects done faster and that allows us to take on and complete more jobs."

"We are pleased that Modern was persistent," added Jonathan. "The initial package of equipment they put together – machinery and service included – was outstanding, and they have taken care of us every step of the way since. Our current Sales Rep, Jared Johnson, is very knowledgeable. Our relationship with him and Modern continues to grow."



(L-R) Modern Machinery Sales Rep Jared Johnson caught up with DePatco Owners Chris, Daniel, Jonathan and Greg Stoddard at CONEXPO earlier this year. "Jared is very knowledgeable," said Jonathan. "Our relationship with him and Modern continues to grow."



Operator Kevin Thomason blades a gravel road with a Komatsu GD655 motor grader. "The visibility and weight distribution are outstanding," said Thomason. "We put it up against a comparable grader blading windrows, and it beat it hands down. The Komatsu moved the gravel with no issue, while the other was spinning, pawing and scratching to get it done."

> VIDEO



Focus on quality

About ten years ago, the family firm merged with another company, which enabled DePatco to expand its services. That, along with the growth of DePatco, has made it the largest locally owned construction company in southeast Idaho.

"We have always looked for ways to expand," said Chris. "During the past seven or eight years we grew quite a lot. Future growth isn't out of the question; however, our current goal is to pull back a little and focus on continuing our ability to take care of our customers with quality products and quality jobs done on time and on budget." ■

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Hunter and Clint Shackelford
Shackelford Construction / Yazoo City, MS

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Unique 8-wheel-drive harvester keeps operators productive in challenging conditions

Forestry thinning is often done on varying terrain, including rough, soft, uneven and steep ground. These challenges can hinder production, making it vital to have machinery to meet the terrain head on and excel, according to Steve Yolitz, Manager, Marketing Forestry, Komatsu America.

“Our new 901XC (eXtreme Conditions) differs from other 8-wheel-drive (8WD) harvesters because of its unique drive system,” said Yolitz. “The exclusive ‘double Comfort Bogie axle’ provides excellent handling and follows the terrain more closely than the competition’s 8WD machines that have a fixed rear-axle design. The 901XC is truly a powerhouse for thinning.”

Yolitz added that Komatsu’s 8WD system generates 12 percent more tractive effort and reduces rear ground pressure – 53 percent lower psi with tracks and 19 percent with tires – compared to the 901 6WD model.

“It features many of the same proven attributes as the 901 6WD harvester platform, such as a three-pump hydraulic system (3PS), best-in-class ergonomic cab, 4-way cab/crane leveling and ±180-degree cab/crane rotation,” said Yolitz. “The 3PS provides higher hydraulic flow at low engine speeds, while lowering fuel consumption, and allows the operator to simultaneously feed, slew and maneuver. These hydraulic system interactions are all automatically controlled by Komatsu’s new MaxiXT control and information system.”

Easy maintenance

A range of harvesting heads are available to meet specific application needs. “The 901XC is ideally suited for the rugged Komatsu C124 ‘carry-style’ head, which has four powerful motors and four heavy-duty driven-feed rollers,” said Yolitz.

He added that operators will have excellent visibility in low-light conditions because the 901XC has 16 LED working lights. The harvester has an air suspension, air-vented seat; fully adjustable ergonomic armrests; and hand controls as well as an automatic four-season, climate-control system.

“All daily maintenance checks and fills can be performed at ground level or from inside the cab,” said Yolitz. “The one-piece hood opens rearward to fully expose the entire engine compartment for easy service access. An automatic central lubrication system and well-placed hydraulic tank platforms further facilitate serviceability. All filters are vertically mounted to ease replacement and minimize the potential for spills and environmental impact.” ■



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America



The Komatsu 901XC harvester features a “double Comfort Bogie axle” 8-wheel-drive system designed to tackle steep, uneven, rough and soft terrain. The system generates 12 percent more tractive effort and reduces rear ground pressure compared to the 901 6WD model.

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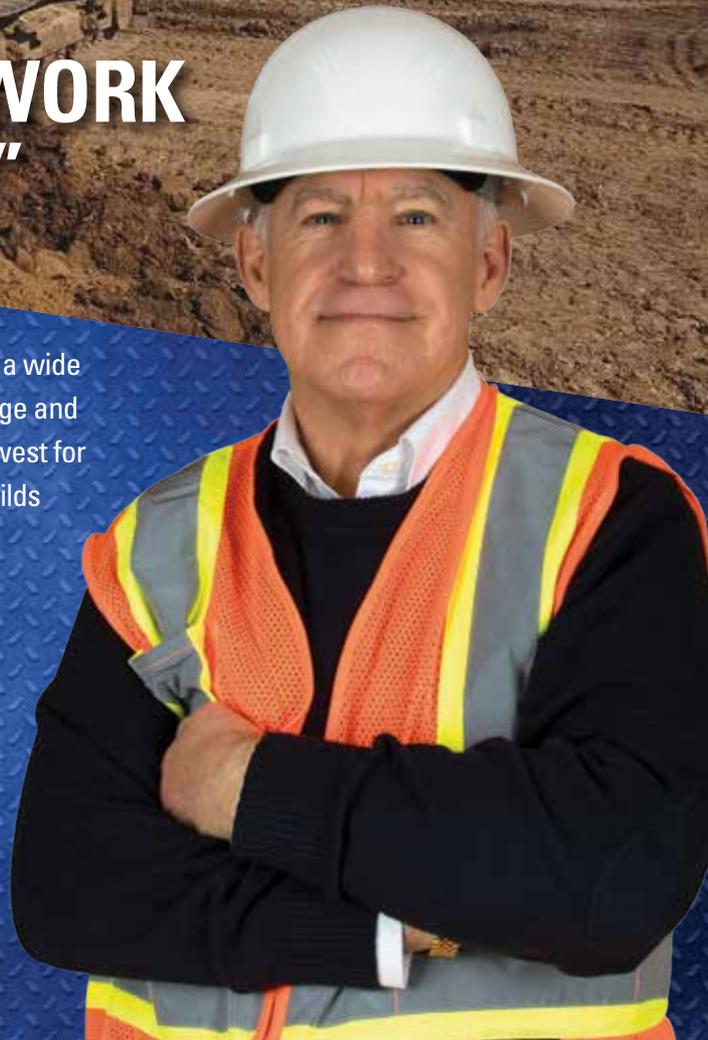
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New excavator offers fast cycle times, high productivity in machine designed for easy transport on tag trailer

Whether you're a contractor just starting out or an established firm running multiple pieces of equipment, a basic digging machine likely suits your operation. Easy transport from job to job is an added bonus.

"Not all projects involve moving massive amounts of dirt; for instance, agriculture applications such as field tile repair to light utility and municipality work," said Andrew Earing, Komatsu Product Manager. "With fast cycle times, a maximum digging depth of more than 17 feet and high productivity, the new PC130-11 is a good fit."

Earing added that the excavator is highly portable. Komatsu's smallest conventional tail swing can be moved with a tag trailer and still have capacity to spare for additional support equipment.

"Mobility is a real asset with the PC130-11," said Earing. "When a contractor finishes one job, they can quickly load this

excavator and be on the way to the next. When they get there, it's a matter of minutes to unload and start digging. That increases production time."

Ready for the challenge

Earing added that like all Komatsu equipment, the PC130-11 is built for the long haul, as well as for versatility.

"It has steel castings in the boom foot, boom nose and arm tip," he said. "That provides durability for years to come. Additionally, the excavator is available with plus-one piping as an option, so you can run attachments, such as a thumb or hammer, providing the capability to perform multiple applications and potentially boost profits." ■



Andrew Earing,
Komatsu Product
Manager

Brief Specs on Komatsu's PC130-11 Excavator

Model	Operating Weight	Horsepower	Bucket Capacity
PC130-11	28,660 lb	97.2 hp	0.76 cu. yd

Komatsu's smallest conventional tail-swing excavator, the PC130-11 is a versatile digging machine for projects such as field tile installation, light utility and municipal work. It can be moved on a tag trailer with capacity to spare.



Discover more

Automatic, semi-auto systems in new wheel loader assist operators during V-cycle loading



Robert Hussey,
Komatsu Product
Marketing Manager



Discover more

Experienced operators know that V-cycle loading can be a challenging application that takes time to master. One way to speed up the learning curve is with machinery features that assist in automating the process, according to Robert Hussey, Komatsu Product Marketing Manager.

“Several factors are part of a successful loading cycle, including proper digging into the pile to get a full bucket, approaching the truck, dumping, backing up and turning,” said Hussey. “Helping new operators become proficient as quickly as possible is essential. We took that into account when designing our updated quarry, aggregate and mining loaders, including the new WA800-8.”

Hussey highlighted three key systems that contribute to productivity and efficiency, which can be used together or separately to automate the work phases when V-cycle loading haul trucks:

- **Automatic dig** optimizes bucket load, actuating the bucket tilt and lifting operations by sensing the pressure applied to the work equipment.
- **Semi-automatic approach** raises the boom automatically when reversing out of the pile. The lift arms elevate until reaching the upper setting of the boom positioner, allowing the operator to focus on the travel path of the loader.
- **Semi-automatic dump** automatically raises the lift arms and dumps the bucket with the push of a button. After dumping, it levels the bucket and returns the lift arms to the lower boom positioner setting; however, the lift arms will not lower until the bucket has cleared the truck.

New bucket design, customer-requested features

The WA800-8's bucket has a new shape that includes an increased radius and floor inclination that make it easier to fill and retain material. The spill guard was adjusted to give operators improved visibility to the pile, and sweeper wings on either side protect the front tires.

“We also responded to customer requests by introducing a modulation clutch for optimal tractive effort and throttle lock that improves cycle times by maintaining high work-equipment performance and saves fuel with auto-deceleration.” ■

Quick Specs on Komatsu's WA800-8 Quarry, Aggregate, Mining Wheel Loader

Net Horsepower	Operating Weight	Bucket Capacity	Ideal Truck Match
854 hp	254,700 lb	15 cu yd	60- to 100-ton

With automatic dig, semi-automatic approach and semi-automatic dump systems, the WA800-8 assists operators in V-cycle loading. “Helping new operators become proficient more quickly is essential. We took that into account as we began designing our updated quarry, aggregate and mining loaders, including the new WA800-8,” said Robert Hussey, Komatsu Product Marketing Manager.





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Compact, versatile SENNEBOGEN 825 is all-purpose machine for urban demolition projects

The days are past when fleets of specialized cranes, excavators and loaders can converge on demolition sites in cities. Safety and economics are driving a clear trend toward optimized equipment planning that allows contractors to streamline operations, minimize downtime and reduce traffic interruptions while making the best use of time with skilled operators.

With customers looking for maximum productivity in a compact package, SENNEBOGEN mobile demolition solutions are a family of one-stop, on-site demolition machines for urban locations. These models, ranging in size from 17 to 30 tons, combine a small footprint and powerful tool handling with the flexibility to adapt to multiple roles.

At the upper end of this series is the 825 R-HD E-Series machine mounted on an expandable crawler undercarriage. It is able to reach up to 45 feet with a full range of interchangeable hydraulic attachments. Purpose-built for rough working environments, such as scrap yards and waste-handling facilities, these machines are designed to last in demanding demolition applications.

The boom of the 825 R-HD features a fully hydraulic quick-change coupler allowing the operator to switch easily to the best tool

for the job at hand. From the Maxcab, one operator can take on every step of the tear-down: targeted deconstruction and sorting of building components, crushing material with a concrete pulverizer, cutting and sizing with demolition shears and finally loading recyclable material and waste into trucks or bins with a choice of buckets and grapples.

Easy to transport

Flexible mobility and transportability are also key factors in the profitability of a demolition machine. The 825 travels with a compact footprint that allows it to quickly self-load onto a flatbed and move on to the next jobsite. No transit preparation is required, so the machine is shipped with its counterweight and boom in place, ready to work. On arrival at the work zone, the 825 can be driven off the truck. Then, its crawler tracks can telescope out for a wider stance, providing a stable working platform on uneven or broken terrain. As work progresses, the machine maneuvers easily to each new position.

The 825's boom can safely handle its maximum load capacity through 360 degrees of rotation with a minimal tail swing. This allows operators to get to work quickly in any direction. The tilting Maxcab can be adjusted to look upward by as much as 30 degrees, so the operator can sit comfortably and avoid fatigue through a long shift. ■



With customers looking for maximum productivity in a compact package, SENNEBOGEN mobile demolition solutions are a family of one-stop, on-site demolition machines for urban locations. The elevated cab on the SENNEBOGEN 825 M E-Series allows the operator a clear view of the deconstruction process.

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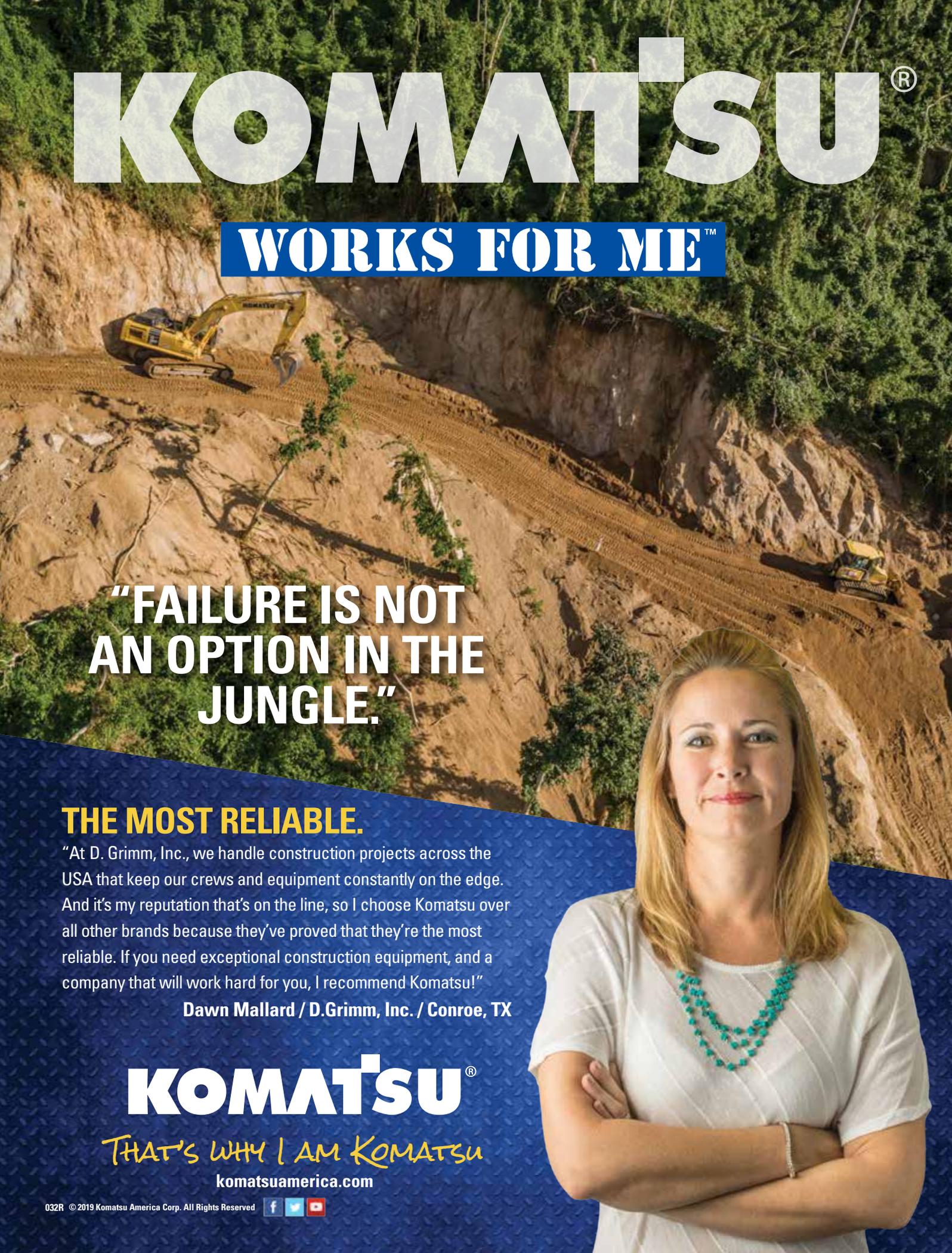
"At D. Grimm, Inc., we handle construction projects across the USA that keep our crews and equipment constantly on the edge. And it's my reputation that's on the line, so I choose Komatsu over all other brands because they've proved that they're the most reliable. If you need exceptional construction equipment, and a company that will work hard for you, I recommend Komatsu!"

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

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intelligent Machine Control 2.0 increases dozer productivity with grass-to-grade automatics

Construction companies are always seeking ways to boost production. The combination of today's equipment and technology elevates the ability to do so like never before.

"Aftermarket GPS add-on systems started the trend toward automated grading, and we built on that with the first generation of our integrated intelligent Machine Control (iMC) dozers," said Derek Morris, Komatsu Product Marketing Manager, intelligent Machine Control. "Now, we're introducing the second generation with products that deliver iMC 2.0."

Morris describes iMC 2.0 as a suite of productivity features that utilize advanced machine technology to improve dozer production. It debuted at CONEXPO and was previewed on the D71PXi-24, Komatsu's newest and largest hydrostatic dozer to date. The D71 will be available later this year, and iMC 2.0 will be available on other dozers later this year as well.

One of the key attributes of iMC 2.0 is the previously introduced patent-pending proactive dozing control that automatically cuts and strips from existing terrain like an experienced operator, 100 percent of the time. During operation, the dozer measures the terrain it tracks and uses the track-level data to

plan the next pass, making it 60 percent more productive than previous-generation iMC models, according to Komatsu.

Improved automation

New features of iMC 2.0 include patent-pending lift layer control, which automatically spreads fill from existing terrain with one press of a button. Much like proactive dozing control, this option also tracks the terrain and uses that data to plan the next pass, which doubles production and achieves consistent layers for quality compaction.

Tilt steering control automatically tilts the blade to maintain straight travel during rough dozing, reducing the need for operator steering input by 80 percent.

Quick surface creation creates a temporary design surface with one press of the button. When combined with other iMC 2.0 functions, operators can begin stripping or spreading using automatic without waiting – or the need – for a complex 3D model.

"iMC 2.0 uses a new system architecture to deliver automatics from grass to grade," said Morris. "It really is the next evolution of iMC and further enhances operators' ability to increase production." ■



Derek Morris,
Komatsu Product
Marketing Manager,
intelligent Machine
Control

Komatsu introduced intelligent Machine Control 2.0 during CONEXPO and previewed the D71PXi-24, which features the second-generation technology. The system allows operators to run fully automatic from first-to-last pass with key features that boost productivity by up to 60 percent.



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

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Mike Gidaspow says that the features and technology in today's equipment are the result of connecting with customers

QUESTION: During the past few years, Komatsu has emphasized talking with customers in the field. Why is that so important?

ANSWER: Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve. What challenges are they facing? What are their pain points with equipment? We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable.

QUESTION: That's surely been a challenge with COVID-19. How are you adapting?

ANSWER: Much like everyone else, we are doing a lot of remote video conferencing. There have been some growing pains, but also positives, such as the ability to "meet" and talk with more people each day. It's not the same as talking face-to-face, shaking hands and being on a jobsite – and we hope to be able to get back to that very soon – but it's a fair substitute.

At CONEXPO, we placed a strong emphasis on Smart Construction and its ability to increase efficiencies with technology. A big component of it is having fewer people on the jobsite and more people working remotely. That seems to have gained acceptance faster with the current situation. Customers have really embraced remote technology, such as KOMTRAX and intelligent Machine Control, to monitor and manage their machinery.

QUESTION: Do you see this as a long-term trend?

ANSWER: We were already seeing it to some degree, but it appears to have accelerated under the circumstances. Customers are asking what tools we have to help them better function in this situation, and we believe they will continue to do more and more going forward.

QUESTION: Will technology continue to play an ever-increasing role?

ANSWER: It certainly will, and the faster equipment users accept and implement

Continued . . .

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.



Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions

Mike Gidaspow said that when he joined Komatsu it fulfilled a childhood wish. He started with the company as a test engineer executing performance and stress testing of equipment.

"Growing up, I had visions of working for a car-review magazine and performance testing automobiles," said Gidaspow. "Construction equipment was pretty close, so it was a bit of a dream come true."

Komatsu was Gidaspow's second job after graduating from Illinois Tech with a degree in mechanical engineering. It has since led to a 20-year career with the company and an MBA from the University of Chicago. During that time, he has held several positions in design engineering, strategy, product marketing and sales.

In his current role as Director, Sales and Marketing, U.S. Central and Canadian Regions, Gidaspow works directly with Komatsu distributors to acquire equipment and assists them in helping their customers find the right machinery to fit their needs.

"There are new challenges and opportunities every day in this industry," Gidaspow stated. "When you work with an individual or a company to come up with solutions that make their business more efficient and potentially more profitable, that's a real win for everyone. And, the equipment is fun. That's what makes this career so enjoyable."

When he's not in the field with distributors and customers, Gidaspow enjoys spending time with his family traveling, biking and doing other outdoor activities. He and his wife, Julie, have two sons. ■

Technology is changing the landscape

... continued

it, the faster they will see the positives. Technology is transforming construction. It's giving companies the ability to get results in less time. Drone surveys provide actionable data that can be acted on much more quickly



Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions, says technology will continue to play an ever-increasing role in construction machinery, including GPS grading systems, such as Komatsu's intelligent Machine Control.

than with traditional surveying methods. Remote file transfer to an intelligent machine delivers real-time information about changes to plans. That replaces driving to the jobsite. Those are just a couple of the numerous ways technology is changing the landscape.

QUESTION: Komatsu Chairman and CEO Rod Schrader serves on the board of the Associated Equipment Manufacturers (AEM) and you are on its I Make America committee. Why is this involvement important?

ANSWER: These groups are comprised of individuals and companies who advocate for common causes. For instance, AEM has all types of manufacturers, including our competitors, who want to bring awareness to issues such as increased infrastructure investment. We know we have a stronger voice, and, if we work together, we can hopefully get Congress to pass meaningful legislation that has a positive effect on the country, such as better roads, bridges and utility systems.

Another area we are supporting is increased investment in workforce development, so we can get the word out that manufacturing and construction are great, well-paying career choices. ■

In-the-field conversations provide Komatsu with first-hand feedback on what customers seek to make their operations more efficient and productive. "Those visits with contractors and individuals give us tremendous perspective about what's happening in the industries we serve," said Mike Gidaspow, Director, Sales and Marketing, U.S. Central and Canadian Regions. "We use that information and feedback to develop machines and support solutions that are designed to increase efficiency and production and, hopefully, make the end user more profitable."



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MyKomatsu web-based solution simplifies fleet management and e-commerce



Rizwan Mirza,
Komatsu Manager,
Telematics, Products
& Services Division



Tom Hergenreder,
Komatsu Marketing
Manager, Parts

Fleet management is essential to machine health, ensuring maximum uptime and, in turn, production. Keeping track of data across multiple jobsites and ordering maintenance items through various online platforms can make it a challenge.

“Quick access to critical information is vital,” said Rizwan Mirza, Komatsu Manager, Telematics, Products & Services Division. “Customers told us they wanted to be able to access their fleet data at any time, from a single site where it’s organized in a standard way. We responded with MyKomatsu, a complimentary web-based solution that integrates many legacy systems to deliver intelligence that assists customers in running their businesses.”

Actionable resources at your fingertips

MyKomatsu enables users to visualize and evaluate their assets with fleet-wide or equipment-specific information from any device and order Komatsu Genuine Parts.

“Combining parts ordering capabilities and telematics allows customers to monitor machine conditions and quickly order parts when needed,” said Tom Hergenreder, Komatsu Marketing Manager, Parts.

Hergenreder added that ordering parts is easy with checkout similar to that of online shopping sites. “Customers receive a tracking number to keep tabs on the order. With flexible shipping options, they can conveniently have their parts delivered virtually anywhere, including directly to their jobsites or have them waiting at their local distributor’s parts counter.”

Fleets can be viewed on a map or list and highlighted with quick statistics from the past day, week or month. “Starting from a fleet view, users can easily check the performance of their fleet or an individual machine,” Mirza explained.

“Working hours, fuel, idle time, working modes, CARE reports, standard and extended warranty details, recommended parts lists based on machine hours and more are available,” added Hergenreder.

“The parts recommendation feature makes it easier to quickly identify the maintenance items that are coming due for service, without the need for extensive searching.”

Customers can register for a complimentary account on the MyKomatsu website (MyKomatsu.komatsu). After inputting some details, a notice is sent to the local distributor who provides the customers with access. Once activated, users can begin to reap the benefits.

“We are working to add customers’ competitive machines to be able to track them, too,” said Mirza. “This really does simplify fleet management, marrying it with a simplified e-commerce. We are also working on a mobile app with the same features, which will be available in the near future for both Android and Apple devices.” ■



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Adding automatic lubrication system can sustain vital components' performance, longevity



Scott Ruderman,
Komatsu Product
Marketing Manager



Dan Varon,
Graco Market
Specialist

Proper greasing completed at recommended intervals is vital to the performance and longevity of components. Komatsu Product Marketing Manager Scott Ruderman emphasized that one way to stay on schedule is with an automatic lubrication system.

"Equipment has several grease points, and it takes time to manually hit them all," said Ruderman. "In some cases, those tasks are done multiple times a day. The chance of missing one can potentially be very costly. An automatic lubrication system eliminates that possibility by dispersing a metered amount of grease to each individual point at set intervals during operation."

Easy to use

Ruderman said systems from Komatsu-allied vendors, such as Graco, should be considered and are available for trucks, wheel loaders and excavators. They are pre-installed on new machines or come as a field-install kit for equipment already in the field. Working together, the two companies ensured that a Graco automatic lubrication system meets Komatsu's recommended grease intervals.

"Ideally, once it's set to Komatsu's recommendation, no additional adjustment is needed," said Dan Varon, Graco Market Specialist. "However, you can manually regulate the amount of grease. For example, if

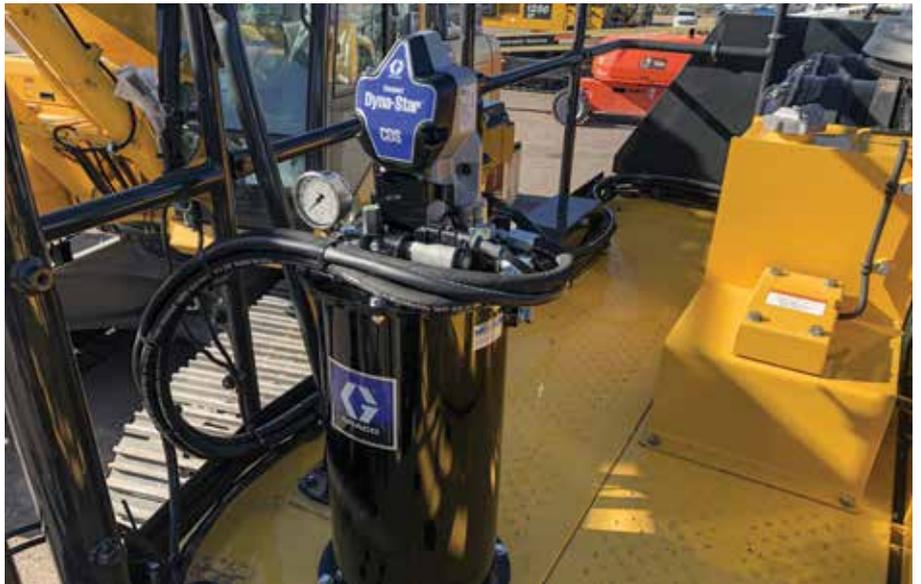
operators notice that they are raising the dump body more than usual, they can increase the interval for that individual point."

Varon added that newer Graco systems, such as the one used with a Komatsu HD605 haul truck, have enhanced features. Its GLC X controller and Auto Lube™ app are Bluetooth-enabled for remote condition monitoring and data logging. Information can be tracked via the smartphone app and exported to a common data file for maintenance records. Additional components include the new Compact Dyna-Star® pump that reduces weight, increases platform space and has continuous level monitoring.

Wheel loaders and excavators use a GLC™2200 controller to control the pump and monitor the level of grease and system performance. Working in conjunction with the controller is Graco's G3™ pump, featuring an 8-liter translucent reservoir with stir paddle and a low-level monitoring switch. The series progressive system feeds a set of divider valves to deliver the predetermined volume of grease to each point.

"Both systems have convenient ground-level ports for refilling the reservoir quickly without the need to climb on the machine," Ruderman noted. "Using auto lube is highly recommended for keeping vital parts moving and preventing premature failure." ■

Automatic lubricating systems for trucks, wheel loaders and excavators are pre-installed or come as field-install kits for equipment already in the field. The systems ensure greasing at recommended intervals to maximize component performance and longevity.



AGC 'Culture of CARE' program designed to help firms create more welcoming workplace environments

A new Associated General Contractors of America (AGC) initiative is aimed at increasing diversity in the construction industry and making jobsites more inclusive. Called Culture of CARE (commit, attract, retain and empower), its purpose is to help firms offer a more welcoming workplace environment for staff, particularly those from varied demographic backgrounds.

"We are asking companies to take bold and visible steps toward creating a more diverse, safe, welcoming and inclusive construction industry," said Stephen E. Sandherr, AGC's Chief Executive Officer. "This new program will attract the kind of diverse staff that research shows help construction firms become more innovative, safe, effective and profitable."

Culture of CARE calls on construction firms to sign a pledge to create more welcoming and inclusive workplace cultures. After signing the pledge, AGC will work with them to provide training and suggested human resources practices designed to help them take action. Education materials are available from the program, including sample HR policies, toolbox talks, jobsite posters and hardhat stickers.

Those interested can sign the pledge at www.buildingculture.org. More information about the program, as well as other resources, are also available on the website.

Safety and financial benefits

Sandherr noted that Culture of CARE is based on a program first launched by the AGC of Washington Chapter in the Pacific Northwest. The national association's Diversity & Inclusion Council evaluated the state program and determined that it was a powerful tool to support the industry's efforts to become more diverse and inclusive. In addition to the CARE program, AGC of America has already released its Business Case for Diversity & Inclusion in the Construction Industry, which provides the economic, safety and productivity rationale for expanding construction diversity.

"Culture of CARE has the potential to support a broad expansion of the diversity of the construction industry," said Rita Brown, Chair of AGC's Diversity & Inclusion Council. "We want to provide the tools needed to recruit, retain and support people of all backgrounds." ■

The Associated General Contractors of America (AGC) is focusing on increasing diversity in construction and making jobsites more inclusive through its Culture of CARE (commit, attract, retain and empower) initiative. "This new program will attract the kind of diverse staff that research shows help construction firms become more innovative, safe, effective and profitable," said Stephen E. Sandherr, AGC's Chief Executive Officer.



Five ways your construction business can address uncertainty during COVID-19, other crisis situations



Becky Schultz,
Editor,
Equipment Today

Perhaps the hardest part of the COVID-19 pandemic has been the uncertainty – not knowing what will happen next. The rapid spread of the virus that resulted in essentially locking down the United States is unprecedented in our lifetimes, and the inability for even the experts to predict the human toll and economic outcome causes stress and fear for everyone.

Because none of us can control the outcome, you must try to manage those things you can. Following are some areas you have control over in your business:

1. How you communicate. Continual, honest communication with those on your payroll and your customers is essential. Share the facts about what's happening in the industry, the community and within your organization. Don't be brutally honest but don't sugarcoat things either. Be straightforward about what's going on, both good and bad. This will help limit confusion

and gossip, as well as minimize any shocks when new information comes in.

2. The willingness to listen. It's within your power to encourage open dialogue. Allow workers to express their concerns, share their ideas or simply vent on occasion. Listen to what they have to say and address any problem areas as quickly as possible. Also be sure tailgate talks and safety discussions continue to take place – from a social distance, of course.

3. Showing compassion. Recognize that this is a difficult time for everyone, whether it's your employees or customers. Work with them to address specific challenges or concerns. Put the necessary precautions in place to ensure the safety of everyone entering your sites and ask them if they feel comfortable about the steps that are being taken. Allow for time off due to stress and especially illness, if needed.

4. Monitoring employees' mental states. Construction workers may not be on the frontlines of the crisis, but they are certainly close to it. The increased exposure on top of the job that already carries a certain level of risk can push some workers over the brink. The industry already has the highest rate of suicide of any sector. Train staff to recognize signs of mental distress and suicidal tendencies.

5. Giving hope. While the coronavirus may seem like a never-ending bad news story, there is reason to be hopeful and there are some signs that we may pull out of this mess in the near future. Find the positive news stories where you can and pass them along. Reassure your employees and customers that you're in this for the long haul. Then make sure you are by staying informed about your company's position and managing costs that are within your control. ■

Becky Schultz, Editor, Equipment Today, offers five things you can control during uncertain times such as the COVID-19 pandemic. They include how you communicate and listen, among others.



Editor's note: Becky Schultz has served as editor of Equipment Today magazine since 1998. This article was excerpted from a piece that appeared at ForConstructionPros.com. To read the article in its entirety, visit www.forconstructionpros.com/blog/21128525.

Komatsu supports Feeding America as national partner in COVID-19 response efforts, donating funds to aid food banks

More than 37 million Americans face hunger each year. Recently, as the COVID-19 pandemic pushed millions more into food insecurity, Komatsu's North American business units partnered with Feeding America, the nation's largest domestic hunger-relief organization, to donate up to \$250,000 to support the organization.

"The hunger crisis grew quickly in the face of COVID-19," said Rod Schrader, Chairman and CEO of Komatsu's North American operations. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities."

In May, Feeding America predicted that its network of local food banks would need an additional \$1.4 billion during a six-month period to provide food assistance to people facing hunger – a 30-percent increase to the nonprofit organization's operating costs. The network of 200 food banks works with more than 60,000 soup kitchens, food pantries, churches and other community organizations to deliver food, even in the midst of a global pandemic.

"Feeding America is grateful to Komatsu and its employees for their generous support of our neighbors who face hunger during these uncertain times," said Lauren Bierdron, Vice President of Corporate Partnerships at Feeding America. "Their donation will help food banks serve communities hit the hardest by the COVID-19 pandemic."

Matching employee donations

Komatsu America Corp., Komatsu Mining Corp., Modular Mining and Hensley Industries – all North America subsidiaries of Komatsu Ltd. – are joining together in the effort. The business units are donating \$150,000 and are providing a two-for-one match of employee donations up to \$50,000.

The companies are dedicating an additional \$100,000 to local organizations in the communities in which they operate throughout North America to support specific charitable efforts and needs in the areas of medical supplies and support, food insecurity and community funds. ■



Rod Schrader,
Chairman and CEO,
Komatsu North America

Komatsu's North American business units partnered with Feeding America, donating up to \$250,000 to the organization's efforts to provide food assistance to those facing hunger. "We are honored to partner with Feeding America to support their work to rapidly scale to meet the rising needs of our communities," said Rod Schrader, Chairman and CEO of Komatsu's North American operations.



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Travis Heseltine loves the daily variety, challenge that come with inside parts sales career

While some tasks are occasionally repeated, no two days are ever exactly the same for Travis Heseltine, who handles inside parts sales for a Komatsu distributor.

“It’s hard to believe such variety after 21 years in a parts department, but that’s a great advantage to this job,” emphasized Heseltine. “Sure, there are some jobs I do on a routine basis to keep things in proper working order; however, I never have that sense of ‘here we go again’ doing the same thing over and over, day after day.”

Working in a parts department has been the one constant in Heseltine’s life since he joined the distributor in 1999 after serving in the U.S. Army for five years. While in the service, he was a radio operator and worked with computers and automation.

“That training fit right into the current parts world, which has become increasingly automated, Heseltine pointed out. “When I started, parts books on CD were the big thing. Now, pretty much everything is online. Today, when a customer places an order by phone or online, we can find what they need in seconds after a few mouse clicks. I put the order together and send it to the warehouse for them to pull the part or parts to be ready for pick up, delivery or shipping.”

Priority on speed, affordability

Heseltine helps locate and secure parts for both internal use – which includes the distributor’s shop – and for external customers either through his company’s warehouse locations or directly from the inventories of Komatsu and other manufacturers.

“The sooner we can get machines back into production the better, and that’s why most common items are kept in stock, as well as a large inventory of replacement parts,” Heseltine explained. “If we don’t have something, in most instances, we can get it in fairly short order. I try for the fastest, most cost-effective means for the customer.”

Case-in-point involved a recent order from a mine for radiator coolers. Heseltine worked with a freight company to ensure delivery

of the coolers to the customer within its specific timeframe.

“It was a challenge, but anytime you deliver for the customer and make them happy, it’s a good feeling,” said Heseltine. “I enjoy what I do, or I would not have stayed with it this long. The equipment industry is great, and parts are a critical piece of the puzzle. You can’t fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I’m glad I found this job and made a career out of it.” ■

“I’m glad I found this job and made a career out of it.”



Travis Heseltine (below) looks up at a part on his distributor’s inventory. “I enjoy what I do, or I would not have stayed with it this long,” said Heseltine of inside sales. “The equipment industry is great, and parts are a critical piece of the puzzle. You can’t fix machines without them. I love the day-to-day activity and the interactions with co-workers and customers alike. I’m glad I found this job and made a career out of it.”





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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
Crawler Dozers 					
KOMATSU D375A-6	U-BLADE, MS RIPPER	60272	2014	8,609	\$647,000
KOMATSU D155AX-8	U-BLADE, MS RIPPER	100206	2018	1,321	POR
KOMATSU D65PX-18	STRAIGHT BLADE	90216	2016	4,525	\$187,500
KOMATSU D65PXI-18	PAT BLADE, 915 SYSTEM	90480	2016	2,946	\$305,000
KOMATSU D65PX-17	PAT BLADE	1001	2014	4,569	\$169,000
KOMATSU D61PXI-24	PAT BLADE, 915 SYSTEM	B60305	2017	2,344	\$299,500
KOMATSU D61PX-24	PAT BLADE, MSR	B60395	2018	1,640	\$266,500
KOMATSU D61EX-24	PAT BLADE, MSR	40045	2016	2,071	\$246,500
KOMATSU D51EX-24	PAT BLADE, MSR	B20411	2019	716	POR
KOMATSU D39PX-24	PAT BLADE	95004	2016	1,718	POR
KOMATSU D39EX-24	PAT BLADE, MSR	96406	2019	268	\$148,000
Wheel Loaders 					
KOMATSU WA600-8	9.5-YD, BRK COOL, XLDD1 RDLS	80119	2018	5,496	\$495,000
KOMATSU WA500-8	8-YD BUCKET, AJSS	A96647	2019	2,478	POR
KOMATSU WA500-6	7.3-YD BUCKET	55023	2006	27,474	\$100,000
KOMATSU WA470-8	5.5-YD BUCKET	A49466	2019	1,759	POR
KOMATSU WA380-8	QC	15100	2017	2,502	\$185,000
KOMATSU WA320-8	QC	85420	2018	2,579	\$162,500
KOMATSU WA270-8	QC	83238	2017	2,188	\$149,000
Forestry Equipment 					
KOMATSU XT460L-3	BUNCHER, 24B/360 DEGREE	A5127	2017	2,300	\$455,000
KOMATSU XT445L-2	BUNCHER	A3043	2014	9,702	\$95,000
KOMATSU PC290LL-11	PROCESSOR BOOM, 398 HEAD	A29506	2019	682	\$450,000
KOMATSU PC290LL-11	LOG LOADER, TC58 GRAPPLE	A29522	2020	1,025	\$379,000
TIMBER PRO TL745C	BUNCHER	TL745C0417042516	2016	5,127	\$398,900
DEERE 2154D	LOG LOADER	210687	2014	9,780	\$89,000
DEERE 2154D	LOG LOADER	210754	2014	9,998	\$89,000
Motor Graders 					
KOMATSU GD655-6	14' BLADE, MSR, 3DMC2 TOPCON	60250	2018	1,433	POR
KOMATSU GD655-7	14' BLADE, MSR	65051	2020	208	POR
Off-Road Trucks 					
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10965	2018	2,568	\$465,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10966	2018	2,644	\$465,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10529	2017	3,174	\$320,000
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10865	2018	3,369	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10900	2018	6,043	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10689	2018	2,131	\$358,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10529	2017	3,558	\$295,000
KOMATSU HM300-3	ARTICULATED TRUCK, TAILGATE	10670	2018	5,660	\$250,000
KOMATSU HM300-3	ARTICULATED TRUCK, TAILGATE	3401	2013	5,061	\$195,000

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Hydraulic Excavators					
KOMATSU PC650LC-11	14' ARM, COUNTERWEIGHT REMOVAL SYST	80069	2018	2,094	POR
KOMATSU PC490LC-11	13' ARM, QC, VGTF	A41218	2017	3,154	\$385,000
KOMATSU PC490LC-11	13' ARM, QC, THUMB, 3RD MEMBER HYDS	85017	2015	3,855	\$342,500
KOMATSU PC360LCI-11	13' ARM, QC, UHF	A38051	2018	1,969	POR
KOMATSU PC360LC-11	13' ARM, QC, 3RD MEMBER HYDS	90329	2017	2,035	\$380,000
KOMATSU PC360LC-11	13' ARM, QC	90262	2017	2,220	\$290,000
KOMATSU PC360LC-11	13' ARM, QC	A35280	2016	2,863	\$290,000
KOMATSU PC360LC-11	13' ARM, QC	90374	2017	2,450	\$290,000
KOMATSU PC360LC-10	10'6" ARM, QC, THUMB	A33554	2014	3,905	POR
KOMATSU PC290LC-11	10'6" ARM, QC, THUMB	A27901	2018	1,329	\$255,000
KOMATSU PC240LC-11	10' ARM, QC, THUMB	95196	2017	6,854	\$140,000
KOMATSU PC228USLC-10	9'6" ARM, QC, A-HYDS	2345	2016	2,783	\$160,000
KOMATSU PC228USLC-10	9'6" ARM, QC, THUMB, COMBO HYDS	3315	2018	1,877	POR
KOMATSU PC210LC-11	9'7" ARM, QC, PLUS 1, THUMB	C80341	2018	1,207	\$214,000
KOMATSU PC138USLC-11	8' ARM, QC, THUMB, BLADE	53394	2019	1,098	\$172,000

Aggregate Equipment					
JCI K300+	TRANSCO RR DISCHARGE PLANT	C171328	2017	968	POR
JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P192023	2020	525	POR
PIONEER 3055	JAW PLANT, 5020 VGF REVERSE MOUNT	PC305540417	2017	3,029	POR
PIONEER FT2650	PIONEER TRACK MOUNT JAW	417391	2018	1,376	POR
PIONEER GT125	PIONEER TRACK MOUNT JAW	417966	2018	745	POR
KLEEMANN MC110ZI	KLEEMANN TRACK MOUNT JAW	K0150058	2019	738	POR
KPI-JCI FT200CC	JCI TRACK MOUNT CONE CRUSHER	T181180	2018	857	POR
KPI-JCI FT200CC	JCI TRACK MOUNT CONE CRUSHER	T181179	2018	875	POR
KPI-JCI FT4250CC	TRACK MOUNT HORIZONTAL IMPACTOR	417969	2018	838	POR
KPI-JCI 6203-32	PORTABLE SCREEN PLANT	S15SPT0117	2015	N/A	\$231,000
FAB TEC 6203-32	PORTABLE SCREEN PLANT	S16SPT0189	2016	2,400	\$217,500
FAB TEC 7203-38	PORTABLE SCREEN PLANT	S15SPT0110	2014	N/A	\$245,000
JCI GT165	AMS TRACK MOUNT SCREEN PLANT	184612	2018	1,248	POR
JCI GT205S	AMS TRACK MOUNT SCREEN PLANT	184613	2018	750	POR
KPI 36"X100'	KPI SELF-CONTAINED RADIAL STACKER	416295	2017	954	POR
KPI 36"X136'	SUPER STACKING CONVEYOR, 4WD	417919	2018	282	POR
KPI 36"X150'	SUPER STACKING CONVEYOR, 4WD	417932	2018	204	POR
FAB TEC 42PBF	42" BELT FEEDER	BF424238920	2020	7	POR

Compaction					
HAMM H20I	87" SMOOTH SINGLE, CAB	H2330053	2018	722	POR
HAMM H16I	84" SMOOTH SINGLE	H2110757	2016	1,648	POR
HAMM H10I	84" SMOOTH SINGLE, A/C	H2351207	2019	219	POR
HAMM H10I	84" SMOOTH SINGLE	H2350639	2018	395	POR
HAMM H5I	54" ROLLER	H2222674	2019	261	POR
HAMM HD+140IVVHF	84" ASPHALT ROLLER	H2430033	2017	899	POR
HAMM HD+120IVO	78" ASPHALT, ROLLER, OZZI	H2430117	2018	462	POR
HAMM HD+110IVV	66" ASPHALT ROLLER	H2420371	2019	353	POR
HAMM HD14IVV	54" ASPHALT ROLLER	H2310372	2018	418	POR
HAMM HD13IVV	51" ASPHALT ROLLER	H2310096	2016	1,134	POR
HAMM HD12VV	47" ASPHALT ROLLER	H2302527	2019	436	POR

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