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Winter 2024

A PUBLICATION FOR AND ABOUT OUR CUSTOMERS IN THE NORTHWEST



## CK May Excavating Inc.

Two-generation family  
business serves the  
Bozeman/Belgrade area



(L-R) Vale May, Kristi May and  
Craig May own and operate  
CK May Excavating Inc.





Jeff Schwarz

**Consider  
retrofitting your  
excavators**



Dear Valued Customer:

For years, GPS grade control has been used to enhance production and efficiency. Those employing integrated systems on their machines are assisted in increasing their production time by not having a mast or cables to take down or put up.

If you still have conventional excavators and are not using a grade control system, you may benefit from GPS by retrofitting those machines with Komatsu's Smart Construction 3D Machine Guidance. The solution is also now available as a factory install on new machines. As you're looking to upgrade your fleet, it is a good consideration. Read the article in this issue to learn more about the advantages of 3D Machine Guidance.

You can even get 3D Machine Guidance on a new Komatsu compact hydraulic excavator. These smaller machines pack a punch and are designed to drive high production in confined spaces, helping to reduce the need for hand digging. They are fast and versatile, and you can equip them with attachments for demolition and other tasks.

Compact excavators are just a small sample of the equipment Komatsu manufactures for various applications. You can learn about how Komatsu supports industries such as quarry and asphalt by reading about the products displayed at World of Asphalt.

No matter what industry you are in, fleet management is essential. We know it can be challenging, but a My Komatsu account can help simplify the task and give you the information you need in a central hub. You can even add non-Komatsu equipment. Inside, you will find a contractor testimonial describing how My Komatsu helps the company control downtime.

There are also valuable articles about bonus depreciation and the benefits of Reman parts and components.

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

Sincerely,  
Modern Machinery

A handwritten signature in black ink, appearing to read "Jeff Schwarz", written over a light grey background.

Jeff Schwarz,  
President



## In this issue

### Building on a solid foundation pg. 4

Get to know CK May Excavating Inc.

### Raising awareness and offering support pg. 9

See how CONEXPO-CON/AGG is shedding light on mental health in the construction industry.

### Bring 3D to conventional excavators pg. 13

Look at Komatsu's Smart Construction 3D Machine Guidance.

### From tight quarters to open spaces pg. 14

Check out Komatsu's compact hydraulic excavators.

### Leveraging tax-advantaged machinery purchases pg. 16

Read about bonus depreciation.

### Extend equipment life at a reduced cost pg. 19

Delve into how Komatsu and SRC of Lexington work together to provide high-quality remanufactured parts.

### New solutions on display pg. 23

Learn about the Komatsu products showcased at World of Asphalt and AGG1.

### New swing machine pg. 27

View the Komatsu PC230F-11 swing machine.

### Monitor information anytime, anywhere pg. 29

Discover how JLR Contractors Inc. improved its fleet management.

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# Building on a solid foundation

## Shift in focus leads to growth for two-generation family business CK May Excavating Inc. that serves the Bozeman/Belgrade area

**V**ale May was on job sites before he could even walk, according to his mother, Kristi.

"I would be out in the field holding a grade rod with Vale in a backpack as Craig was shooting grade," recalled Kristi of CK May Excavating Inc.'s early days. "It was part of doing whatever we needed to make the business work. We officed out of our house. I took care of the books, and Craig did the field work with me helping as needed."

Craig and Kristi founded the Belgrade, Montana-based company in 1998 with a

backhoe and a dump truck. The first job was digging out a window well, followed by Craig getting hired to dig some tunnels for a contractor on a project at Montana State University. Vale, the couple's firstborn, was coming soon.

"We realized early on that growth was necessary for us to sustain a living and support a family," stated Craig. "We added a skid steer, and things started to take off, so we added some excavators to do bigger work. Being able to offer more services and do larger work helped us develop new relationships. We also set goals and continued to achieve those, which was a big part of our growth and success as well."

Craig and Kristi expected their four children to help in the family business wherever they could as they grew up. Vale went from assisting with grade checking to operating equipment to running crews. It prepared him to take on a leadership position, eventually becoming the vice president and a part owner. Craig is the president, and Kristi is the secretary/treasurer.

"We weren't obligated to stay in the company, and I honestly wasn't sure I wanted to through high school," said Vale. "I went to college for engineering and business management, and I realized after graduating how much I really enjoyed the dirt world. I love the diversity of it and that no two days are the same. That's enjoyable, along with being able to look back on a project and being proud of what you accomplished. It's rewarding."

### Change in focus

Since committing to CK May Excavating full time, Vale has helped spearhead a new direction that has increased the company's portfolio and project diversity.

"We used to be heavily into individual, one-at-a-time residential homes, digging out for very large houses up in the Big Sky area," Vale explained. "We still do some of that, but I saw an opportunity to move into public works with sewer and water rehabs and installs, as well as heavy highway and total sitework for subdivisions. Where we can be a prime contractor, that's what we really focus on because we control the schedule. We are at a point where we self-perform about 90% of the work, including light clearing, mass excavation, utility installation, grading and asphalt paving, as well as bridge work such as replacing an existing bridge with a box culvert."



(L-R) Vale, Kristi and Craig May represent the first and second generations of their family to own and operate CK May Excavating Inc.



Superintendent Cody May grades a road with a Komatsu D61EXi-24 Intelligent Machine Control (IMC) dozer. "The intelligent machines increase productivity and efficiency by cutting down the time to set grade and check grade," said Cody.







## ► VIDEO

An operator digs a hole for a new box culvert with a Komatsu PC360LCi-11 IMC excavator.

With a staff of about 60 employees, CK May Excavating typically has up to eight projects in the works, generally within a two-hour radius of the Bozeman/Belgrade area. Current jobs on the list involve multimillion-dollar highway work. In 2025, it will undertake its largest project to date: a \$14 million Bozeman Pass expansion that includes paving 34,000 tons of hot mix asphalt and blasting 80,000 tons of rock.

### **Dramatic production increase**

As the need for larger equipment grew, Craig worked with Modern Machinery Sales Manager Ryan Rich to acquire it, starting with a Komatsu PC228 tight tail swing excavator purchased about 10 years ago that CK May Excavating still uses. CK May Excavating has since purchased additional tight tail swing models, as well as larger Intelligent Machine Control (IMC) excavators and IMC dozers.

"It handled everything he said it would, and we have been working with Ryan and Modern ever since because they proved that we can trust their word and that they will take care of us when we need them," said Craig. "Service is key with us. Komatsu equipment gives us good reliability and uptime, and Modern contributes to that with excellent parts and service support."

Vale added, "When you have a fleet of almost 100 pieces of equipment, the less things you have to worry about the better. Modern has assembled some great people who know their machinery and stand behind it. A good example is the IMC equipment. Ryan set up a

demo of a PC290LCi that we could try against a competitive model. The Komatsu was the clear winner, so we bought it and have since bought another PC290LCi and PC360LCi and PC490LCi models, as well as D61i and D71i dozers. Ryan, Dan Gau and Russell Haynie showed us how to set them up and use them for maximum production."

Vale continued, "We use the IMC excavators mainly for utility trenches because they allow operators to dig straight to the bottom with no overdigging. There is no wasted time or material. The plan is always right there on the screen, so the operator has it in front of them to refer to at all times. It's the same case with the dozers. We use them for stripping, cutting subgrade, spreading base and finish grading. The accuracy is phenomenal, with greatly reduced staking and little to no grade checking. Our production increased dramatically right off the bat."

In addition to the Komatsu machines, CK May Excavating has also purchased Dynapac and LeeBoy equipment from Modern.

### **Keep the family feel while expanding**

The Mays are firmly committed to furthering the success that's been built at CK May Excavating during the past 26 years. Kristi said keeping a family atmosphere will play a big role in that.

"We know each other on a personal level, and I think that's vital because everyone feels valued," commented Kristi. "We are all there



Discover more at  
[ModernUpdate.com](https://ModernUpdate.com)

*Continued...*



# 'We are all there for each other'

... continued



▶ VIDEO

CK May Excavating Vice President Vale May (left) talks with Modern Machinery Sales Manager Ryan Rich.

for each other and dedicated to doing what's needed to make the company successful. We want that to continue to be the case."

According to Vale, CK May Excavating can do that and still expand.

"Our diversity means we are better set up, so if there is an issue in one market, we can turn our attention to another and continue to move forward," Vale noted. "There are some areas where we can focus our attention. Our asphalt operation is pretty young, so that's a growth opportunity. There's potential in material and aggregate supply. We have also looked at possibly branching out to other areas such as Missoula. We will see where it goes. Controlled growth will be key." ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*



Operator Jordan Johannsen digs a waterline trench with a Komatsu PC490LCi-11 IMC excavator. "Being able to move a big amount of dirt in a short time with spot-on accuracy, while being versatile enough that you can move around easily, is great," said Jordan.





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# Raising awareness and offering support

## CONEXPO-CON/AGG joins the movement to shed light on mental health

**C**ONEXPO-CON/AGG, North America's largest construction trade show, is shining a light on mental health issues in the construction industry. Recognizing the unique challenges faced by professionals in the field, the organization has launched a comprehensive resource hub dedicated to mental wellness.

A recent report, Construction Working Minds White Paper 2024,<sup>1</sup> showed that 83% of construction workers have experienced some form of moderate to severe mental health issue. Findings show that compared to other industries, construction ranked first in pain reliever abuse and marijuana and heroin use. The industry ranked second in substance use disorders and heavy drinking. The report noted that construction workers are at particularly higher risk for opioid addiction and overdose deaths.

These statistics follow a 2020 Morbidity and Mortality Weekly Report<sup>2</sup> from the Centers for Disease Control and Prevention (CDC) that found that 40% of U.S. adults reported struggling with mental health or substance abuse and 11% seriously considered suicide.

The construction industry has one of the highest rates of suicide at 53.3 per 100,000 U.S. workers. That rate is four times greater than the national average and five times greater than all other construction fatalities combined, according to the CDC and reported by the Associated General Contractors of America (AGC).<sup>3</sup>

"We cannot stand by while a silent epidemic of suicide takes place within our industry," said Stephen E. Sandherr, former CEO of AGC. "We want to reduce the stigma of mental health issues in this industry, let people know it is okay to ask for help and, ultimately, save lives."

The AGC Mental Health & Suicide Prevention Task Force compiled a wealth of tools and resources, including a series of videos telling the stories of industry professionals who have struggled with mental health. Those are available at <https://www.agc.org/mental-health-suicide-prevention>.

### Know the signs

There are several warning signs for suicide. Seek help if you notice these symptoms in yourself, and look out for these red flags in

your crew, so you can guide them to support and resources. A list of warning signs from the Construction Industry Alliance for Suicide Prevention<sup>4</sup> includes:

- Feeling sad or depressed most of the time
- Talking about feeling trapped or wanting to die
- Extreme mood swings
- Increased use of alcohol or drugs
- Decreased self-confidence
- Feeling hopeless and helpless
- Sleeping too much or too little
- Feeling anxious, agitated or reckless
- Withdrawing from family and friends
- Talking about being a burden to others

Warning signs specific to construction workers include:

- Decreased productivity
- Increased conflict among co-workers
- Near hits, incidents and injuries
- Decreased problem-solving ability
- Increased tardiness and absenteeism

*Continued...*

**For those facing mental health challenges, crisis helplines are available, like 988.**



# 'CONEXPO-CON/AGG is committed to breaking down stigmas'

... continued

## Changing our approach

CONEXPO-CON/AGG's initiative aims to change the industry's approach to mental health by providing actionable resources, sharing inspiring personal stories and offering practical advice for both employers and employees. With a focus on creating a supportive community, CONEXPO-CON/AGG is committed to bringing awareness to the mental health struggles prevalent in the construction sector and fostering an environment where seeking help and discussing mental wellness is normalized and encouraged, according to the organization.

"The construction industry is filled with professionals committed to precision in everything they do," said CONEXPO-CON/AGG Show Director Dana Wuesthoff. "This level of attention and care must also be given to the mental health of all construction professionals. CONEXPO-CON/AGG is committed to breaking down stigmas and creating a future where mental health isn't an afterthought but the cornerstone of our industry."

CONEXPO-CON/AGG's new comprehensive resource hub can be found online at

<https://www.conexpoconagg.com/mental-health>. Content includes the award-winning CONEXPO-CON/AGG podcast in which Denis Cashman, Co-owner of Stone Etc. Ltd., shares his battle with addiction and his journey of recovery. Another episode, featuring Priestly Demolition President Ryan Priestly, tackles managing the stress of construction and how to maintain a work/life balance in an industry that doesn't always make it easy to sit back and appreciate achievements, the organization noted.

Other resources and articles available in the CONEXPO-CON/AGG resource hub include Tips for How to Support Your Employees' Mental Health, How to Reduce Stress in Construction, and Breaking the Stigma: Talking About Mental Health in Construction. ■

1. <chrome-extension://efaidnbmnnnnibpcajpcglclefindmkaj/https://workplacesuicideprevention.com/wp-content/uploads/2024/03/20240315-FINAL-FINAL-CWM-White-Paper.pdf>
2. <https://www.cdc.gov/mmwr/volumes/69/wr/mm6932a1.htm>
3. <https://www.agc.org/mental-health-suicide-prevention>
4. <https://www.preventconstructionsuicide.com/get-informed>

*Editor's Note: If you are in a mental health crisis, call or text 988 to speak to a crisis counselor now. You can also text HOME to 741741 to reach the Crisis Text Line and speak to a live, trained crisis counselor.*

**The construction industry is facing an ongoing mental health crisis with a report saying that 83% of construction workers have experienced some form of moderate to severe mental health issue.**





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# Bring 3D to conventional excavators

## Drive productivity by giving operators high-precision data with Komatsu's Smart Construction 3D Machine Guidance

**A**re you looking for an easy way to improve your conventional excavator's grading performance? Access to 3D advantages offered by Komatsu's Smart Construction 3D Machine Guidance can help by quickly providing operators with the latest design data, effectively measuring payload volume and load counts as well as monitoring production from the office.

Smart Construction 3D Machine Guidance is an entry-level technology solution that brings 3D to conventional excavators, giving operators in the field and managers in the office access to 3D design and topography data that help drive accuracy and promote optimized operations. Using a global navigation satellite system, a machine can determine where it is on the job site and what the target grade is as well as eliminate the need to set up a laser or bench every time the machine moves.

"3D Machine Guidance is an indicate-only system that plays nicely between a standard excavator and Komatsu's Intelligent Machine Control excavators with factory integrated semi-automatic grade control," explained David Yim, Solutions Manager for 3D Machine Guidance with Komatsu's Smart Construction team. "A major benefit of 3D Machine Guidance is that the operator can dig only what's needed, so there's no wasted production and reduced material handling. That allows the operator to be more efficient, saving time and money in the operation."

### 3DMG Basic, Steer To Indicator

Yim noted that Smart Construction 3D Machine Guidance — formerly Smart Construction Retrofit — has new features such as 3DMG Basic that will eliminate the need for a project file.

"After a project has been localized, an operator can touch the bucket to the ground to create a flat plane surface directly from where the cutting edge is," said Yim. "They can also touch point A then point B and create a sloping surface. Another new feature is the Steer To Indicator that offers horizontal guidance along with vertical guidance. That's a powerful tool for those working in utility applications."

Smart Construction 3D Machine Guidance helps lower the costs of bringing technology into your operations with compact and modular kits that fit most sizes of Komatsu excavator models, including the HB365LC-3 hybrid excavator.

"It is now available as a factory-installed option on new machines or as an add-on through your Komatsu distributor," Yim indicated. "3D Machine Guidance can also be installed and used on many OEM brands of excavators. We encourage anyone who's looking for a system that will improve the production and efficiency of their conventional excavators to contact their distributor about adding 3D Machine Guidance." ■



Watch the video



Komatsu's Smart Construction 3D Machine Guidance is an entry-level technology solution that brings 3D to conventional excavators, giving operators in the field and managers in the office access to 3D design and topography data that help drive accuracy and promote optimized operations.

► VIDEO



# From tight quarters to open spaces

## Komatsu compact excavators deliver high production in a wide range of applications



Watch the video

To get high production in confined spaces, you need the right equipment that lets you dig without worrying about hitting structures or obstructions. Komatsu’s compact hydraulic excavators offer the design and engineering to get the job done, according to Komatsu Business Development Manager Taimoor Khan.

“Our compact excavators are sized right for work in close quarters whether it’s next to a house or a building, in a lane of traffic, or near trees or other sensitive environmental elements,” said Khan. “They are built to the same engineering durability requirements as our larger construction and mining excavators. They are quick and reliable, and all come with rubber tracks that reduce ground impact and marring of paved surfaces.”

Four models are available, ranging from the 24.4-horsepower PC30MR-5 to the 38-horsepower PC55MR-5. All can be equipped with buckets for digging or a variety of attachments for use in demolition, landscaping and other applications. All are available with open or closed cabs.

“Which one best fits your operations depends on how you plan to use it,” stated Khan. “All are equipped with the hydraulic lines to easily switch attachments or run a thumb. That gives customers versatility with the ability to do several jobs with one machine.”

In addition to tight quarters, Komatsu’s compact excavators can be used for production in open spaces.

“We see a lot of customers use these machines on larger construction sites where you may not need the power and footprint of larger excavators such as shallow utility digs,” said Khan. “With proper ventilation, you can also use them for indoor applications. There is a wide range of uses beyond just utilizing them for tight spots.”

### Add 3D Machine Guidance

Adding Komatsu’s Smart Construction 3D Machine Guidance can further increase productivity and efficiency. The add-on kit is an indicate-only system that brings 3D to most conventional Komatsu excavators, giving operators 3D design and topography data that help drive accuracy and promote optimized operations.

“3D Machine Guidance adds further value to these high-quality, dependable compact excavators,” noted Khan. “If you are looking for production in a utility-sized machine, these make a great addition to your fleet and are backed by a two-year or 2,000-hour warranty.” ■

### Quick Specs

Model	Horsepower	Operating Weight	Bucket Capacity
PC30MR-5	24.4 HP	6,812-7,143 lbs.	0.07-0.21 yds <sup>3</sup>
PC35MR-5	24.4 HP	8,201-8,532 lbs.	0.07-0.24 yds <sup>3</sup>
PC45MR-5	38 HP	10,737-11,001 lbs.	0.07-0.21 yds <sup>3</sup>
PC55MR-5	38 HP	11,354-11,618 lbs.	0.07-0.24 yds <sup>3</sup>

Komatsu’s compact hydraulic excavators work in a variety of applications, especially on job sites with limited space.



▶ VIDEO





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# Leveraging tax-advantaged machinery purchases

## Bonus depreciation drops to 60%; machinery must be purchased and placed into service by midnight Dec. 31, 2024

**B**onus depreciation encourages businesses to invest in new equipment and machinery by providing a tax incentive.

This year, bonus depreciation dropped to 60% under the Tax Cuts and Jobs Act of 2017.<sup>1</sup> Bonus depreciation is available for both new and used equipment bought and placed into service by the end of the year.<sup>2</sup> Eligible qualified property includes depreciable assets that typically use the Modified Accelerated Cost Recovery System (MACRS) with a recovery period of 20 years.<sup>2</sup>

### Higher amounts for Section 179

There is no limit on the amount of a bonus depreciation. It can be used in conjunction with Section 179 expensing, another tax savings vehicle with a cap.<sup>3</sup>

The Section 179 deduction limit was raised to \$1,220,000 for 2024, an increase of \$60,000

compared to 2023.<sup>3</sup> After that amount, the expensing percentage begins to reduce. This year's total equipment purchase limit is \$3,050,000, up from \$2,890,000 last year.<sup>3</sup>

Bonus depreciation, which is generally taken after the Section 179 spending cap is reached, will continue to phase down from 60% in 2024 to 40% in 2025, 20% in 2026 and 0% in 2027.<sup>1</sup> ■

*Editor's Note: This article is for informational purposes only. To learn more about these tax savings, contact your tax adviser or equipment dealer for more information.*

1. <https://www.irs.gov/newsroom/tax-cuts-and-jobs-act-a-comparison-for-businesses>

2. [https://www.irs.gov/publications/p946#en\\_US\\_2023\\_publink100078241](https://www.irs.gov/publications/p946#en_US_2023_publink100078241)

3. [https://www.irs.gov/publications/p946#en\\_US\\_2023\\_publink100097624](https://www.irs.gov/publications/p946#en_US_2023_publink100097624)

You can take 60% bonus depreciation on eligible new and used equipment purchased and placed into service by midnight on Dec. 31, 2024.







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# Extend equipment life at a reduced cost

**Komatsu and SRC of Lexington Inc. work together to provide high-quality remanufactured parts**

**S**RC of Lexington Inc. works closely with Komatsu and its dealership network to provide high-quality remanufactured parts that help extend equipment life. The approximately 100,000-square-foot facility in Lexington, Ky., specializes in remanufacturing heavy equipment components for the mining and construction sectors.

Adam Trebolo, Director of Sales and Marketing at SRC of Lexington, detailed the comprehensive processes and technologies that define the facility's operations.

"Typically, we remanufacture components like engines, transmissions, hydraulic pumps and motors," Trebolo explained. "We take old, worn-out parts and completely disassemble them. Parts that can be reused are machined back to the original specifications, and new original equipment manufacturer parts are used for those that can't be salvaged."

There are many benefits of remanufacturing, including cost savings and promoted sustainability.

"Remanufacturing reduces the total cost of ownership significantly," Trebolo emphasized. "Replacing an old engine with a remanufactured one is much cheaper than buying a new machine, and it ensures the equipment is ready for another long service life. Remanufacturing also uses significantly less energy than producing new components. We reuse most of the iron, and we recycle what we can't use, so it's a more environmentally friendly option."

The facility's operations are meticulously organized to ensure quality and efficiency.

"When we receive a core, it's first inspected and identified," said Trebolo. "The disassembly process is kept separate from the assembly to maintain cleanliness, and every part undergoes thorough inspection and machining to meet original equipment specifications."

A cornerstone of SRC of Lexington's success is its pivotal relationship with Komatsu, which has existed since the facility's inception.

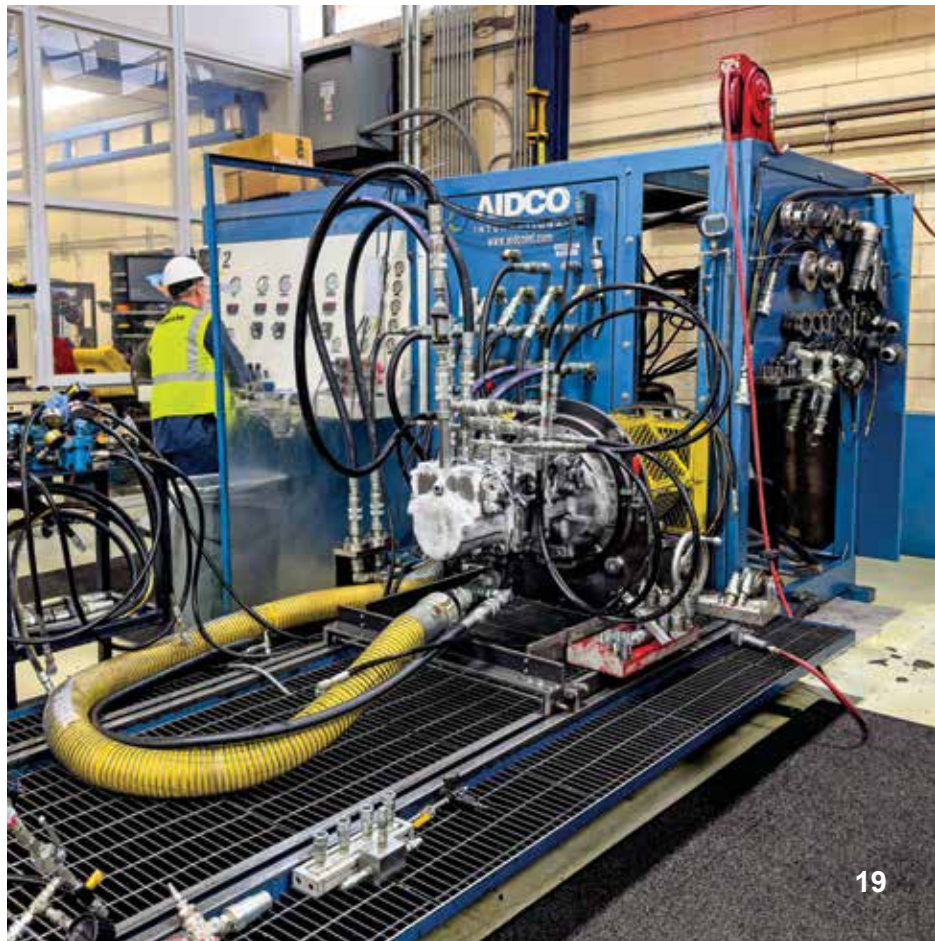
"This factory used to be a Komatsu plant until the financial crisis in 2009," Trebolo recounted. "We persuaded SRC to buy the operation, and since then, we've been a separate company but



Watch the video

An SRC of Lexington employee uses a 3D printer inside the facility's clean room.

At SRC of Lexington's facility, an employee tests the hose pressure and quality of a remanufactured engine.



*Continued...*



# 'We work on eliminating waste and improving efficiency'

... continued



► VIDEO

Taking precise measurements to return components to OEM standards is a key step in SRC of Lexington's operations.

To ensure consistency when remanufacturing components, SRC of Lexington employees use Task Forge, an electronic work instruction system software that ensures every step in the remanufacturing process is followed meticulously.



still closely aligned with Komatsu. They are our largest customer, but since then, we've taken on business from other OEMs, as well as some work directly with mines on other products."

## Investing in technology

SRC of Lexington's cutting-edge technology contributes significantly to the plant's capabilities.

"We use advanced techniques like metal buildup for worn surfaces and high-end machining to ensure parts are restored to their original dimensions," elaborated Trebolo. "Our coordinate measuring machine and 3D printers aid in precision and efficiency."

Trebolo added, "One thing that really makes us unique is we have our own electronic work instruction system software, Task Forge, which ensures every step in the remanufacturing process is followed meticulously. We've developed detailed photo instructions that guide technicians step by step. With over 100,000 steps in our system, we can ensure consistency and quality across all processes."

The facility's focus on lean manufacturing and continuous improvement is evident in its collaboration with the University of Kentucky and Toyota.

"We work on eliminating waste and improving efficiency," stated Trebolo. "For example, we've synchronized the assembly process for similar hydraulic pumps, reducing labor and increasing competitiveness in the market."

## Safety, dedicated employees

At SRC of Lexington, safety is paramount.

"We're really proud of our safety record here," Trebolo declared. "We've gone over 1,600 days without a lost-time accident, and we prioritize safety to ensure everyone goes home the same way they came in."

Employee ownership is another unique aspect that drives commitment and quality.

"As an employee-owned company, everyone here has a stake in our success," said Trebolo. "This ownership mentality ensures that our employees are dedicated to producing the highest-quality products."

With a focus on quality, efficiency and sustainability, SRC of Lexington continues to be a leader in remanufacturing capabilities. Its partnership with Komatsu and investment in advanced technology ensure that it remains at the forefront, delivering high-quality, cost-effective solutions to its customers. ■



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# New solutions on display

**World of Asphalt and AGG1 Aggregates Academy & Expo attendees see the latest in equipment and technology to maximize their operations**

**W**orld of Asphalt and AGG1 Aggregates Academy & Expo set a new attendance record with more than 15,800 industry professionals convening in Nashville for the 2024 event, a 38% increase compared to the previous 2022 record of 11,400. Attendees could see more than 440 exhibitors, including Komatsu, which displayed an HM400-5 articulated haul truck, a WA475-10 wheel loader and an HB365LC-3 hybrid excavator.

"Komatsu is deeply committed to our aggregate customers, and these products help increase productivity and return on investment," stated Nathaniel Waldschmidt, Product Manager, Excavators, Komatsu. "They are highly productive on mass production job sites and aggregate quarries where efficiency is key."

Komatsu's 473-horsepower HM400-5 has a 44.1-ton capacity, exceptional maneuverability and a smooth ride over rough terrain. The articulated haul truck features the Komatsu Traction Control System (KTCS), which provides excellent performance in soft and slippery ground conditions without sacrificing steering performance. It also features the

K-ATOMiCS transmission, which is fully automatic with an advanced electronic system to reduce shift shock and torque cutoff.

Developed with customer input, the newly designed 290-horsepower WA475-10 has next-generation technology that helps improve productivity and lower fuel costs. Compared to the previous model, it's up to 30% more fuel efficient with 8% more breakout force and 20% more boom lift force. Boom positions are adjustable in the cab with the push of a button, and the bucket positioner can memorize three horizontal settings. The redesigned bucket has generous curves on the side wall to retain material better, and a wrap angle enhances pile penetration to make the bucket easy to fill.

"The HM400-5 and WA475-10 are proven production machines in the aggregate industry, and we believe the HB365LC-3 will be as well," commented Waldschmidt. "It's designed for operations with high swing utilization such as loading crushers."

An ultracapacitor captures energy, then charges and discharges it rapidly to power the HB365LC-3's electric swing motor.



Watch the video

Continued ...

World of Asphalt and AGG1 attendees check out various equipment solutions from Komatsu, including the HB365LC-3 hybrid excavator.

▶ VIDEO





# 'Our Smart Quarry team can help customers maximize efficiency'

... continued

When swinging, all available hydraulic power is sent to the boom, arm and bucket for improved cycle times and up to 15% increased production compared to the non-hybrid excavator design. The HB365LC-3 can save operations up to 20% in fuel costs compared to non-hybrid excavators.

## Smart Quarry solutions

Besides equipment, Komatsu highlighted its Smart Quarry solutions, which can assess quarry operations' needs and recommend the best fleet to help meet current and future production goals. Using expertise in digital solutions, Smart Quarry helps connect operations with the right tools to better understand, track and optimize mobile equipment, which can result in lower unit costs that help improve the bottom line.

"Our Smart Quarry team can help customers maximize efficiency by offering recommendations and options designed to maximize their productivity and meet their key performance indicators," said Salvador Davalos, Business Solutions Analyst, Smart Quarry, Komatsu.

Smart Quarry Study analyzes your job site to help determine the most efficient mobile fleet that will meet project targets. Custom detailed reports provide information about potential operational needs such as machine size, machine configuration and fleet size.

Smart Quarry Site is a total fleet management solution. Pre-shift inspections allow managers to identify any issues with the equipment. Remote job site monitoring provides a detailed view of the job site and each machine's performance. Fleet optimization and operator scorecards help engineers and managers make the most out of their equipment and personnel.

"Studies can be done on a job site and provide valuable information that gives a snapshot," explained Davalos. "It generally takes about a day. Our Smart Quarry Site solution is more comprehensive, with live data available over a longer period, and allows customers to track production numbers and make faster decisions on adjusting practices that improve production. Customers interested in either solution can contact their distributor to set up a Smart Quarry solution consultation." ■

Komatsu personnel provide information about equipment and Smart Quarry solutions during World of Asphalt and AGG1.





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# New swing machine

## Komatsu PC230F-11 helps Northwest forestry contractors tackle demanding processing environments

**C**utting, delimbing and stacking timber is demanding on equipment. As a timber producer, you need machinery that can tackle the challenge with high production and minimal downtime.

"Komatsu's PC230F-11 fits the bill perfectly," said Modern Machinery Forestry Product Sales Territory Manager Robert Ridgway. "It's a fast processor, so it delivers excellent production. For example, we have a customer using one that increased production so much they had to add additional machinery to keep up. It will fly through wood."

Large trees can be moved more easily with the PC230F-11's powerful swing system and large

swing circle. It has a reach of up to 29 feet and high maneuverability to help drive productivity. An extra-rugged exterior protects against falling limbs with a 1.26-inch-thick polycarbonate front window and metal designed to withstand demanding environments. Heavy-duty service undercover guards, thick rear compartment doors, and a right corner guard with a standard tree deflector help protect the processor.

The PC230F-11 is designed with a high and wide undercarriage that gives it excellent ground clearance and the ability to withstand high-debris conditions. The wide-fin radiator is protected by heavy-duty forestry screens

*Continued ...*

### Quick Specs

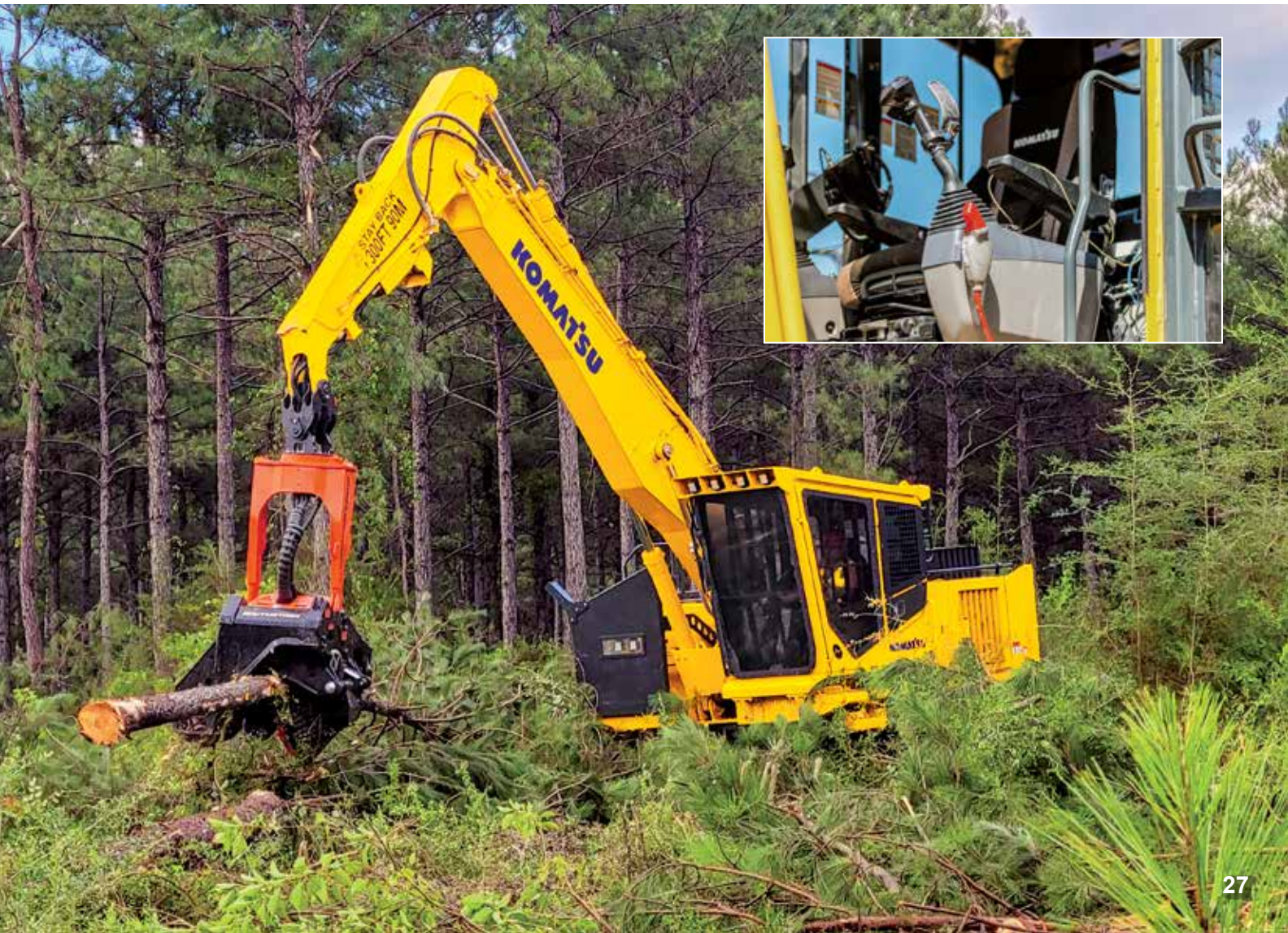
**Model**  
PC230F-11

**Net Horsepower**  
197 HP

**Operating Weight**  
67,516 lbs.

**Swing Torque**  
58,334 lbs.-ft.

The Komatsu PC230F-11 swing machine features a powerful swing system and large swing circle.





# 'Operators get increased visibility'

... continued

and a variable-pitch reversible fan that helps improve airflow.

Operators can adjust quickly to sudden changes in load weight without losing productivity with the Auto Power Max feature. It automatically senses the difference and reacts with a 7-second burst of additional horsepower to help pull the trees during the delimbing process.

"You can add different head styles to fit whatever your needs are," said Ridgway. "Another great option that we are seeing customers take advantage of is using a straight boom. That gives operators the ability to grab a tree and bring it closer. Operators get increased visibility to what they are processing, and they said it has better stability. The straight boom allows the head to be tucked in closer during transport too."

To reduce operator fatigue, the PC230F-11 provides a quiet, comfortable work environment. Cabs are climate-controlled and equipped with Bluetooth technology. The cushioned air-suspension seat can be heated and cooled.

**The Komatsu PC230F-11 swing machine has a reach of up to 29 feet and high maneuverability to help drive productivity.**

## More fuel efficient

The Komatsu Tier 4 Final engine is more fuel efficient than the prior interim engine. With proprietary Komatsu engine technology, the larger class size (PC290LL-11) factory-installed engine also powers performance. Your operators can spend more time on the job and less time refueling with the additional fuel storage on the PC230F-11. The tank is in the rear of the carrier and built into the counterweight, delivering double the fuel capacity. Because the fuel tank was moved to the rear, there is a large tool storage area on the side for the operator to store an extra 5-gallon bucket of oil, extra chains and other tools.

"Komatsu Care is standard with the PC230F-11 and covers scheduled services complimentary for the first three years or 2,000 hours and are performed by Modern Machinery's technicians," said Ridgway. "That's a great benefit that lets you focus on production while we take care of the service at a convenient time that limits downtime. We encourage anyone looking for a solid and fast processor to contact their branch or territory manager to learn more." ■





# Monitor information anytime, anywhere

## JLR Contractors Inc. utilizes My Komatsu to see critical machine data faster for improved fleet management and reduced downtime

**B**rothers Scott and Tyler Roberts grew up talking about the day they would be the fourth generation of the Roberts family to lead the business that was started by their great-grandfather, which is now known as JLR Contractors Inc. When the brothers took over about 20 years ago, they decided to expand the company's earthwork services.

"It has been a huge benefit, because self-performing that work allows us to better control our schedules and budgets," stated Chief Operating Officer Tyler Roberts.

JLR Contractors now performs full-site preparation on its own building projects and has expanded into large scale earthmoving-only projects both as a general contractor and a subcontractor to others. The company self-performs everything from land clearing to finish grading, including utility installation of sewer, water and storm piping as well as pump and lift stations.

Earthwork expansion necessitated the demand for heavy equipment. The Roberts contacted their local Komatsu distributor, which helped them add standard excavators, dozers, loaders and trucks to their operation and has since assisted with the acquisition of Intelligent Machine Control (IMC) excavators and dozers. The Komatsu distributor also set up a My Komatsu account for JLR Contractors, so Equipment Manager Blake Carter could more easily manage the company's growing fleet.

Within My Komatsu, Carter navigates to the My Fleet page where he can see all 15 machines JLR Contractors has registered. By clicking on a machine, he can see where it is located and monitor its utilization, fuel usage, health and production information.

"All the data is there, and it's made it much easier and quicker for me to track compared to how I was doing it before, which was with a spreadsheet that I would text to our field personnel and going to the job site as much as I could," commented Carter. "With My Komatsu, I can track our Komatsu equipment from my laptop or with the mobile app and get up-to-date information practically anytime and anywhere. I have all the critical data for

a machine at the click of a button. It's simpler and immediate."

### Quicker adjustments, better planning

Getting data faster is helpful when making adjustments to machine utilization and identifying and dealing with potential issues, according to Carter, who said additional tools such as the My Health feature helps with service planning.

"I can get on the phone with our fleet coordinator and together we can better schedule for service or more immediately resolve an abnormality or code," said Carter. "If I see high fuel usage or idle time, we can quickly figure out why that may be and make a plan on how to address that with our operators. I've also been trying to utilize the My Health page more because it gives very good information to use as a countdown to how close a machine is to a service interval. That helps us proactively plan to take it out of service and reduce downtime." ■

*\*The opinions expressed here are from the end user as quoted. The results described herein are those of these end users under certain conditions. Individual results may vary.*

**Equipment Manager Blake Carter uses My Komatsu to track and manage JLR Contractors' fleet of Komatsu equipment.**



Watch the video


► VIDEO





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## Used Equipment Priced to Sell

(Prices subject to change without notice)

Manufacturer/Model	Description	Serial No.	Year	Hours	Price
<b>Dozers</b> 					
KOMATSU D375A-6	U BLADE, MS RIPPER	60272	2014	9,434	\$490,000
KOMATSU D155AX-8	U BLADE, MS RIPPER	100324	2019	3,184	\$410,000
KOMATSU D155AX-8	SU BLADE, MS RIPPER	100531	2021	1,650	POR
KOMATSU D155AXI-8	SU BLADE, MS RIPPER, UHF	100448	2021	3,105	POR
KOMATSU D71PX-24	PAT BLADE, MS RIPPER	70327	2021	1,264	POR
KOMATSU D65PXI-18	PAT BLADE, UHF SYSTEM, NEW UC	90339	2016	7,298	\$159,000
KOMATSU D65PX-18	STRAIGHT BLADE	92587	2020	1,410	\$299,000
KOMATSU D65PX-17	PAT BLADE, MS RIPPER	1606	2012	5,020	\$95,000
KOMATSU D61PX-24	PAT BLADE, MS RIPPER	45272	2021	2,778	POR
KOMATSU D51PXI-24	PAT BLADE, 915 SYSTEM, NO RIPPER VALVE	B20850	2020	2,443	\$221,000

<b>Wheel Loaders</b> 					
KOMATSU WA500-8	8 YD BUCKET, AJSS	A96639	2018	10,334	\$249,987
KOMATSU WA500-8	8 YD BUCKET, AJSS	A96628	2018	7,754	\$259,000
KOMATSU WA500-7	GP BUCKET	10055	2012	13,406	\$147,000
KOMATSU WA480-8	7.2 YD BUCKET, YARD LOADER	A48237	2022	2,224	POR
KOMATSU WA480-8	7.2 YD BUCKET, YARD LOADER	A48269	2023	1,558	POR
KOMATSU WA380-8	QC	A75257	2020	4,368	\$177,500
KOMATSU WA380-8	QC	A75097	2019	4,175	\$189,000
KOMATSU WA270-8	QC	A28834	2020	1,470	\$175,000

<b>Compaction</b> 					
DYNAPAC CA5000D	84" SINGLE DRUM, A/C	10000174VNA033218	2022	1,281	POR
DYNAPAC CA3500PD	84" SINGLE DRUM, PADFOOT	10000168AJA023630	2019	609	POR
DYNAPAC CA2500D	84" SINGLE DRUM, A/C	10000167HPA035960	2023	743	POR
DYNAPAC CA2500PD	84" SINGLE DRUM, PADFOOT, A/C	10000167CNA033892	2022	524	POR
DYNAPAC CA1500D	66" SINGLE DRUM	10000160CPA035261	2023	497	POR
DYNAPAC CC6200VI	84" ASPHALT ROLLER	10000387HJA0213980	2018	266	\$168,000
DYNAPAC CC5200VI	77" ASPHALT ROLLER	10000386JJA023209	2019	295	\$159,000
DYNAPAC CC1300VI	51" ASPHALT ROLLER	10000470TNA034196	2022	171	POR
DYNAPAC CC1100VI	42" ASPHALT ROLLER	10000444ANA034439	2023	167	\$48,000

<b>Excavators / Backhoes</b> 					
KOMATSU PC800LC-8EO	11' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65380	2019	4,352	\$694,000
KOMATSU PC800LC-8EO	11' ARM, COUNTERWEIGHT REMOVAL SYSTEM	65067	2012	8,952	\$398,000
KOMATSU PC650LC-11	11' ARM, QC, COUNTERWEIGHT REMOVAL SYSTEM	80205	2022	2,499	POR
KOMATSU PC490LCI-11	13' ARM, UHF SYSTEM	A45436	2023	2,405	POR
KOMATSU PC490LC-11	13' ARM, QC	A42505	2020	5,383	\$295,000
KOMATSU PC390LC-11	10' ARM, QC, THUMB, +1 HYDRAULICS	A30676	2021	3,268	POR
KOMATSU PC360LCI-11	13' ARM, QC	A38723	2023	1,800	POR
KOMATSU PC360LC-11	10' ARM, QC, +1 HYDRAULICS	A38865	2022	2,074	POR
KOMATSU PC290LCI-11	11' 6" ARM, QC	A29318	2024	269	POR
KOMATSU PC290LC-11	11' ARM, QC, THUMB, FOPS, CAB GUARD	K73150	2019	2,625	\$249,000
KOMATSU PC240LC-11	10' ARM, QC, +1 HYDRAULICS	95397	2019	5,043	\$156,000
KOMATSU PC238USLC-11	9' 6" ARM, +1 HYDRAULICS, MCX TOPCON SYSTEM	C50013	2024	269	\$359,000
KOMATSU PC210LCI-10	9' ARM, QC, +1 HYDRAULICS	A10029	2022	1,588	POR
KOMATSU PC210LC-11	9' 7" ARM, QC, THUMB, +1 HYDRAULICS, R-LINERS	C81530	2022	1,407	POR
KOMATSU PC170LC-11	8' 7" ARM, QC, THUMB, +1 HYDRAULICS	36380	2022	460	POR
KOMATSU PC138USLC-11	8' ARM, QC, THUMB, +1 HYDRAULICS	59768	2022	1,117	\$185,000
KOMATSU PC88MR-10	QC, THUMB, COMBO HYDRAULICS, BLADE	9160	2020	2,164	\$89,000
BOBCAT E42	QC, 18" BUCKET, THUMB, A-HYDRAULICS	B4GM17885	2023	143	\$77,500
BOBCAT E60 R-2	QC, 24" BUCKET, THUMB, A-HYDRAULICS, 2 SPEED	B4GR14839	2023	85	\$93,500

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Manufacturer/Model	Description	Serial No.	Year	Hours	Price
<b>Motor Graders</b> 					
KOMATSU GD655-7	14' BLADE, MS RIPPER, MC MAX TOPCON SYSTEM	65530	2024	186	POR
KOMATSU GD655-7	14' BLADE, MS RIPPER, MC MAX TOPCON SYSTEM	65565	2024	150	POR

<b>Off-Road Trucks</b> 					
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12459	2022	2,963	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12786	2023	2,411	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12459	2022	2,963	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12509	2022	1,925	POR
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	12377	2022	1,894	\$619,000
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11675	2023	1,807	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11517	2022	1,532	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	11584	2023	1,793	POR

<b>Aggregate Equipment</b>					
TELSMITH T400	FABTEC REAR DISCHARGE JAW PLANT	PC351722	2022	670	\$789,000
KPI-JCI K400	PORTABLE CONE PLANT	P242240	2024	0	POR
KPI-JCI K300/6203	JCI KODIAK CLOSE CIRCUIT PLANT	P232200	2023	418	\$1,311,150
ASTEC C12CC	RANGER TRACK MOUNT CONE PLANT, CLOSE CIRCUIT	235117	2023	530	\$686,950
KPI-JCI FT2650	PIONEER TRACK MOUNT JAW	419966	2023	1,590	\$750,000
KPI-JCI FT2650	PIONEER TRACK MOUNT JAW	419868	2022	1,832	\$725,000
KPI-JCI J20	RANGER 2034 TRACK MOUNT JAW	225130	2023	20	\$558,000
KPI-JCI J20CC	RANGER 2034 TRACK MOUNT JAW	225126	2022	1,087	\$518,650
KPI-JCI GT125	PIONEER TRACK MOUNT JAW	420367	2023	688	\$646,350
KPI-JCI FT4250CC	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	419970	2022	1,137	\$1,046,175
KPI-JCI FT4250CC	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	420805	2024	508	\$1,175,250
KPI-JCI FT440	TRACK MOUNTED HORIZONTAL IMPACT CRUSHER	420806	2023	325	POR
KPI-JCI 6203-32	SPOMAC WASH PLANT WITH SWITCH GEAR	S236023	2023	1	\$500,000
AMS GT165	DF SCREEN PLANT, 2 PRODUCTS	235178	2023	810	\$463,400
AMS GT205S	AMS SCREEN PLANT, 2 DECK, MULTI FREQUENCY	235284	2023	65	\$457,420
KPI-JCI 36"X150'	SUPER STACKER	420697	2024	2	\$375,000
KPI 36"X100'	KPI END FOLD RADIAL STACKER w/ SWITCH GEAR	420802	2024	0	\$152,400
VALE 36"X100'	VALE RADIAL STACKER SELF CONTAINED, DIESEL	220784	2022	1,310	\$195,300
VALE 36"X80'	VALE RADIAL STACKER	210751	2021	1	\$102,000
SPOMAC 36"X60'	LOW PRO EXTREME	M22CON1516041	2022	N/A	POR
SPOMAC 36"X50'	LOW PRO EXTREME	M22CON1515858	2022	N/A	POR
KPI-JCI GT4280	42" X 80" RANGER TRACK MOUNTED CONVEYOR	235502	2023	1,510	POR
KPI-JCI GT3260R	32" X 60" RANGER TRACK MOUNTED CONVEYOR	245677	2024	60	POR
TRANSCO 32BF	TRANSCO 36" PORTABLE BELT FEEDER, SKID MOUNT	1223370	2021	N/A	\$115,000
SPOMAC 45YD	SPOMAC LOAD OUT BUNKER	S1571526	2022	N/A	POR
SPOMAC MMG14 GRIZZLY	14X9 STATIC GRIZZLY	M1399931	2022	N/A	POR

<b>Forestry Equipment</b>					
DEERE 2954D	LOGMAX 10000 PROCESSOR	1FF2954DVE0290211	2014	9,218	\$229,000
TIMBERPRO TN725D	QUADCO HTH622B PROCESSOR	TN725D0610083118	2018	5,502	\$260,000
CAT 522	BUNCHER QUADCO 24B HOTSAW	F7C00356	2017	6,506	\$245,000
KOMATSU WA500-8	LOGFORKS, 3RD VALVE, AJSS, BRAKE COOLING	A97589	2022	1,886	\$534,000

<b>Miscellaneous</b>					
ATLAS COPCO ROC T45-11	ATLAS COPCO DRILL, T51 3.5" - 5" HOLE SIZE	G22SED0288	2022	648	\$675,000
ATLAS COPCO ROC T45-11	ATLAS COPCO DRILL, T51 2.5" - 4.5" HOLE SIZE	G18SED0283	2018	9,957	POR
ROADTEC RX600E	MILLING MACHINE, 3 LEG	4172	2023	11	POR
ROADTEC SB3000	SHUTTLE BUG, WITH STD DUMP HOPPER	4103	2022	561	POR

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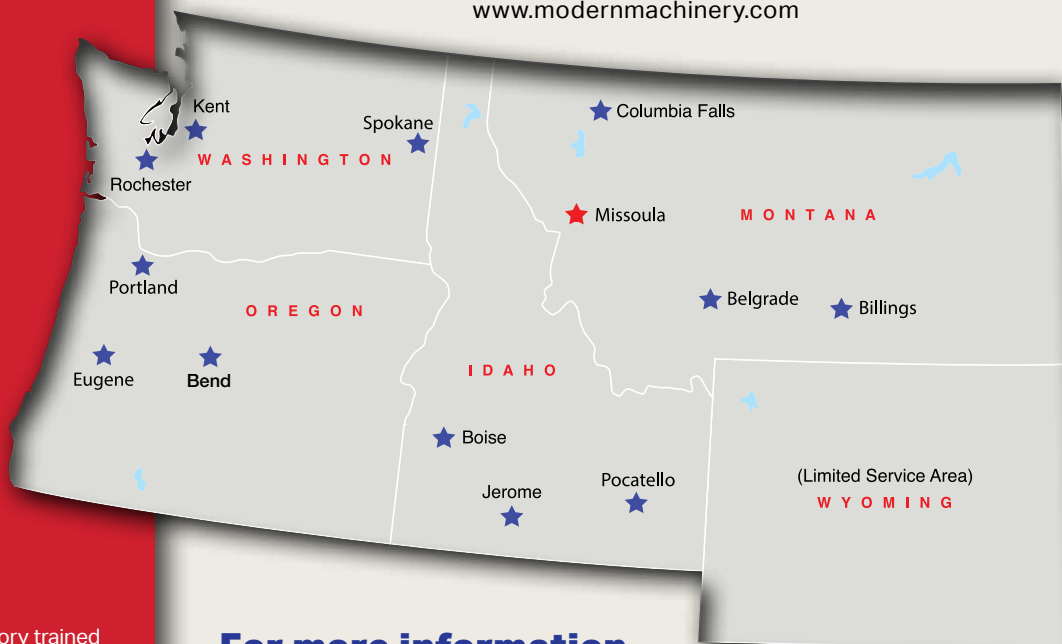
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