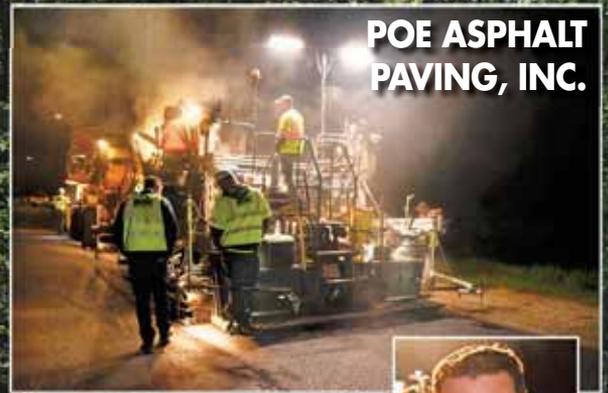


UPDATE

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POWER AND EFFICIENCY

Komatsu releases new Hybrid HB365LC-3 excavator built for performance, fuel savings



POE ASPHALT PAVING, INC.



Mark Poe,
President



KOMATSU®



Brian Sheridan

**Strong
additions to
Komatsu's
lineup**

MODERN MACHINERY

Dear Valued Customer:

If you attended CONEXPO-CON/AGG, you saw some of the new innovative products in today's construction marketplace, as well as services that companies such as Komatsu and Modern Machinery offer to support them. In case you missed the show, this issue of your Modern Machinery Update magazine recaps the triennial event.

In addition, it highlights some of the standout machines Komatsu recently introduced, including new D51EX-24 and D51PX-24 dozers that combine a decade of award-winning design with the latest technology to increase fuel efficiency and boost productivity. The D51-22s were Komatsu's original slant-nose dozers, and the Dash-24s prove you can enhance and build on a successful platform.

That's also true when it comes to hybrid technology. Komatsu was the first to introduce a hybrid excavator, and now it unveils a true 36-ton size class model with the Hybrid HB365LC-3. Like previous models, it captures energy normally lost during a swing cycle and uses it to assist the machine. It's more fuel-efficient than a comparable standard excavator, and in applications where swinging is prevalent, such as loading trucks, users will find it equally or more productive than a PC360LC-11. See inside for more details and read the other articles spotlighting Komatsu products, including the new PC170LC-11 excavator.

These new machines are covered by Komatsu's extended Undercarriage Assurance Program. You can learn more about the program in this issue as well. I think you will also be interested in the article related to an award Komatsu received for its support of educational programs, as well as our Komatsu & You spotlight, among others.

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

Sincerely,
Modern Machinery

Brian Sheridan
President



IN THIS ISSUE...

POE ASPHALT PAVING, INC.

Meet the third and fourth generations of the Poe family who provide quality paving solutions for customers in Idaho and Washington.

PRODUCT NEWS

Read about Modern Machinery's purchase of AggReCon West, making additional crushing and screening options available for sale and rent.

HANDS-ON EXPERIENCE

Ride along as Modern Machinery customers test drive the latest Komatsu products at Las Vegas Demo Days.

EVENT RECAP

Here's a recap of CONEXPO-CON/AGG 2017, where customers got an up-close view of the latest innovations in construction equipment and technology.

GREEN TECHNOLOGY

Fuel savings of up to 20 percent are possible thanks to the electric swing motor-generator on Komatsu's new Hybrid HB365LC-3 excavator. Find out more in this issue.

INNOVATIVE PRODUCT

Komatsu's new PC170LC-11 hydraulic excavator is well-suited for a wide variety of general construction jobs. Check out the details inside.

Published by Construction Publications, Inc. for

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POE ASPHALT PAVING, INC.

Fourth-generation business provides outstanding service, quality mats in Idaho, Washington



Mark Poe,
President

Poe Asphalt Paving will mark its 65th anniversary next year as the company's history dates back to 1953 when Ernie Poe and Kenny Knapp formed a firm known simply as Asphalt Paving in Clarkston, Wash. Today, Poe Asphalt Paving has multiple locations that cover a significant portion of the Pacific Northwest and is led by third- and fourth-generation members of the Poe family.

"It almost didn't make it past five years," said Mark Poe, Ernie's grandson and current President. "Grandpa was going to sell to Kenny in the early 1960s, but for whatever reason that didn't happen. My dad, Don, was a teacher at the time, and Grandpa asked him if he wanted to come home during a summer break and see what the business was about."

Instead, in 1962, Ernie and Don bought Knapp's share of the business and officially named the company Poe Asphalt Paving, Inc. Don took over the reins shortly thereafter and ran the business for nearly 30 years before handing them off to Mark in the mid-1990s.

Today, the company has offices in Lewiston and Post Falls, Idaho, as well as in Pullman, Wash. In addition to asphalt plants at those sites, Poe Asphalt Paving has a facility in Grangeville, Idaho, and runs a portable operation.

"The first year that Grandpa and Dad were in business, they laid approximately 4,500 tons of hot mix together with just five employees," shared Mark. "They had a small batch plant and a couple of end dumps. Things steadily grew from there, in part, because they were willing to take

chances. For instance, within seven years they were doing highway work with portable plants. That's a big step, and most companies don't do it that quickly, if at all."

The tradition continues

More big moves followed. Under Don's leadership, Poe Asphalt bought one of the first drum mix plants in the area in the late 1970s. When Mark took over, he added another plant, office and shop in Post Fall in 2000. That location reaches the Greater Spokane, Wash., and Coeur d'Alene, Idaho, markets as well.

"The decision to move an additional plant up north has been positive. We've built a good core group of employees who are both experienced and dedicated," Mark noted.

Mark's sons, Brian and Dustin, represent the fourth generation in the business. Brian is a Division Manager and takes care of estimating, project management and other administrative duties. As a Superintendent, Dustin runs field operations.

"They offer a nice balance to the business," Mark noted. "Dustin enjoys leading crews, and he's an extremely good teacher. Brian has a real gift for numbers, seeing jobs through from start to finish and meeting budgets. My dad and I worked alongside each other, just as he and grandpa did for many years. It's great to carry on that tradition."

Vögele pavers handle large, small projects

The company's workload is approximately 65 percent public works contracts, such as highways and streets for the states, counties and municipalities in northern Idaho and eastern Washington. The balance is split



Dustin Poe,
Superintendent



Brian Poe,
Division Manager



▶ VIDEO

A crew from Poe Asphalt Paving lays asphalt with a Vögele Super 2000-3i 10-foot tracked paver and Carlson EZ IV screed on U.S. Highway 95 near Coeur D'Alene, Idaho. "They are built tough, sturdy and to put down hundreds of thousands of tons of material without major breakdowns," said Superintendent Dustin Poe of the company's Vögele pavers. "Asphalt is abrasive, so it's hard on equipment. In our estimation, a good paver can withstand that and last 10 years while running a million tons through it. We believe the Vögeles will do just that."

between private and commercial activities; including driveways, parking lots, subdivision roadways and more.

Poe Asphalt Paving typically runs one large job at a time. Recent projects include paving nearly 2.5 miles of asphalt on U.S. Highway 95 near Coeur D'Alene. Crews laid roughly 25,000 tons of material, 12 to 14 feet wide. Additionally, during a couple of weeks in late May of this year, Poe put down about 700 tons of material for a new parking lot, bus lane and playground at Liberty Creek School in Liberty Lake, Wash.

"Occasionally we have two big projects going at once, but for the most part we roll from one big job to the next," explained Dustin. "At the same time, we're also doing smaller paves, patches and chip seals. Our season runs from around March 1 to the first or second week of December, and we generally complete about 200 varying-sized projects in that 10-month stretch."

For larger assignments, such as Highway 95, Poe Asphalt utilizes a Highway Class, 10-foot Vögele Super 2000-3i that will pave up to 28 feet, 3 inches wide. Poe uses Carlson screeds that allow for attachments such as slope shoes, extensions and dual skis.



Poe Asphalt Paving has offices in Lewiston and Post Falls, Idaho, as well as in Pullman, Wash. In addition to asphalt plants at those sites, the company has another permanent facility in Grangeville, Idaho, and runs a portable operation.

A Vögele Super 1700-3i handles overlays, patches and other smaller jobs. The compact, Universal Class, 8-foot machine paves up to 19 feet 6 inches. Modern Machinery Territory Manager Nathan Stott helped Poe Asphalt acquire both pavers.

"We demoed other brands along with the Vögeles, and they were all good, but after a trip to the Wirtgen Group factory in Tennessee

Continued . . .



Discover more at
ModernUpdate.com

Vögeles are built to last

... continued

where they manufacture the Vögele pavers, we decided these were the best for us," recalled Dustin. "They are built tough, sturdy and to put down hundreds of thousands of tons of material without major breakdowns. Asphalt is abrasive, so it's hard on equipment. In our estimation, a good paver can withstand that and last 10 years while running a million tons through it. We believe the Vögeles will do just that."

The Wirtgen Group sent an Applications Specialist to help train Poe Asphalt personnel on the machines. Modern Machinery provides further support with parts and service as needed for the pavers.

"Nathan, Wirtgen and Modern have been terrific to work with," noted Mark. "They ensured that we have the right pavers to meet our needs, and that they would back them. They have more than met our expectations."

"We appreciate the relationship our two companies continue to build," said Modern Machinery President Brian Sheridan. "As with all our customers, we're here to help Poe Asphalt in any way we can."

Providing solutions

The Poes know that the Vögele pavers will help them continue putting down solid asphalt mats that often lead to honors such as the High Quality Asphalt Pavement Construction Award

it received from the Washington Department of Transportation for the U.S. 195 project it completed from Colfax to Dry Creek in 2013. The Washington Asphalt Paving Association gave Poe Asphalt Paving its Smoothness Award for another job on U.S. 195, this one from the Idaho state line to Colton.

"Quality is extremely important to us; not because of the awards, but because it leads to more durable and better-driving roads for the general public, as well as smoother and longer-lasting parking lots and driveways for our customers," said Brian Poe. "That and providing outstanding customer service are our top priorities. Dad and Grandpa always stressed that to Dustin and me, and we take it to heart."

That focus has led to many satisfied and repeat clients throughout the family's six decades in the asphalt business.

Mark pointed out that he spoke with a customer recently who said he uses Poe Asphalt for three distinct reasons, "You guys bring our projects in on time, on budget and always provide solutions to our problems."

"That's the goal of every project we build. I think Grandpa would be extremely proud to know that we are in our fourth generation and continuing the quality work and values he started," Mark explained. ■

For smaller paves such as driveways, parking lots, patches and residential streets, Poe Asphalt Paving employs a Vögele Super 1700-3i. The fourth-generation business has earned several quality awards from the state of Washington for its work on larger projects.



▶ VIDEO

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MODERN MACHINERY PURCHASES AGGRECON WEST

KPI-JCI, AMS products now available in seven states

Modern Machinery significantly enhanced its equipment offerings with its recent acquisition of AggReCon West, a division of Astec Industries. The purchase adds KPI (Kolberg-Pioneer Inc.)-JCI (Johnson Crushers International) and AMS (Astec Mobile Screens) crushing and screening products to Modern Machinery's offerings for both purchase and rent.

KPI-JCI was formed 20 years ago when the two companies consolidated into a single brand, offering one of the broadest selections of rock crushing and screening equipment for the aggregate, mining and paving industries. It has manufacturing operations in Yankton, S.D., and Eugene, Ore. From its home in Sterling, Ill., AMS provides screening solutions for quarrying,

recycling, sand and gravel, coal, landfill and other material-handling operations.

"We have been representing multiple aggregate manufacturers, but we believed it was best to consolidate our crushing and screening business. The addition of KPI-JCI and AMS products is a giant step in that direction," said Modern Machinery President Brian Sheridan. "We have terrific products to sell, and we plan to augment our rental fleet with KPI-JCI and AMS equipment, giving us the largest aggregate rental fleet in the United States."

In addition to Montana, Modern now carries KPI-JCI and AMS equipment throughout northern California, Oregon, Washington, Hawaii, Alaska and Idaho. Products available

Continued . . .

Modern Machinery's purchase of AggReCon West KPI-JCI and AMS provides crushing and screening options. "We plan to augment our rental fleet with KPI-JCI and AMS equipment, giving us the largest aggregate rental fleet in the United States," said Modern Machinery President Brian Sheridan.



Committed to product quality, outstanding service

... continued

include jaw, impact and cone crushers; high-frequency, horizontal and incline screens; stackers and conveyors; coarse- and fine-material washers and much more.

“Having a comprehensive offering of equipment for a variety of industries remains a goal of Modern Machinery, and the addition of the KPI-JCI and AMS lines fits right in with that philosophy,” said Sheridan. “We also believe that they have the best technical and parts support in the industry. They have a regional manufacturing operation in our territory, which is another reason we appreciate KPI-JCI and AMS. Customers can more easily visit their plants, we can send personnel there for training and customers have access to top executives such as Jeff Elliott, Ron Earl, Jeff Lininger and Jeff Schwarz, who are based in our area.”

Dedicated team

Sales Representatives Roy Addyman (Montana, Idaho), Sam Braithwaite (Oregon, eastern Washington), Todd Cope (western Washington, Hawaii) and Ron “Stretch” Payne (product support for western Washington and sales for Alaska) can assist with purchases or rentals of KPI-JCI and AMS machinery.

“Those men have extensive experience in the aggregate industry, so they can provide comprehensive solutions to maximize productivity and efficiency,” said Sheridan. “For instance, they recently helped a customer design and construct a customized plant and in

the process saved him a considerable amount of money compared to what he had planned.”

The four sales reps are part of a team dedicated to meeting aggregate customers’ needs with KPI-JCI and AMS equipment. Modern Machinery retained 16 people from AggReCon West during the acquisition, including several factory-trained technicians, parts personnel and product-support representatives.

“We’re committed to giving customers the best products as well as outstanding service. The employees from AggReCon West offer that, just like everyone who already worked for Modern,” said Sheridan. “In addition, when we purchased Spokane Machinery in 2010, that gave us custom fabrication capabilities that we didn’t have before. We can build conveyors and other items to fit nearly any operation.”

Carlson Dealer of the Year

Astec Industries is also the parent company for Carlson Paving Products, a leader in highway-class screed technology. Modern Machinery began carrying the Carlson brand in 2016 and was named the company’s Dealer of the Year in its first year with the line.

“We’re extremely proud of that honor,” said Sheridan. “Carlson makes several high-quality screeds that can be used in conjunction with a variety of pavers. We believe they are among, if not the best, in the business, just like KPI-JCI and AMS equipment.” ■

Modern Machinery now carries KPI-JCI and AMS equipment throughout northern California, Oregon, Washington, Hawaii, Alaska and Idaho, as well as Montana.



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and Komatsu
is the best.”

TAD GRIFFITHS
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DEMOS IN THE DESERT

Hundreds of customers test drive the latest machines at Komatsu's Las Vegas Demo Days



Bob Post,
Komatsu Director
of Marketing
Communications

Komatsu welcomed more than 350 people to its Las Vegas Demo Days in October 2016. The event featured six days of demonstrations and all of Komatsu's *intelligent* Machine Control excavators.

In total, Komatsu had 27 machines available for customers to operate: three *intelligent* Machine Control excavators (PC210LCi, PC360LCi and PC490LCi); eight additional excavators (PC55MR, PC88MR, PC138USLC, PC228USLC, PC210LC, PC270LC, PC360LC

and PC490LC); six wheel loaders (WA270, WA320, WA380, WA470, WA500 and WA600); four *intelligent* Machine Control dozers (D51PXi, D61PXi, D65PXi and D155AXi); three additional dozers (D39PX, D61PX and D65EX); two trucks (HM400 and HD605); and a GD655 motor grader.

"It's important for attendees to get the best feel possible for our machines at Demo Days," explained Komatsu Director of Marketing Communications Bob Post. "We put the equipment in real-life applications with rocky soils. For the *intelligent* Machine Control equipment, we uploaded plans so customers could get a chance to operate with full automation. We want everyone who comes to one of our Demo Days to see exactly what a machine can do and go home with all of their questions answered."

Komatsu traditionally hosts two Demo Days at its Customer Center in Cartersville, Ga., each year. The Las Vegas event was planned to make it easier for customers in western states to attend. ■



Discover more at
ModernUpdate.com



(L-R) Dan Kipp of Modern Machinery with Justin and Mike LaFave as well as Chad Rorabaugh of AES.

(L-R) Nolan and Gerald Perkl of LDP Construction, Marc Bandy of Modern Machinery, with Dave Thomas and Bob Bergley of Thomco Construction.



(L-R) Dave Flemming of Komatsu, Justin Mettler and Jarred Tracy of Mettler Construction and Daniel Avelar of Modern Machinery.





▶ VIDEO

A Komatsu PC490LCi – the world’s largest *intelligent* Machine Control excavator – loads an HM400 articulated haul truck at Komatsu’s Demo Days in Las Vegas.



(L-R) Brian Clopton of Clopton Excavating with Rob Jacobs and Michael Blankenship of Modern Machinery.



(L-R) Tyler and Jason Halme of Halme Construction with Ken McGuire of Modern Machinery.



(L-R) Joe Bond, Nick Rognlin and Dustin Johnson of Rognlin’s Inc.



(L-R) Kory Bladt of Modern Machinery with Kirk and Kody Taylor of Mettler Construction.



(L-R) Dan Hollist of DePatco, Inc., Logan Ormond of Modern Machinery and Chris Stoddard of DePatco, Inc.



(L-R) Ryan McMillan and Bill Schmidt of Schmidt Construction with Jared Johnson of Modern Machinery.

(L-R) Spencer Chamberlain and Ken Meyer of Pacific Excavating with Mike Murphy of Modern Machinery.

(L-R) Ken McGuire of Modern Machinery with Brandon Vickery and Jesse Hurst of Hurst Construction.

(L-R) Joe Barnes and Ralph Lopriore of Gary Merlino Construction with AJ Scoffone of Modern Machinery.



Equipment, information on-hand at Demo Days

... continued



Jock Clause of Western Construction.



(L-R) Brian Rush of Tera Underground, Jason Anestberger of Komatsu and Steve Bauman of RP Development.



(L-R) Mark Scoccolo of SCI Infrastructure, Inc., Lamont Cantrell of Modern Machinery and Tyson Lashbrook of SCI.



(L-R) Tommy Callen and Vince Stremler of Stremler Gravel, Rick Bosman of Modern Machinery and Dave Fleming of Komatsu.

Las Vegas Demo Days gave customers a chance to operate Komatsu's *intelligent* Machine Control dozers.



(L-R) Larry and Aaron Cargile of L&L Cargile with Ken McGuire of Modern Machinery.



(L-R) Eric Robertson and Robert Angelini of Robco, Inc. with John Hamlin of Modern Machinery.

(L-R) Patrick Scoccolo of SCI Infrastructure, Inc., Michael Foote of Modern Machinery and Chris Duesterbeck of SCI.





Demo Days attendees operate an array of Komatsu wheel loaders. Six loaders, ranging in size from a WA270 to a WA600, were part of a 27-machine fleet available for demo at the Las Vegas event.



Nick Coluccio (left) of Coluccio Construction and Michael Blankenship of Modern Machinery.



Jeremy Duncan (left) of Castlerock Excavating and Gary Boos of Modern Machinery.



Justin (left) and Jeff Taylor of Taylor's Excavating.



Ken Freeman (left) of Camby Excavating and Mark Parsons of Modern Machinery.



(L-R) Chris Thompson of Modern Machinery, Evan Hufana of Black Hills Excavations, Matt Brannon of Road Machinery LLC and Jarin Ruiz of Black Hills Excavations.

Ed (left) and Dave Thomas of Thomco Construction.



(L-R) Kory Bladt of Modern Machinery with Jeff, BJ and Bob Hall of H&B Crushing.

A GLIMPSE INTO THE FUTURE

CONEXPO sets records as attendees look for 'what's next' from Komatsu, construction industry



(L-R) Dean Graham, Mike McCann, Craig Owens, Brian Andrews and Scott Palmer of M.A. DeAtley Construction learn about Komatsu's SMARTCONSTRUCTION solutions.

Attendees of CONEXPO-CON/AGG may have gone to the show "Imagining What's Next," but they left with a solid idea of what the present and future of the construction industry hold. Much of what they saw at the triennial event – which set records for net square feet of exhibits, number of exhibitors and educational sessions – involved new technology designed to make the workforce and equipment more efficient, more productive and safer than ever.

Komatsu showcased its combination of *intelligent* Machine Control dozers and excavators as well as SMARTCONSTRUCTION. Introduced at CONEXPO three years ago, innovative *intelligent* Machine Control equipment features

Attendees browse through the exhibit hall where Komatsu featured its latest standard machinery, a virtual reality simulator area, a Komatsu CARE Certified used machine, a company store and more.





(L-R) Chris Tarte and Kimberly Ames of Gary Merlino Construction test the virtual reality simulators. "I could see this being a handy tool for training new operators or apprentice operators. They could use it in training and then step into the cab of a real machine and know what the controls can do," shared Tarte, an Operating Foreman.

factory-integrated GPS technology that works from rough-cut to finish grade without the need for traditional masts and cables associated with aftermarket systems. Komatsu's first *intelligent* Machine Control excavator was the PC210LCi-10, and during CONEXPO the company previewed its next-generation PC210LCi-11.

SMARTCONSTRUCTION takes *intelligent* Machine Control to another level with a comprehensive list of services that can help customers increase their production and profitability.

"SMARTCONSTRUCTION is integrated support and solutions," explained Jason Anetsberger, Komatsu Senior Product Manager. "With one phone call to Komatsu we can supply *intelligent* Machine Control equipment, train operators to utilize them most efficiently and provide quality 3-D data to get the most out of the machines. Additionally, Komatsu offers other tech such as aerial mapping with drones or our SMARTCONSTRUCTION cloud-based service that helps monitor production and progress on the jobsite. Komatsu's goal is to be a partner to our customers by delivering the best technology and service to ensure high productivity and efficiency."

Komatsu highlighted the future of operator training with a virtual reality simulator that attendees could test. This tool is designed to accurately simulate operating an excavator on a jobsite. "It was a good experience, very life-like,"

Continued . . .

Komatsu machines earn accolades for highest retained value



Product Managers Rob McMahon (Left, GD655) and Craig McGinnis (Right, WA320), along with Keith Allmandinger, Senior Marketing Manager for Komatsu Forklift U.S.A. (BX50 line), accept Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception.

Komatsu's WA320 wheel loader, GD655 motor grader and BX50 forklift lines received Highest Retained Value Awards from EquipmentWatch at a CONEXPO reception. It is the industry's only award based on residual values for heavy equipment. All models honored are projected to retain the highest percentage of original value after five years, among all competitors in their respective categories.

To calculate the 2017 awards, EquipmentWatch analysts considered 12,536 models in their valuation database, which were then narrowed to 156 series from 36 brands. Once the finalists were set, residual values were calculated at the series level by leveraging a database covering more than \$412 billion in market activity to identify each category winner.

The Highest Retained Value Award is indicative of excellence across a manufacturing organization, according to EquipmentWatch Vice President Garrett Schemmel. He noted that product quality has the most obvious impact on an asset's performance in the secondary market, but residual values are also highly influenced by brand affinity and fair original pricing. A manufacturer must excel on all three fronts to gain recognition as a Highest Retained Value Award winner. ■

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Want to make your next machine acquisition really count? Komatsu's lineup of automated excavators, including the all-new PC360LCi-11 and PC490LCi-11, feature a revolutionary, factory integrated, machine control system. The exclusive *intelligent* Machine Control technology lets operators focus on moving materials efficiently, without worrying about digging too deep or damaging the target surface. Contact your Komatsu distributor to learn how you can hit pay dirt today with Komatsu innovation.

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Attendees see latest technology at CONEXPO

... continued

said Nick Beneke with DeLoss Construction of Spencer, Iowa. "The controls were very responsive. It was like running a real machine, so I can see how it would be good for training new operators or even to fine-tune skills for veteran operators."

Latest Tier 4 machinery, Certified CARE excavator

Additional new machinery at the show included Komatsu's first 36-ton size class Hybrid HB365LC-3 excavator, developed with as much an emphasis on increased productivity as on fuel economy. Similar to previous hybrid

Continued . . .



Shane (left) and Dale Taylor of D. Taylor Construction get an up-close look at Komatsu's WA270 wheel loader.



David Barker (left) and Chris Eickstadt of Modern Machinery take a look at the machinery on display at CONEXPO, held in Las Vegas March 7-11.



Joe (left) and Dan Sebens of Big Sky Asphalt, Inc. inspect a Komatsu GD655 motor grader.



(L-R) Mike Edelbrock, Travis Johnson and Boyd Edelbrock of Mickelo Construction, LLC meet with Modern Machinery Territory Manager Marc Bandy and Wade Edelbrock of Waeco Construction, LLC.



Shane Plummer of Superior Construction takes a break in the exhibit hall.

Komatsu's outdoor booth focused attention on *intelligent* Machine Control dozers and excavators as well as SMART CONSTRUCTION, Komatsu's integrated support and solutions for operator training, 3-D data, aerial mapping with drones, and a cloud-based service that helps monitor production and progress on the jobsite.

Modern Machinery customers enjoy CONEXPO

... continued



Modern Machinery Territory Manager Dan Kipp (second from left) meets with a group from McDonald Excavating, Inc. of Washougal, Wash.



Mike Farrell of McDonald Excavating takes a stroll through Komatsu's outdoor exhibit area. "We've updated our whole fleet the last two or three years to all brand-new machines. The guys love the Komatsu equipment," Farrell shared.



Carmen and Tuff McDonald of McDonald Road Construction, Inc. learn about Komatsu CARE, which ensures that pre-owned equipment, such as this PC170LC-10, have service intervals performed by Komatsu factory-trained technicians for the first three years or 2,000 hours.



Dane Cotten of DC Excavation (left) chats with Vince Blanton of Williams Civil Construction.

models, it captures energy normally lost during a swing cycle and uses it to assist the machine, making it more fuel efficient than a comparable standard excavator. Komatsu also formally introduced the new D51-24 dozers and the PC170LC-11 excavator, while displaying other Tier 4 Final products both in standard and *intelligent* Machine Control versions.

A Komatsu CARE Certified PC170LC-10 excavator with 1,452 hours was also on display to showcase this service program and the value of pre-owned machines maintained under it. Komatsu CARE ensures that pre-owned equipment, such as this excavator, have service intervals performed by Komatsu factory-trained technicians, for the first three years or 2,000 hours using Komatsu Genuine fluids, filters and coolants. The technicians conduct a 50-point inspection at each interval, and all maintenance and service information is available to buyers.

"CONEXPO is a great opportunity to see the latest in equipment and technology that's advancing the construction industry," said Komatsu's Rich Smith, Vice President, Product and Services Division. "It affords us the opportunity to show the broad range of equipment Komatsu offers, from small excavators to large haul trucks, all in one place. In addition, we want attendees to know that we are more than an equipment manufacturer. We offer outstanding parts, service and jobsite solutions. Komatsu is here to support customers from the time they purchase a machine until they are ready to trade it." ■

The next CONEXPO-CON/AGG is set for March 10-14, 2020.



A CONEXPO-CON/AGG visitor looks through a headset as he takes part in a virtual reality simulation of operating an excavator at a jobsite.

I AM KOMATSU



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I AM KOMATSU

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KEVIN URIG

KMU TRUCKING & EXCAVATING / AVON, OH

THE CUSTOMER IS ALWAYS RIGHT.

“Komatsu’s product support is the biggest thing with me. Their equipment is quality. The products with *intelligent* Machine Control technology help make my crews more efficient, and my estimates more competitive. We have never had any major issues, and if we have a concern, they stand behind us. Komatsu is a great company to work with!”



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021

POWER AND EFFICIENCY

Komatsu releases new Hybrid HB365LC-3 excavator built for performance, fuel savings

Equipment owners are always looking for ways to increase production while decreasing costs. Komatsu's new Hybrid HB365LC-3 excavator – the industry's first true hybrid in the 36-ton size class – offers increased fuel efficiency without sacrificing performance, providing owners the best of both worlds.

"The Hybrid HB365 will be equal or better than our standard PC360LC excavator in terms of production, but with fuel savings that could be as much as 20 percent," said Kurt Moncini, Komatsu Senior Product Manager – Tracked Products.

Komatsu's unique hybrid system reduces fuel consumption through an electric swing motor-generator that captures and regenerates energy as the upper structure slows down and converts it into electric energy. The regenerated energy is stored in the capacitor and is used by the motor generator to provide swing power. An engine-mounted motor generator also uses stored energy to provide engine assistance when required.

"The Hybrid HB365LC will be a great fit for customers who use their excavators in high-swing applications," stated Moncini. "Each time the excavator swings, the capacitor is getting charged. That allows the engine to use electric power instead of fuel and operate at a lower rpm."

Tier 4 and more

The excavator features a Tier 4 Final, 269-horsepower, six-cylinder engine with a motor-generator and capacitor. The design of these two components also allows all swing energy that is captured to be used for boom and arm function.

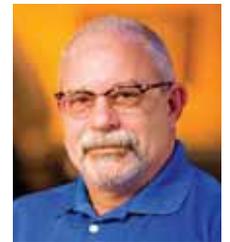
"When it comes to the boom arm and bucket, the capacitor drives the swing and all available engine horsepower can go into the hydraulic

system," explained Moncini. "This creates faster cycle times and a very quick, responsive swing."

The engine has a Komatsu aftertreatment system that meets U.S. EPA Tier 4 Final emissions regulations. A Komatsu Diesel Particulate Filter and Selective Catalytic Reduction work together to inject Diesel Exhaust Fluid and decompose nitrous oxide into non-toxic water and nitrogen.

The ROPS cab gives operators a spacious and safe working environment. Features include vibration-dampening mounting and a fully adjustable, air-suspension seat and arm rests.

Another important element is the 7-inch, color LCD monitor, which shows key machine information. The monitor displays a capacitor charge gauge, DEF levels and rearview camera. It has an Operator ID system that records machine-operation and application data for up to 100 individual ID codes. ■



Kurt Moncini,
Komatsu Senior
Product Manager –
Tracked Products

Quick Specs on Komatsu's Hybrid HB365LC-3 Excavator

Model	Horsepower	Operating Weight	Bucket Capacity
HB365LC-3	269 hp	78,645-80,547 lb	0.89-2.56 cu yd

Komatsu says the Hybrid HB365LC-3 will be equal or better than its standard PC360LC excavator, but with up to 20-percent greater fuel efficiency.



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BIG-TIME VERSATILITY

Komatsu's PC170LC-11 excavator provides flexible options for utility contractors

Operators looking for a lightweight excavator have found an answer with Komatsu's new PC170LC-11. The 40,000-pound-class hydraulic excavator also gives owners a choice between two counterweights to best fit the machine to its application.

"The PC170LC-11 is well-suited for a wide variety of smaller, general construction jobs like grading, excavating and loading applications," said Andrew Earing, Komatsu Project Manager - Excavators. "A standard PC170LC-11 is below the 40,000-pound limit, so it can be towed behind a truck with a trailer. The ease of transporting and versatility are very beneficial for customers who need to handle multiple jobs in a day with minimal equipment."

The machine operates at 38,730 pounds with a standard counterweight configuration and at 41,338 pounds with the heavier counterweight.

"For operators who are running couplers, thumbs and other attachments, the heavier counterweight helps maintain the over-the-side lift capabilities as they would have with the standard counterweight," explained Earing.

Small frame, big power

The new excavator boasts a 121-horsepower, Tier 4 Final engine that, with the Komatsu Diesel Oxidation Catalyst, eliminates the need for active and manual regeneration. In addition, the new machine includes Selective Catalytic Reduction to lower nitrogen oxide emissions, Komatsu Auto Idle Shutdown and wide-access service doors to make it easy to reach components for ground-level maintenance.

Also, an enhanced P mode provides up to 6-percent improvement in productivity when

compared to the previous model. Like the rest of Komatsu's Tier 4 machines, the PC170LC-11 is covered by Komatsu CARE for the first 2,000 hours or three years of operation.

Comfortable and efficient

Operator comfort and efficiency were also upgraded in the new PC170LC-11. The integrated ROPS cab features a high-back, heated, air-suspension seat with adjustable arm rests.

The cab also includes a 7-inch, high-resolution LCD display monitor that gives operators enhanced hydraulic attachment control, with one-way/two-way flow and programmable work tool names and settings. It features a rearview camera display and the ability to store up to 100 individual ID codes. ■



Andrew Earing,
Komatsu Product
Manager - Excavators

Quick Specs on Komatsu's PC170LC-11 Excavator

Model	Net Horsepower	Operating Weight	Bucket Capacity
PC170LC-11	121 hp	38,730 - 41,338 lb	0.48 - 1.24 cu yd

Komatsu's new 121-horsepower, Tier 4 Final PC170LC-11 excavator has two counterweight options to best fit the machine to its application.



BUILDING ON SUCCESS

New D51-24 dozer features improve efficiency, durability of original award-winning design



Jonathan Tolomeo,
Komatsu Product
Manager

Ten years ago Komatsu introduced its first super-slant nose dozers, the D51-22s. A year later they earned an International Design Excellence Award for the unique design which allows operators to see objects that are close to the blade, dramatically increasing efficiency and production on the jobsite. During the past decade, Komatsu brought that same innovation to additional dozer models, including its new Dash-24 D51s.



Chuck Murawski,
Komatsu Product
Manager

“The super-slant nose design moves the operator forward 20 inches, which delivers unrivaled visibility to the six-way power angle tilt blade and the work at hand,” said Jonathan Tolomeo, Komatsu Product Manager. “Visibility is further improved because Komatsu moved the air intake and the exhaust stack to the left side of the slant-nose hood so that it’s in line with the pillar. This offers the operator an unrivaled view, compared to the rest of the industry.”

Komatsu’s new D51EX-24 and D51PX-24 dozers maintain the award-winning slant-nose design, but new features provide better fuel efficiency and productivity. A parallel linkage undercarriage system (PLUS) with rotating bushings is now standard.



More efficient engine, transmission

Two models are available – D51EX-24 and D51PX-24 – both with a more efficient Tier 4 Final engine that lowers fuel consumption by up to 13 percent, while at the same time boosting production by as much as 15 percent. The engines use a Diesel Oxidization Catalyst and Selective Catalytic Reduction system, eliminating the need for a Diesel Particulate Filter. It has a variable geometry, water-cooled turbocharger that automatically controls back pressure and the exhaust system to maintain temperatures for better regeneration.

“Like their predecessors, the new D51-24 dozers feature a hydrostatic transmission (HST) that gives them excellent maneuverability and a smooth, comfortable ride,” reported Komatsu Product Manager Chuck Murawski. “The HST is customizable with quick-shift settings and variable-speed selection for maximum efficiency during fine and rough grading operations, with travel speeds to match job conditions and operator preference.”

Standard PLUS undercarriage

A parallel linkage undercarriage system (PLUS) with rotating bushings is now standard, as are a triple-labyrinth-seal final drive and a debris shield that provides longer undercarriage life and lowers repair and maintenance costs. The final-drive seal creates a restricted path for debris, while the shield directs debris away from the final drive and the floating seal area.

Self-adjusting idler support provides constant and even idler tension, reducing vibration and increasing undercarriage life. Komatsu’s PLUS undercarriage system now includes five-year or 6,000-hour assurance. (See related article on Komatsu’s Undercarriage Assurance Program).



Quick Specs on Komatsu's D51EX-24 and D51PX-24 Dozers

Model	Horsepower	Operating Weight	Bucket Capacity
D51EX-24	131 hp	30,821 lb	3.8 cu yd
D51PX-24	131 hp	31,438 lb	4.4 cu yd

Komatsu improved the durability of the dozers by utilizing heavy-plate steel for the nose as well for the hydraulic and fuel tanks. Reinforced mold boards on the blades of the D51EX-24 and D51PX-24 provide greater wear resistance.

More durable frame, blade

Komatsu improved the durability of the dozers by utilizing heavy-plate steel for the nose as well as for the hydraulic and fuel tanks. The dozer frame is manufactured with full steel castings.

The U frame behind the blade is reinforced, and the box section is thicker with fewer welds. Reinforced mold boards on the blades of the D51EX-24 and D51PX-24 provide greater wear resistance. The D51PX-24 offers a higher-capacity 4.4-yard blade, which can increase production by up to 15 percent.

Both dozers have manually adjustable blade pitch that boosts productivity. Operators can choose from three blade modes (Fast, Fine or Normal) to match conditions and preferences. For example, Fast mode increases blade speed while using the same amount of lever movement.

Enhanced technology

A redesigned cab features new technology that includes an easy-to-read and use, large, 7-inch, high-resolution, multi-color LCD monitor with Ecology guidance and onboard diagnostics that require no additional tooling. Hundreds of parameters can be measured through the monitor, and operators can make adjustments to blade settings and travel speeds.

An integrated rearview camera can be synchronized with the travel lever, so that when the dozer is shifted into reverse it displays what's behind the machine. This saves the operator from turning around, reducing overall fatigue.

The D51-24s now have one pedal with two modes, Braking and Deceleration. "Deceleration slows down the travel speed and the engine rpm," explained Murawski. "Braking keeps the rpm constant and slows the machine, which is handy for fine grading and on jobsites where there are lots of contour changes and blade motion during grading."

Additionally, the D51-24s have Komatsu's Auto Idle Shutdown that reduces excessive idle time and the Operator Identification System, which provides KOMTRAX data for machine operation and applications for up to 100 individual ID codes. A disconnect switch lets operators completely shut down the machine's power for storage. An operating-system lamp sends an alert if the machine is not ready for a complete shut down.

"Customer feedback tells us the D51-24s are highly versatile," shared Tolomeo. "They are very effective for final and fine grading. The D51-24s are also high-production pushing machines, so they are extremely versatile for a variety of applications, including landscaping, site preparation and road construction among others." ■

NEW KOMATSU HARVESTER

Unique Comfort Bogie system provides maneuverability and superior handling in challenging terrain



Steve Yolitz,
Manager,
Marketing Forestry,
Komatsu America

Forestry work often involves navigating challenging terrain. Komatsu's 931XC (eXtreme Conditions) eight-wheel-drive (8WD) harvester stands up to the task with a unique double Komatsu Comfort Bogie system that provides maximum maneuverability and productivity on steep, rough or soft terrain.

The 931XC builds upon the proven 931 six-wheel-drive (6WD) platform with its innovative hydraulic pump system, best-in-class ergonomic cab, four-way

cab/crane leveling and 360-degree cab/crane rotation. What sets it apart from other 8WD harvesters is the unique drive system that starts with Komatsu's proven articulated frame joint, rear-swing axle with +/- 16-degree left/right oscillation and the high-oscillation Comfort Bogie front axle. The trademark Komatsu Comfort Bogie is added to the rear-swing axle to provide excellent uphill/downhill and left/right oscillation.

"The Comfort Bogie drive system gives the 931XC superior handling characteristics as the harvester follows the terrain more closely than 8WD machines with a fixed rear-axle design," said Steve Yolitz, Manager, Marketing Forestry, Komatsu America. "This 8WD system dramatically reduces rear ground pressure, resulting in 54 percent lower psi with tracks and 23 percent lower psi with tires compared to the 6WD 931 model."

Komatsu's 931XC's unique double Comfort Bogie system provides maximum maneuverability and productivity on steep, rough or soft terrain. The new eight-wheel-drive system dramatically reduces ground pressure compared to the six-wheel-drive model: 54 percent lower psi with tracks and 23 percent lower psi with tires.

Lighter footprint with powerhouse abilities

Yolitz points out that the lighter tire footprint reduces the need for tracks and chains, potentially increasing fuel economy. Additionally, the 931XC has 12 percent more tractive effort, 1.8 inches of additional ground clearance and 14 percent greater crane slewing torque.

"Combine those features with the 8WD double Comfort Bogie drive system, and the 931XC becomes a harvesting powerhouse able to take on nearly any terrain a forestry contractor may face," said Yolitz. "To further enhance its abilities to work in tough conditions, it features heated batteries, diesel exhaust fluid, engine coolant and hydraulic oil systems, which improve cold weather starting." ■



Discover more



LONGER UNDERCARRIAGE COVERAGE

New Assurance Program sets industry standard

How does Komatsu evaluate the quality of its undercarriage components? One way is by analyzing the dependability of components and also collecting insight on the user experience to gather feedback from those who use the product.

“We believed that the previous terms were not indicative of how positively we feel about the quality of our undercarriage,” said Jim Funk, Komatsu Senior Product Manager - Undercarriage. “That led us to extend our terms for all dozers and excavators and, in turn, really separate Komatsu from the competition.”

Komatsu’s new Undercarriage Assurance Program covers all conventional and PLUS (Parallel Link Undercarriage System) components against leakage and breaks. Conventional components are covered for four years or 5,000 hours, whichever comes first. PLUS undercarriages are covered for five years or 6,000 hours. Also, this new policy allows coverage terms to restart on any group of components replaced while supported by both the customer and Komatsu. Previously, all Komatsu undercarriage components were included under the same terms, three years or 4,000 hours.

“This new assurance program is the longest in the industry,” noted Funk. “Every major undercarriage component is included in this policy – link assemblies, rollers, idlers and shoes. If there is an issue that is not due to improper use or other influences, customers can expect that Komatsu will stand behind the product and provide support.”

Manufactured for durability

Funk added, “We are proud to say that Komatsu undercarriage components are built

and designed by Komatsu, specifically made for our machines. They are precision-machined and heat-treated for exceptional performance and durability.”

All sizes of dozers and excavators put in use starting from July 1, 2016, now fall under the Undercarriage Assurance Program, as do replacement undercarriages installed since that date.

“This is not a short-term deal,” Funk emphasized. “It’s now our standard and another Komatsu mark that sets the industry standard. We understand our customers expect quality and value. This new coverage shows that they are going to get both when purchasing Komatsu Genuine Undercarriage.” ■

Komatsu’s new Undercarriage Assurance Program covers conventional undercarriage components against leakage and breakage for four years or 5,000 hours, whichever comes first. PLUS (Parallel Link Undercarriage System) undercarriages are covered for five years or 6,000 hours. The extension is now standard and the industry’s longest.

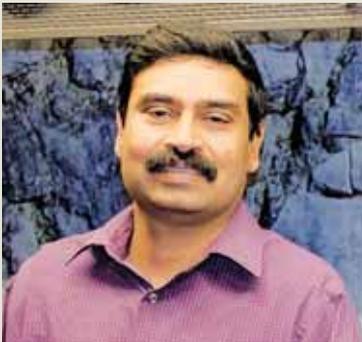


Jim Funk,
Komatsu Senior
Product Manager -
Undercarriage



IMPROVED OPERATIONS

Vijay Dara explains how continuous, measured improvement drives manufacturing process



Vijay Dara, Director,
Manufacturing Administration

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.

Vijay Dara joined Komatsu nine years ago and began his tenure in corporate strategy. He has worked in manufacturing administration for the last five years. In his current role as Director, Manufacturing Administration, he serves as an internal advisor and supporter to the Komatsu America production and warehouse locations to enable standardization of all strategic and tactical activities for safety, legal compliance, quality, delivery and cost (SLQDC).

“The SLQDC acronym is a very common and important one in manufacturing,” said Dara. “All aspects need to work together to have a successful operation, and all aspects are important.”

Dara has more than 20 years of experience in manufacturing, procurement, design engineering and information technology in off-highway and automotive industries.

Originally from India, Dara earned his bachelor's degree in mechanical engineering from the University of Mumbai, India, as well as an MBA from the University of Michigan, Ann Arbor.

In addition to his manufacturing responsibilities, Dara is also involved in Komatsu America's Leadership Development Program “Trax.”

“Trax is a great thing for Komatsu to offer,” he said. “It has helped me develop as an individual and to contribute both at work and at home.”

Outside of work, Dara enjoys spending time with his wife, Samatha, and their two children.

QUESTION: What has Komatsu done to make its manufacturing operation more efficient?

ANSWER: Two years ago we began to include spare or service parts warehousing, along with production/assembly, in our definition of manufacturing. While this may seem like a small detail, it is important because it requires us to consider the entire machine's life cycle and integrated supply chain when making decisions.

QUESTION: What is the impact of this change?

ANSWER: It has helped us to better understand how the entire process works together. One example is with spare parts availability. There isn't any difference between a part that is made for a new machine or one that is stocked for spare parts – one gets put on a machine, the other goes into a box – the engineering and manufacturing/procurement are the same.

Prior to including parts warehousing in our definition, the warehouses and production facilities worked independently of each other. Now, if a customer needed a part that was out of stock, the warehouse could call the production plant, that would then make or procure a new one, pull one from its production line or take the part from a machine that was in production.

By including warehousing under one umbrella, all areas are now on the same page. They work together particularly to plan inventory, procurement and transportation needs; and unexpected needs are easier to manage, which is an advantage to Komatsu. However, customers also benefit because it means that warehouses should have more access to parts in-stock or be able to get them faster.

QUESTION: How do you think that process will evolve in the future?

ANSWER: I think we will eventually see warehouses located closer to the production plants. The proximity will have a very positive effect on the whole process. The parts are made at the production plant, and if they aren't installed on a machine, they are put on a shelf. It eliminates many logistical costs and makes communication between production and warehousing a lot more efficient. It gives the parts warehouse access to all of the manufacturing operation's resources as well.

QUESTION: What process does Komatsu use to check the quality of its parts after they leave the manufacturing plant?

ANSWER: Every plant has a Quality Assurance (QA) Manager who is responsible for seeing that the quality of the products meets customers' needs. After a machine leaves the plant we use customer-driven metrics to evaluate the quality. When a customer files a warranty claim on a part (100 hours, 500 hours or later) or even when the plant identifies a nonconformity before shipment, we really dig into the claim to see what occurred through the entire supply chain. It is our goal to determine if the issue was isolated or something that affects every part/machine and causes us to reevaluate our engineering and manufacturing processes. The QA Manager works with other personnel within and outside of Manufacturing to address quality issues in a streamlined manner utilizing QC concepts to correct the concern.

QUESTION: Will there ever come a time when there are no claims?

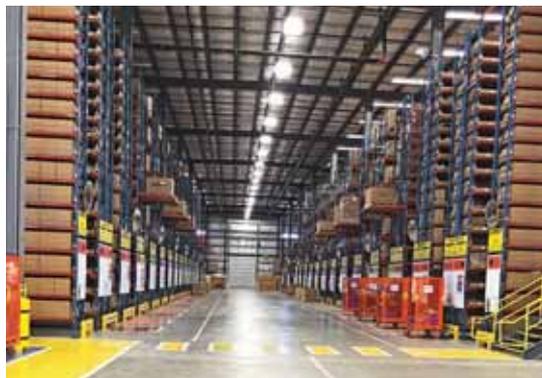
ANSWER: That is always our desire. We know that it is realistically improbable, but we believe we can continue to improve if our goal is zero. As long as we are improving, we do not get discouraged when we receive a claim. Instead, we see every claim as an opportunity to learn and better our machines. So, in a way, we actually view a claim's "bad news" as good news. ■



By locating spare parts warehouses closer to production facilities, warehouses have better access to the resources of the manufacturing plants and increased availability.



While Komatsu strives for zero customer claims on its parts and machines, Komatsu Director, Manufacturing Administration, Vijay Dara sees each claim as an opportunity to improve engineering and manufacturing processes.



Komatsu began including spare parts warehousing in its definition of manufacturing two years ago.

LOWERING UNIT COSTS

Mining groups help customers evaluate proper equipment and best practices for improvement



J.D. Wientjes,
Director,
Komatsu Application
Engineering Group



Pat McCarthy,
Director, Komatsu
Mining Optimization
Group

Komatsu Mining's Application Engineering Group helps mines determine the proper fleet and equipment size. "This exercise typically involves reviewing site productivity and operating goals, as well as equipment performance objectives, both near- and long-term," said Director J.D. Wientjes.

Mining involves moving materials from point to point at the lowest per-ton costs possible. To accomplish that takes the proper equipment as well as a solid plan for how to best use it in a particular operation. Komatsu Mining helps customers with both aspects, utilizing the experience of two groups focused directly on making companies more efficient, productive and cost effective.

Selecting the right equipment is about more than getting big machines and putting them to work. Komatsu Application Engineering Group Director J.D. Wientjes explained that it's important to take many factors into consideration, and his team is happy to help with that process.

"Primarily, we work with customers prior to a purchase to determine items such as proper fleet and equipment size,"

said Wientjes. "This exercise typically involves reviewing site productivity and operating goals, as well as equipment performance objectives, both near- and long-term."

Wientjes says sometimes it's not necessary for customers to buy new equipment to increase production and realize greater efficiency.

"We come in with an earnest approach to identify the optimum means of production, and determine if the equipment the mining company is looking to purchase makes the most sense," he said. "Occasionally it doesn't, and it might be best to change practices to better utilize what they already have. We recommend what we believe is most beneficial, and then it's up to the customer to decide what to do."

The Application Engineering Group has numerous examples of these study types.

"Recently, a quarry asked us to look at its historical mining methodology, which had always been to use large dozers pushing long distances at steep incline angles," Wientjes noted. "It wanted to know if there was a better way. Given its existing fleet size and other aspects of its material-handling system, we suggested that the company keep using dozers, but not push long, uphill grades.

"To achieve this, we noted that the available highwall length could be used to develop sequential working faces of varying heights," he added. "This application change would allow the dozers to mine in a stair-step fashion to optimize performance."





The Mining Optimization Group helps mines identify ways to improve practices and maximize production. “Mines change over time. Pits get deeper, haul roads become steeper and other factors come into play,” said Director Pat McCarthy. “Companies have to adapt and change to maintain or gain production. Otherwise, they risk per-ton costs going up and losing their competitive edge.”

Focusing on goals

Mining customers also benefit from Komatsu’s Mining Optimization Group. Headed by Director Pat McCarthy, it identifies ways to improve practices and maximize production.

“Mines change over time. Pits get deeper, haul roads become steeper and other factors come into play,” said McCarthy. “Companies have to adapt and change to maintain or gain production. Otherwise, they risk per-ton costs going up and losing their competitive edge.”

McCarthy and his team collaborate with mine personnel to gather information on the operations and the customer’s goals. Then, the Mining Optimization Group forms a plan to help achieve those aims.

“We look for detailed information in every meeting,” said McCarthy. “As we build the plan, our team tackles the most prominent concern first and then moves down the list. Customers may only implement an item or two, and that’s fine. We’re happy to help any way we can.”

McCarthy cited a prime example of how the Mining Optimization Group solved a common problem that plagues mines and created an innovative approach for improvement.

“There is an optimal target load for every truck, but shovel operators can have difficulty

meeting that each time,” McCarthy explained. “We asked our engineers to develop software for the trucks to identify the actual load on each haul cycle, and this solution is now known as the Optimized Loading Software for the payload management system. It provides the tonnage number to the operator so that person knows exactly to what point to load the truck. This software has helped tighten the distribution curve by calculating the allowable load on each cycle. Mines are seeing up to 30 percent improvement compared to a few years ago.”

No need to get out your wallet

Neither mining group charges for its services. The assistance is all part of Komatsu’s commitment to maximizing customers’ operations.

“Our goal is to help increase the bottom line of our customers,” said Wientjes. “This helps build loyalty with customers who use Komatsu equipment. Hopefully, our services lead to a better, longer-lasting relationship that keeps them purchasing Komatsu products.”

“Anyone considering new Komatsu equipment, or currently using it and looking for better utilization, can contact us anytime,” added McCarthy. ■

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The best dam idea Trump has: rebuilding our nation's infrastructure

Most people couldn't tell you which state Oroville was in before its dam was about to burst. But once the California town was in trouble, the floodgates opened with calls to fix our nation's infrastructure. President Trump supported an infrastructure plan during his campaign, and it's one of the few issues he could unite with Democrats to solve.

"The situation is a textbook example of why we need to pursue a major infrastructure package in Congress," said White House Press Secretary Sean Spicer during a press briefing. "Dams, bridges, roads and all ports around the country have fallen into disrepair. In order to prevent the next disaster, we will pursue the president's vision for an overhaul of our nation's crumbling infrastructure."

It's not just Trump who calls for this plan. The American Society of Civil Engineers reviewed America's infrastructure condition and wrote, "America was given an overall grade of D+ in 2013. This grade indicates that on average; most of the infrastructure are in poor condition and are at risk of failure. In order for the nation to maintain its status as the leading global economy, the state of infrastructure must improve."

Trump's plan calls for more than a trillion dollars in infrastructure spending, and, in theory, it has bipartisan support. However, Republicans and Democrats disagree on whether the funds should come from private or public money.

More disasters sure to occur

Given high-profile emergencies like the Oroville Dam, last decade's Interstate 35 bridge collapse and the failure of the New Orleans levees during Hurricane Katrina, our

infrastructure can't tolerate partisan wrangling for too long. Hurricanes will return, as will increased rains, buckling bridges and dams that degenerate. This country can't afford another Johnstown Flood.

A solution is possible for a deal maker artful enough to secure a political victory. It would entail compromising on the issue of private and public spending, where infrastructure problems are handled by a combination of tax credits and government spending. That should please both parties. ■

John Tures is a Professor of Political Science at LaGrange College in LaGrange, Ga. Contact him at jtures@lagrange.edu. This article was excerpted from an original piece published in the New York Observer.



John Tures,
Professor,
LaGrange College



John Tures, Professor of Political Science at LaGrange College in LaGrange, Ga., says a solution to fixing the nation's infrastructure would entail compromising on private and public spending, where infrastructure problems are handled by a combination of tax credits and government spending. He says it should have bipartisan support.

THE AED FOUNDATION HONORS KOMATSU

Company receives Partner Award for education

Komatsu America has long advocated for education in the construction industry, especially service technician training. The AED Foundation recognized Komatsu for its efforts with the Foundation Partner Award during its annual convention, AED Summit, held earlier this year.

Mike Hayes, Komatsu Director of Distributor Development, received the award on behalf of Komatsu at The AED Foundation Fundraising Gala. Proceeds from this fundraiser help provide educational opportunities in the industry. Hayes has served on The AED Foundation's board for several years and has helped with its workforce goals, such as developing school accreditation programs.

Komatsu Director of Distributor Development Mike Hayes (left) receives The AED Foundation's Partner Award from The AED Foundation President Robert Henderson.



More than 90 percent of students from two-year diesel technician programs with an emphasis on Komatsu equipment find work prior to graduation.



"There is a real skills gap in the industry today, and we have to be proactive in finding and recruiting those individuals who will fill the numerous job openings in the construction industry today and in the future," said Hayes. "Komatsu is doing that by partnering with schools, such as the Oklahoma State University Institute of Technology (OSUIT) and the North Dakota State College of Science (NDSCS), that provide two-year programs in diesel technology with a specific emphasis on Komatsu equipment. We have a 20-year history with OSUIT, and last year the first class graduated from NDSCS."

Classroom, hands-on

Both programs are accredited by The AED Foundation, and Hayes is talking with other schools about starting similar training options. Komatsu supplies some machinery and parts that students use to gain practical knowledge. The schools offer both classroom and hands-on experience. Students rotate attendance between their school and a Komatsu dealership where they work in a shop at a branch location. Dealerships sponsor students and usually provide financial and other incentives to complete their degrees – and often jobs when they have successfully finished the program.

Hayes recently told AED's Construction Equipment Distributor magazine that enrolling in such programs is a great investment in the future, both for students and the industry as a whole. "Schools can teach theory, and they have the latest and greatest technology from manufacturers," according to Hayes. "Many of the technical colleges I talk to report that students have no problem securing employment upon graduation. More than 90 percent have already found work by the time they graduate." ■

Komatsu America CEO Rod Schrader elected to Association of Equipment Manufacturers board

Komatsu America CEO Rod Schrader was elected to the board of directors for the Association of Equipment Manufacturers (AEM), the North American-based international trade group for the off-road equipment manufacturing industry. AEM officers work on behalf of all member companies, giving their time and talents to provide strategic direction and guidance for the association's business-development

initiatives. Areas include public policy; market data; exhibitions; technical, safety and regulatory issues; and education/training.

"With thousands of employees and hundreds of company-owned or affiliated locations across the United States and Canada, Komatsu has a responsibility to ensure that the industries and communities where we do business continue to thrive and grow," Schrader said. ■



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Manufacturer/Model Description Serial No. Year Hours Price

CRAWLER DOZERS



KOMATSU D375A-6	U BLADE, SS RIPPER	60060	2012	2,347	POR
KOMATSU D155AX-7	SU BLADE, MS RIPPER	90173	2014	2,021	POR
KOMATSU D65PX-17	STRAIGHT BLADE	1001	2014	2,401	POR
KOMATSU D65PX-16	STRAIGHT BLADE, LASER SYSTEM	80416	2010	8,673	\$120,000
KOMATSU D65WX-17	PAT BLADE, MS RIPPER	1873	2013	2,832	POR
KOMATSU D61EX-24	PAT BLADE, MS RIPPER, PLUG & PLAY	40105	2016	1,188	POR
KOMATSU D61PX-23	PAT BLADE	31563	2015	2,638	POR
KOMATSU D61EX-15E0	PAT BLADE, MS RIPPER	B47212	2012	1,088	POR
KOMATSU D61PX-15E0	PAT BLADE	B45648	2008	6,553	\$110,000
KOMATSU D39PX-24	PAT BLADE	95004	2016	713	POR

WHEEL LOADERS



KOMATSU WA500-7	2-PASS SPEC, 9.8-YD BUCKET, SCALE	70069	2015	2,407	POR
KOMATSU WA500-7	8-YD BUCKET, STICKSTEER	10314	2014	3,869	POR
KOMATSU WA470-8	5.5-YD BUCKET	100054	2016	1,389	POR
KOMATSU WA380-8	QC	15043	2016	1,374	POR
KOMATSU WA380-7	QC, BUCKET, FORKS	10043	2012	4,174	POR
KOMATSU WA380-7	4.3-YD BUCKET	10004	2012	5,353	POR
KOMATSU WA320-7	QC	80562	2015	1,872	POR
KOMATSU WA320-7	QC	80436	2014	3,447	POR

HYDRAULIC EXCAVATORS



KOMATSU PC650LC-8E0	14' ARM, QC	65341	2015	882	POR
KOMATSU PC600LC-8	11' 7" ARM, QC, 36" BUCKET	55098	2008	10,277	POR
KOMATSU PC600LC-7	14' ARM, QC, 72" BUCKET	20170	2006	11,611	POR
KOMATSU PC490LC-10	13' ARM, QC, THUMB	A40160	2012	3,653	POR
KOMATSU PC390LC-10	13' ARM, QC	A30179	2015	1,586	POR
KOMATSU PC360LC-10	10' ARM, A-LUBE, COMBOHYDS, QC	A33085	2014	2,827	POR
KOMATSU PC350HD-8	10'6" ARM, QC, THIRD MEMBER HYDS	A00022	2011	6,112	POR
KOMATSU PC308USLC-3E0	11' 6" ARM, QC	30046	2006	8,499	\$98,900
KOMATSU PC300LC-7E0	10' ARM, QC, BUCKET	A88811	2007	10,359	POR
KOMATSU PC240LC-10	10" ARM, QC, THUMB	90176	2014	2,453	POR
KOMATSU PC228USLC-10	9' 6" ARM, QC	1847	2015	1,629	POR
KOMATSU PC210LC-10	9' 6" ARM, QC, THUMB	A10370	2014	2,891	POR
KOMATSU PC170LC-10	8' 7" ARM, QC, THUMB	30468	2015	1,277	POR
KOMATSU PC138USLC-10	8' ARM, QC, ROADLINERS	42067	2015	1,229	POR
CAT 345DL	QC, BUCKET, THUMB	EEH00232	2008	7,390	\$179,000
HITACHI EX300	QC, BUCKET, A-HYDS	15M0011532	1997	N/A	\$35,000

MOTOR GRADERS



KOMATSU GD655-5	14' BLADE, RIPPER	55420	2013	1,154	POR
KOMATSU GD655-5	14' BLADE, RIPPER	55062	2011	3,425	\$185,000
VOLVO G940B	14' BLADE, RIPPER	U0S577067	2014	326	\$183,500
CAT 14M	16' BLADE, RIPPER, TOPCON BOX	R9J00259	2011	2,686	\$405,000

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FORESTRY EQUIPMENT					
KOMATSU XT460L-3	BUNCHER	A5108	2015	2,100	\$370,000
KOMATSU PC350LL-7E0	LOG LOADER, OREGON CAB	A50008	2012	4,902	\$295,000
KOMATSU PC240LL-10	LOG LOADER, TC58	A20630	2015	3,209	POR
TIMBCO 445EXL	BUNCHER, 22" 40 DEGREE	FT4C2272120903	2004	11,930	POR
TIMBCO 445EXL	BUNCHER, QUADCO 2900	FT4C2250102103	2003	12,000	\$125,000
TIMBER PRO TL735B	BUNCHER	TL735B0049041910	2010	6,470	\$187,000
VALMET 890.3	FORWARDER W/ BRUKS CHIPPER	310249	2007	5,824	\$565,000
KOBELCO SK290LC	LOG LOADER	LB04U0637	2006	16,000	\$75,000
OFF-ROAD TRUCKS					
KOMATSU HD785-5LC	KOMATSU 79-YD HAUL TRUCK	A10359	2005	23,586	\$159,500
KOMATSU HM400-5	ARTICULATED TRUCK, TAILGATE	10058	2015	2,183	POR
KOMATSU HM400-3	ARTICULATED TRUCK, TAILGATE	3750	2014	3,533	POR
KOMATSU HM400-3	ARTICULATED TRUCK, TAILGATE	3751	2014	2,696	POR
KOMATSU HM400-3	ARTICULATED TRUCK, TAILGATE	3348	2013	3,566	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10120	2015	2,607	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10123	2015	2,609	POR
KOMATSU HM300-5	ARTICULATED TRUCK, TAILGATE	10008	2015	2,032	POR
AGGREGATE EQUIPMENT					
NORDBERG 1560	CONE PLANT	1560331	1991		\$330,000
METSO HP400	PORTABLE METSO CONE, STD CRS	2012F025	2013	1,608	\$495,000
SYMONS 4.25SH	5X16-3 PORTABLE CONE PLANT	41607	1971		\$95,000
SYMONS 4.25	CONE CRUSHER	41891	1974		\$50,000
KPI K200/6203	JCI KODIAK CONE PLANT	P121673	2012		\$412,500
PIONEER FT2650	TRACK-MOUNTED JAW	415940	2016	820	POR
METSO FT400	JCI TRACK MOUNT CONE CRUSHER	T140255	2014	1,446	POR
METSO LT96	TRACK-MOUNTED JAW CRUSHER	78407	2015	1,135	\$379,000
METSO LT96	TRACK-MOUNTED JAW CRUSHER	78023	2014	2,000	\$280,000
METSO LT1110S	TRACK-MOUNTED IMPACTOR	77749	2015	1,750	\$440,000
KPI-JCI GT440	TRACK-MOUNTED IMPACTOR	414558	2015	2,009	\$350,000
KPI-JCI 8X20-3D	SCREEN PLANT	S14SPT0098	2014		\$275,000
KPI-JCI 6203-32	6X20 WASH PLANT, SWITCH GEAR, SPOMAC	S16WPT0188	2016		\$299,000
JCI GT205S	TRACK-MOUNTED SCREEN	143906	2013	1,718	POR
COMPACTION					
HAMM 3410	84" HAMM SMOOTH SINGLE, A/C	H1792538	2016	16	\$99,000
HAMM H20I	87" HAMM SMOOTH SINGLE, CAB	H2020120	2016	489	POR
HAMM H16I	84" HAMM SMOOTH SINGLE, A/C	H2110166	2015	789	POR
HAMM H11I	84" HAMM SMOOTH SINGLE	H2110411	2015	693	POR
HAMM H5I	54" HAMM ROLLER	H2220011	2014	74	\$65,000
HAMM HD+140IVHF	84" HAMM ASPHALT	H2070055	2014	1,754	POR
HAMM HD+120VO	78" HAMM ASPHALT, OZZIE	H1840202	2010	2,258	POR
HAMM HD+110VO	66" HAMM ASPHALT, OZZIE	H2090035	2015	355	POR
HAMM HD+70IVT	66" HAMM COMBO ASPHALT ROLLER	H1860083	2015	697	POR
HAMM HD13VV	51" HAMM ROLLER	H2010086	2010	4,274	\$12,000
HAMM HD12VV	47" HAMM ASPHALT ROLLER	H2300369	2015	619	POR

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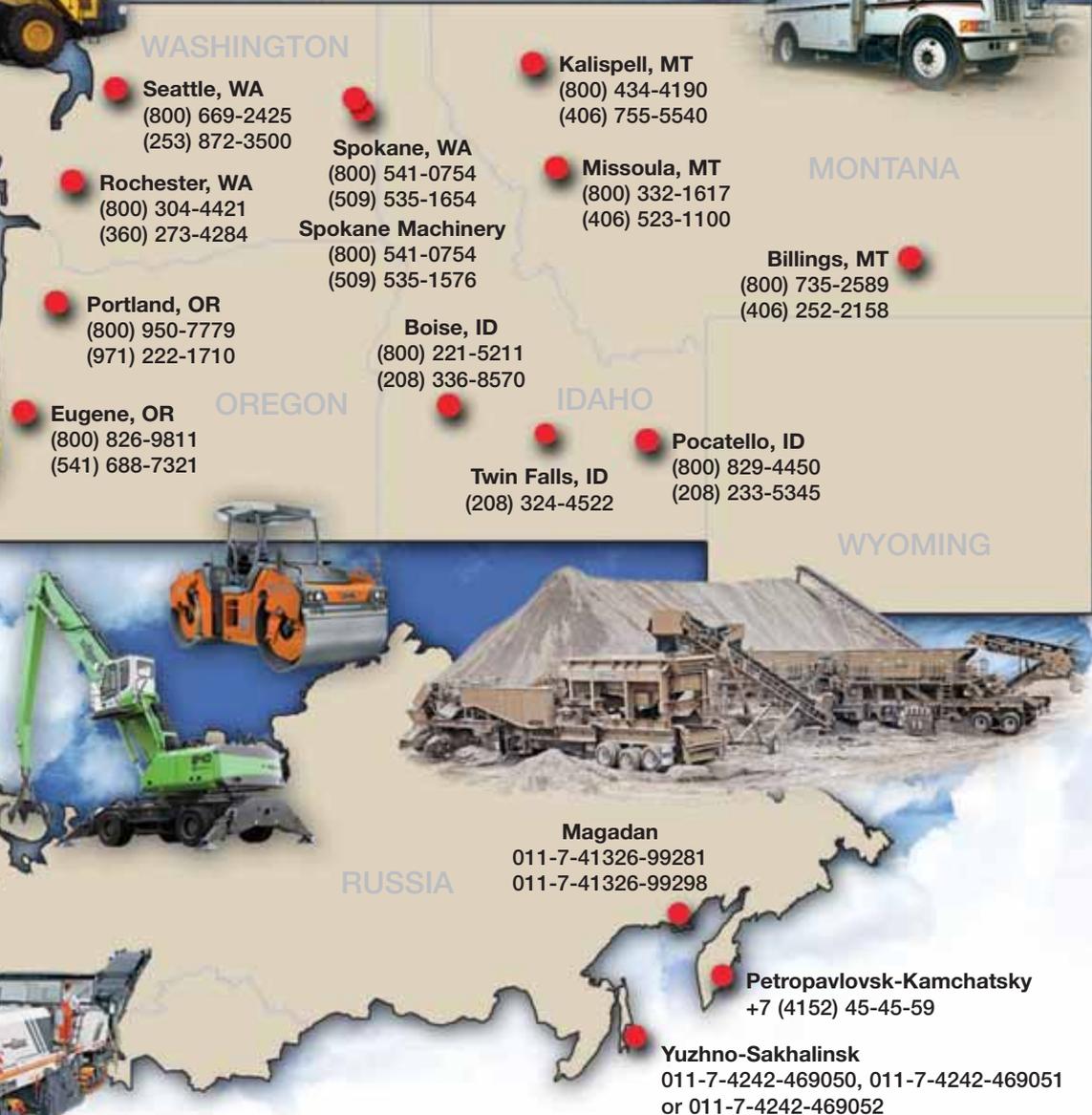
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